

President's Report for 2021

Good evening and welcome to historic Gettysburg. I hope you are enjoying the Wyndham. I want to thank PISI/AMBA for hosting our reception and dinner, they will also be hosting breakfast tomorrow. Hear in America is also helping to offset some of our expenses, and I want to acknowledge them for that assistance. We have numerous items on the agenda so I will be brief in my "State of PARSE" remarks.

Let me introduce our officers:

Allan Hansen – Vice President Treasurer

Vickie Bailey – State Secretary

Judy Janis – Administrative Assistant

Jodi Boal – Fiscal Assistant

Central Region VP – Carol Moyer, thank you Carol as you step down after 10 years

Northeast Region VP – Jack Quirk

Norwest Region VP – I would ask you to join me in a moment of silence for Joe Moliterno who served PARSE at both the chapter and state level for many years. Joe succumbed after a long and courageous battle with cancer. Dr. James Godlewski has been unofficially representing the NW region and we appreciate his willingness to help.

Southeast Region VP – Evelyn Trent was named to fill this role after Kathy Beitchman had to resign for health reasons. We thank Kathy for her many years of service also at the chapter and state level. We likewise thank Evelyn for agreeing to fill the VP position.

Southwest Region – Tom Buerkle.

I also want to thank Evelyn who will serve as parliamentarian. The efforts of the members of the Audit, Benefits, Bylaws, and Finance committees are also essential to PARSE and their efforts are acknowledged. Similarly, I want to acknowledge all the work done by the chapter officers.

Covid has presented many challenges and opportunities. We all hoped this was behind us, but the Delta variant proves that we still must exercise caution. Covid has taught us to expect the unexpected.

In brief some PARSE highlights:

1. We crossed the 30,000-member threshold! Much of the credit for that milestone goes to our partners PISI/AMBA. As of the end of August we have over 30,500 members.
2. We issued an RFP for dental insurance, the current contract with United Concordia ends October 31st. The goal was to get the best package for our members and a long-term contract. Allan and the Benefits Committee will provide more details on the effort.
3. We held regional meetings this year using a combination of Zoom and conference calls, while it was not as ideal as an in-person meeting it provided an opportunity to get the officers in each region together.
4. We had over 5,000 members use the on-line payment option for dues this year. This year the State Office absorbed the costs associated with an online transaction (almost \$1) and we will do

the same in this year. We are implementing changes to that system to hopefully make it easier for more people to pay dues on-line. Additional checks will be implemented to ensure payment goes to the correct member; this year each member paying online will receive a confirmation email.

5. Because of the pandemic we had no internal audit in 2020. This year the Audit Committee did perform a two-year audit and Tom Hoffman will be presenting that report. I thank Tom and his team for their efforts.
6. PARSE finances remain solid and as a result dues remain at \$20 for next year and the following 3 years as you might note on the projected budgets. A member of the Finance Committee will present the budget for the next fiscal year.
7. As you know next year will be our 50th annual meeting but I wanted to jump start the celebration hence the new logo and mugs.
8. We will be back in Gettysburg next year for the 50th celebration and we are looking to make the meeting special. We will be working on some ideas and will share those with you as they evolve.
9. Many chapters have resumed or are about to resume their meetings and this is good news. As Covid conditions allow and schedules permit some of the State Officers will attempt to attend some chapter meetings. Please keep us updated on your meeting schedules so we can plan accordingly. As your resume meetings please make every effort to be safe.
10. Our Government Relations advisor, NOVAK Strategic Advisors, has been keeping us updated on any legislation that might be important to retirees. They have also arranged introductions to some key individuals. A member of the NOVAK team will speak tomorrow and discuss working with 3 chapters on local advocacy.
11. PISI/AMBA has a team of benefit advisors who will visit chapters, if the chapter makes a request, also they will hold lunch and learn type meetings to review not only the dental and vision benefits but other products that might be of interest to our members.
12. We worked with our bank to diversify our holdings so that no institution had more than \$250,00, the maximum covered by FDIC.
13. We will share with all the chapters the information presented by the Office of Administration. If any of your members call about dropping the PARSE dental and vision plans as well as the Commonwealth medical insurance, I would advise you to encourage them to look very closely at those plans and to not only compare costs but more importantly coverages. I am sure you have all seen some of the commercials or received mail for Medicare supplement plans that also include dental, vision and hearing. Some of them advertise \$0 cost, look at the details please.
14. Moving forward some items we want to work on in the next year are: (1) the addition of an on-line application, many new retirees are accustomed to doing everything online and we want to look to accommodate that growing demand; (2) engage an outside consultant to help us develop sound financial practices and money management in preparation for an outside audit should that be recommended; (3) look at electronic exchange of data with PISI/AMBA to reduce the duplicate data-entry effort. At the Chapter level I would encourage you to look at ways to engage, what I call the young retirees, those just retiring. Meetings and lunches may not be what is of interest to them. We know many join just for dental and vision but why not call new members as you received their information from the State Office and see what they might like?

15. Finally, I told AMBA that for our 50th meeting I wanted to have a goal of 35,000 members. Omarr willingly accepted that challenge. However, I need your help. First your members are the best tool to recruit new members, use them. Perhaps together we could develop some incentives to recruit new members. Second, every year we grow membership but have many who do not renew. Right now, we have over 1,500 members who have not renewed their 2021 dues. Just think if we had their renewals that 35K number could become more achievable.