

CONVENTION DAILY SUMMARY DAY 1
CALIFORNIA STATE FEDERATION OF CHAPTERS
TUESDAY MAY 2, 2017

9:15 a.m. – 5:00 p.m. **Convention General Session**

Call to Order Crystal Ballroom

9:20 a.m. Dee Shallenberger, CSFC Federation President
San Jose Chapter #50

9:22 a.m. **Moment of Silence**

9:24 a.m. **Presenting the Colors**

Vietnam Veterans of America

Sierra Nevada Chapter 989 Color Guard Led by Hal Wakeling, US
Army

Background Music by Bob Boucher

9:26 a.m. **Pledge of Allegiance**

Forney Lundy, Past Region VIII VP
Salinas Chapter #1496

Sing: National Anthem

Crystal Ballroom

Accompanied by Bob Boucher

9:27 a.m. **Welcome – Convention Chair**

Lea Zajac, Convention Chair This is the first California convention held outside California.
Based on feedback from the last convention, the agenda will have more training.. It was
planned, prepared & executed by the Executive Board.

9:31 a.m. **Welcome – Reno Chamber of Commerce**

Tray Abney, Director of Government Relations. Encourage to explore Reno outside the
hotel. Diversified economy. Much to see. Tesla, Switch, & Panasonic coming. Close to
full employment.

0933 Alan

Welcome – Grand Sierra Resort

9:35 Mark Sebreski, Director of Sales
Alan Dunn, National Sales Manager

9:37 a.m. **Welcome - CSFC President**

Dee Shallenberger,
San Jose Chapter #50

Have fun, but take advantage of training sessions. Our hope convention will provide ideas to keep NARFE federation, and all our chapters vibrant and active. Thanked President Thissen for all national has done. Welcome to many new members and AFE's. Keep chapters active. Become avid recruiters.

9:40 a.m.

Kay Brown, contest to answer questions from program book.

9:41 a.m.

Dotty Schmidt, Letter from Representative Doris Matsui 6th district (CA) Congress, best wishes. Very aware of NARFE.

9:45 a.m.

Memorial Service

Forney Lundy
Salinas Chapter #1496
1321 passed away in 2015 and 2016

9:55 a.m.

Introduction of Head Table (Podium)

Helen Zajac Region 8 Regional Vice President
Dick Thissen National President
Lea Zajac – Convention Chair
Ed Shallenberger-Parliamentarian
Mary Venerable – Federation Secretary
George Ramirez- Executive Vice President
Yogi Riley-Federation Treasurer
Robert Grimm-Recording Secretary

Cliff McCraw- Time Keeper
Larry Kinker – Time Keeper

10:10 a.m.

Credentials Committee First Report

Vivian Nathanson, Chair
Tri-Valley Chapter #397, and Polly Stonich,
Mt. Diablo Chapter #531
Delegates 96
18 Delegates at Large
No alternates
1 national officer
14 visitors & guests
2 Delegates at Large also serving as chapter delegates
Total Number Registered 122
78 chapters
54 chapters represented by delegates
24 chapters represented by proxies
14 members of Executive Board
6 Past CSFC Presidents
Total potential votes 763
We do have a quorum

10:00 a.m.

Rules Committee Report

Mike Siminski, Chair

Lompoc Chapter #1087
Robert "Old Bob" Davidson co-chair, Dennis Dunn, Ed Shallenberger
Based on rules from the San Luis Obispo convention
Removed rule for Politically Correct speech
Removed tabling or deferring
Old Bob did most of the work.

Adoption of Rules

Dee Shallenberger, CSFC President

Program is as presented and without objection will stand with minor changes made as necessary Adopted

10:06 a.m.

Keynote Speaker – Richard Thissen

NARFE National President

Warm regards from employees & NEB

Barbara Sido new Executive Director just hired. 20 years experience with associations. Ran her own firm advising organizations in trouble. Was once a political appointee in the Department of Transportation. Over 90 applicants. Search firm interviewed 46. Search firm forwarded 10 to the Search Committee. 7 interviewed. 4 second interviews. Final 2 interviewed by NEB.

Executive director is needed to provide consistent professional leadership. 5-year contract. Salary not divulged, but less than budgeted. Frees up president to spend more time on Capitol Hill. Legislative Department is excellent. The Best among associations. Postal Reform Bill. We are holding it up. It makes 76,000 postal retirees on FEHBP to take Medicare B. This changes rules after retirement. Makes them pay \$138 for self or \$268 per month for family for Medicare Part B. We are fighting it. If it gets out of House, we will work with Senate. Transfers \$8 billion in costs from USPS to Medicare. We are confident it won't pass, but never sure.

NARFE-PAC is how we contact those who agree with our ideals. Collected \$1.45 million last year.

We stopped everything they threw at us in last session of congress. We have not lost anything since 1993.

This is a success. Grassroots is very important. Voters are more important than NARFE national.

Constituents are important.

Strategic Planning Initiative. Historic convention changed direction of NARFE. Much work has been done. Starting to see results. Thru March 2017 we lost 1700 member., In 2016 it was 3300. We cut losses in half. Strategic Planning Committee (Jerry Hall from CA). Strategic Planning Team makes sure things are processed correctly.

Report coming before the Federation Presidents meeting.

Resolution Deadline December 15, 2017. Voted on before convention.

Good things happening:

Cut the number of non-renewals less than 26,000 2017. Previous years (2016) over 35,000.

Reinstating 55% of nonrenewals. April 58% 58% (unofficial) 1400 reinstatements. 1200 new members.

84 members deceased on 5/1/2017. Hard to keep up. 2800 deceased so far in 2017.

Webinars recruit 200 new members each time. Sell for \$39.95 includes membership. 25-30 reinstatements.

Great recruitment/retention tool.

Marketing includes membership & fundraising & new business. Net 1.5 million dollars from fundraising programs. No dues money spent.

At National Convention vendors paid \$2500 per booth. Dues pay 60% of NARFE expenses. At last Legislative conference, vendors paid \$40,000 to support the conference. Members quit if dues are raised.

Won't raise them while president. Marketing is very important. New executive director has marketing background. New magazine editor just came on board.

Federal Benefits. Service Officer and Service centers are the best recruiting and retention tools. Hire the best people and let them do their job. Total Assets of NARFE increased by \$300,000. 5th year in a row. We can hire good people because we're financially solvent.

Questions & Answers

Bob Martin Delta Chapter 1718 Postal Reform. Congressman is retiring. His influence is gone. Representative from OH may take his place. Leader is Jim Jordan, Tea party and Freedom Caucus guy. Democrats have bought into postal reform. During legislative conference we spoke to Nancy Pelosi. She is one of our best friends in congress. She helped with the not-held harmless. 15% instead of 52% for Medicare part B.

Andy Morgan Palm Springs Chapter 587 Trump said he will remove the Johnson amendment that requires non-profit organizations from being non-partisan. AARP and Catholic Coalition on were against tax reform in Missouri.

Juanita Chapter 6510. Pelosi father was mayor of Baltimore. AFE aged 50-62 target. We recruit online in FED publications. We track people who look at our ads. AFE's have taken the biggest hit. We work for AFE's to encourage them to join NARFE. DOL rule to make financial advisors have your best interest. TSP bill to give more options to withdraw.

Tom Buggy Chapter 706 NARFE does not provide address info to LSA's. If NARFE provides it, they will quit. You can get messages to national only members via headquarters. New membership form says national or national plus chapter. If you want to keep chapters, give them a service.

Christy Vangran 1496 Have you considered reduced price for gift memberships? Will take that idea back. It could affect non-renewal. People don't want to get the new rate.

Chapter 748 WEP delay til 90% threshold. Another WEP bill coming. GPO is worse. Affects widows.

Norm Overbay Chapter 1324 Prospective members. They come from online interest for white papers. They have a membership number, but are not members. Prospective members are in the OAM.

Sandy Chapter 1028 Thank You for your congressional testimony. We always offer solutions instead of just problems.

Jerry Hall Strategic Planning Committee is Not a wallflower. Fundraising. Members object to cards/ calendars. Mailers are very inexpensive to mail out. 40% of the money is in response to follow up request. We won't stop mailing until money stops coming.

Forney Lundy Chapter 1496 asked "Who does the most recruiting?" It could be the chapters. The reality is that in April 1100 out of 1200 new members were recruited by National. To place someone in your chapter fill in "who should we thank".

11:25 a.m.

Exhibitor Speakers (3 minutes each)

Crystal Ballroom

Blue Cross/Blue Shield

11:27 a.m.

Kaiser Permanente
Lorena Lanser \$35 rewards program.

- 11:28 **GEHA**
Albert Santos Diamond Sponsor. GEHA has donated \$50,000 to Alzheimers.
- 11:29 a.m. Pam Brothi/ Richard Gracey Northern California area
- 11:30 a.m **BMG Money**
Jose Petino. Loans for FEDS. Credit educator, Mortgages Information,
Emergency loans for FEDS.
- 11:31 a.m **Hear USA**
Terry. Exclusive Affinity Partner for NARFE. Hearing loss linked to many hazards. Hearing aids
provide many benefits to life. 250 hearing aid models. Depending on health plan, can provide 2
free hearing aids.
- 11:32a.m. Sergeant of Arms Announcements

11:45 a.m.– 1:00 p.m. **Recognition Luncheon** **Carson 1,2,3**
Honoring Federation Past Presidents, their spouses and guests
Dotti Schmidt, Past Federation President, Master of Ceremonies

Music by Bob Boucher,
(Pomp & Circumstance)

1:19 p.m. **Convention Call to Order** **Crystal Ballroom**
Dee Shallenberger, CSFC President

State of the Federation

Dee Shallenberger, CSFC President

California is the largest federation in NARFE

78 chapters with 14,936 members. When you add the former E-Chapter members and new National
only members of 3333, this is very close to our membership when she became CSFC president.
California operates effectively. Our web site is operated by Diana Smith of Chapter 1503.
California raised \$25,000 in 2016 Barbara Leech is the Alzheimer's coordinator.

Thanks to District Vice Presidents

- 1 Robert Davidson II
2. Greg Percich
3. Vacant
5. Gery Hall
6. Dotty Schmidt
7. Lea Zajac
8. Linda Ingram
9. Mike Siminski
10. Ron Griffin

Challenges ahead:

1. Recruit new members
2. Increase chapter participation
3. Fill officer positions

Treasurer Financial Report
1332 Yoggi Riley, CSFC Treasurer

San Fernando Valley Chapter #61

Many chapters are in danger of closing. 5 in past year. We look good on paper. Frugal. \$107,000 on hand. Liabilities \$3500 so far in convention expenses. More coming. \$14,164 from national. Dues late coming in. 44519 national dues rebate. Incentives. \$15 rebate if on dues withholding by M110. Recruiting \$10 rebate from federation. Against cancelling per capita dues.

Recruiting program 123 recruiters with 3 or more.

142 United States Postal Employees

Legislative Coalition Mary Alice Burkhard

President Branch 244,

National Association of Postal Supervisors

San Fernando Valley Chapter #61

20 years ago USPS was under assault. All money comes from stamps. Set up to fail. No Control. In Sacramento the Postal Coalition was formed. They met in Sacramento in February. NARFE is blocking threats. AFGE joined coalition. If they can do it to USPS, they can do it to anyone. Helen Zajac gave the facts about forced Medicare Part B. No other state has a coalition except CA. This is politics. The more people you have, the more effective. Start looking for informed delivery. USPS will email what's coming in the mail today. USPS is technically advanced. USPS has military grade scanners. Be part of the knowledge stream. When you talk to legislators, go with facts in response to their "poop". NARFE is good at this. Perception is reality. Give people something to do to be relevant. Official time is under assault. No COLA, no step increases for USPS supervisors. No one works harder than NARFE on USPS. Taking away benefits, takes away your pay. USPS has retention problems. About 50% quit. Gallup poll told them USPS is the worst they ever polled. USPS gives 1 1/2 days of employee engagement training. How to treat people nicely. Postal Coalition urges contact with Sacramento. Explain the facts.

	Exhibitor Speakers (3 minutes each)	Crystal Ballroom
2:05 p.m.	United Health Care Daisy Greenfield Retire federal employee. Commend NARFE on Alzheimer's. 2 medical plans 1 vision plan. New glasses every other year. Vision plan nation wide. Has wellness info	
2:08 p.m.	Tru-Hearing Cynthia Schoonover 1 out of 3 over 60 has hearing loss. Twice the risk of fall, depression, Alzheimer's. Hearing Aids cost \$5k-\$6k. Non-covered spouse can get special pricing. You must call to find provider. Financing.	
2:12 p.m.	Aetna Janice Sheffield AK CA NV AZ AETNA Direct \$3k for hearing aid. Additional money for Medicare, \$0 RX copay, rollover, Can provide speaker for chapters on wellness.	
2:16 p.m.	Purchasing Power Jason Alberti	

Purchase items & pay over time.

2:20 p.m.

Constitution/Bylaws Report

Robert "Old Bob" Davidson, Chair Palomar Chapter 455

New rules allow recommend for debate rather than just approval.

Charlie Mattis, Mike Siminski

Every chapter received resolutions from Carl Baily.

The following resolutions were considered and decisions made:

CBL-17-1	combined with CBL-17-3
CBL-17-2	Rejected
CBL-17-3	combined with CBL-17-1 into CBL-17-8
CBL-17-4	Rejected
CBL-17-5	Rejected
CBL-17-6	Rejected
CBL-17-7	Adopted
CBL-17-8	Rejected
CBL-17-9	Adopted

3: 45 p.m.

**Using the Website, specifically
Accessing/Using the Online Activity**

Module (OAM) Richard Thissen, National President

OAM INCLUDES NON-CHAPTER MEMBERS. CA FEDERATION HAS 4500 NON CHAPTER MEMBERS

Only President, Secretary or Secretary-Treasurer can update the F-7

Any officer can see. You can search by last name.

Prospects requested info/white paper on FedExec or other web site NARFE advertises

in. They must provide name address and email. Easy to produce mailing labels.

Chapter has the opportunity to follow up. If not, National will follow up in about 3 months. We do direct mailings of about 70,000 per month. Direct mailing works best. It includes prospective members, reinstatements, drops etc. Prospective members stay on until they become members.

If you ask for a white paper, use the same name NARFE already has in member records.

If you send in a paper F-7 to Headquarters, mail a copy to the federation secretary.

Note needed if done electronically in the OAM.

You can accidentally change chapter dues to \$0. Better leave it alone.

If you modify F-7, do yourself last.

Set up a web site thru Headquarters for \$29.95 per year.

For Tech Support with OAM contact Theresa Sordo for help.

4:26 p.m.

Nominating Committee – Candidates
Candidate Speeches (3 minutes each)

Will Patton, Chair
Mt. Baldy Chapter #1497

For President

Lea Zajac

Reason for running, focus on legislation is diminished. Our mission statement calls for it. Federation should aid chapters in congressional liason. Congressional District Liasons become more important. 20 congressional chapters have no CDL.

George Ramirez EVP 37 years DOD. Complex issues similar to those facing NARFE. Digital disruption affecting potential members. Congressman using digital technology. We're in a state of change. We can improve if we embrace technology. Emphasis on increasing sustaining members.

For Vice President

Judith Mayora

For Secretary

Sandra Mathias the only candidate

For Treasurer

Yogi Riley present Treasurer agreed to run again

Unopposed candidates elected by acclamation. President will be elected by voting. District VP's will be elected during caucuses.

Ballot & Tellers

Voting Requirements

Ann McCraw, Chair

Saddleback Valley Chapter #168vote with 9

Voting will be in NV Foyer. Bring voting credential. Give it to teller. Take ballot and drop into ballot box. No return. Whole numbers. You can ask for help once. Don't ask tellers for help. Voting until 6:30pm. 1 teller for 2 district except for district 9. Delegates at large vote with district 10.

4:50 p.m.

NARFE-PAC

Andy Morgen, Federation NARFE-PAC Coordinator

Federation Past President

Palm Springs Chapter #587

New Congress wants to increase FEHBP cost to 50%. Wants to eliminate federal pension. NARF-PAC supports our friends. Funds are separate from dues. Gives to both parties based on support of NARFE issues. Voting records are on NARFE website. If candidate is not in office, NARFE sends questionnaire and tries to meet with candidate or staff. Requests for NARFE-PAC funds are forwarded to locals. Last election season we contributed over 1.1 million. 817 distributed for political purposes. Over 90% of recipients won. Gave to both parties. Many times, we can send members to local fundraisers. 12 members attended fundraisers. Average NARFE-PAC contributed \$60. Goals 1.5 million, and disburse \$1 million, increase sustainer by 50%. Already given over 100K so far this year. Visit the NARFE-PAC table. CA has contributed twice as much as next federation.

TUESDAY, MAY 2, 2017 (Continued)

Crystal Ballroom

Ways/Means – 50/50 Drawing
Kaye Brown, Chair
Sunrise Chapter #1658

Announcements

5:00 p.m. – 6:30 p.m.

Voting

Nevada Foyer

6:00 p.m. -7:00 p.m.

District Caucuses – 30 min each