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SECRETARY/ TREASURER REPORT

The Financial Statement for 2014 showed a net increase in assets overall, but we had slight decrease in net assets related to operations of \$108,727. The decrease was related to delayed delivery of our holiday card fundraising packages, which meant some of the contributions for 2014 were not recognized until 2015. To maximize efficiency and even out the workflow, the Postal Service delays some mail delivery in the category in which these packages are mailed.

So far in 2015 we are doing better by increasing revenue through increased sales of advertising as well as drawing revenue from sponsorship of events and booths for more of our meetings. In addition, we have been able to decrease some expenses through diligence and smart decisions.

We will have to expend additional funds to update our fire wall, router and security software due to outside attacks on our servers from multiple locations in China (536 different addresses). To date we have been successful in resisting several thousand data hits per millisecond by various means. It did impact our efficiency of our telephones, email, and website for one week, but we have stabilized their performance for the time being. The increased effort has slowed our transition to a new membership data system that we forecasted would be completed by this summer. We have increased our use of webinar software and now engage in several webinars per week.

Regrettably since assuming the duties of the Secretary, we have closed 36 Chapters, and this seems to be increasing. The reality of a membership that is aging in various ways has been acknowledged. Our rate of reported deaths is about two more per day than we experienced in the last three years, and many of our members are in positions that preclude attendance at meetings. Our new members are different than previous generations. They wish to minimize their participation in various ways within the organization.

My participation in the Strategic Planning Process has been very rewarding. As the Chairman of both the Strategic Planning Team and the Strategic Planning Committee I have been interacting with all the members of both as well as the National Executive Board (NEB). We are following the direction of the last National Convention in utilizing the FON report as the Foundation for the creation of a NARFE Strategic Plan. We reviewed the report and the Team made recommendations to the NEB which they

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reviewed. Achievability of the FON recommendations from a time prospective dictated what had to be considered. After the Team and NEB made their choices, the recommendations were given to the Committee to consider. In addition, an email was set up so any NARFE member could also provide input. I personally review each email, forward that email to all Team members, the President, and our facilitators. If the email is of an importance to the Committee, I send it to them as well. I provide a summary of each email to the full committee, so they might request the email if they desire. In addition, I forward emails that have come to me at some of my other addresses if they pertain to Strategic Planning.

The full committee met in person for the first meeting, and since then we have been meeting monthly via conferencing software and numerous email exchanges. The diversity of experience and desires to help NARFE is obvious. While coalescing around a group of suggestions that seems imperative that NARFE adopt if it is to survive, it continues to be a learning experience due to the diversity of Committee members.

Normal work has been punctuated by addressing concerns of members, attending meeting pertaining to events on Capitol Hill and emerging crises such as the OPM breach.

Our continued viability hinges on our ability to make positive change as a result of our strategy plan implementation

Jon Dowie