

Polish Falcons of America

Board Bulletin

August 2017

The Board Bulletin is a summary report on the topics discussed and the actions taken by your National Board of Directors at its Aug. 25-26, 2017 meeting that was held at PFA National Headquarters in Pittsburgh, Pa.

This report is emailed to more than 2,000 individuals with email addresses registered on the PFA website. In addition, it will be posted to the PFA website and published in the Sokół Polski magazine. The PFA National Board of Directors believes strongly in creating a culture of transparency and wants Members to know what issues the Board deals with and the reasons behind Board action on particular issues. We encourage you to read the report carefully and to contact any Board Member or PFA President and CEO Timothy Kuzma if you have any questions, comments, or concerns about the items or actions contained in this report.

Contact information for all Board members and the PFA executive staff is listed at the conclusion of this report.

Financial Report

John Kuzmirek, National Secretary/Treasurer and CFO, presented the financial results for the second quarter of 2017. The net loss to surplus at the end of the quarter was \$39,983. Net loss from operations was \$62,444. Net income, including capital gains was a loss of \$55,447. Q2 was an improvement over the results of Q1. The net income gain for Q2 was \$63,273 and the gain to surplus in the quarter was \$66,820. At the end of the quarter, surplus was \$1,328,620. Total admitted assets now stand at \$67,041,017.

Sales/Marketing

Druh Kuzma reported on the sales results for Q2 2017. For the quarter, there were 43 life insurance certificates issued. Twenty three annuity certificates were issued in Q2. Total certificates issued in Q1 was 66. Through the end of Q2, there were 68 life certificates issues and 27 annuities. The average face amount of insurance for the new life certificates in the first quarter was \$14,946.

Sales Director John Denning also presented his report in person to the Board, outlining the various sales initiatives he is undertaking with his agents.

Certificates Report

President Kuzma reported at the end of Q2 2017 that there was a decline of 209 total certificates. In the quarter, there was a loss of 59 life insurance certificates and a loss of 16 annuity certificates. At the end of Q2 2017, there were 19,859 life insurance certificates in force and 3,539 annuity certificates in force. There are currently 212 Medicare Supplement certificates in force, and 16 individuals have joined as Fraternal Benefit Members.

Annuity Rates

The Board agreed that the current crediting rates on PFA annuities will remain the same. In addition, the Board approved a motion to provide an interest rate bonus on new annuity contracts issued through the end of 2017. Starting in September, all new annuity contracts with an initial deposit of \$10,000 or more will receive 1% bonus interest for one year from the date of issue. This offer will last until December 31, 2017.

Nest Status Report

First Vice President Del Busse reported on the status of PFA Nests. There are currently 63 Nests of the Polish Falcons of America. Fifty of those Nests are in Good Standing. Following is the list of Nests that the Board of Directors has determined is in good standing:

NEST	DISTRICT	CITY	STATE
3	II	Chicago	IL
4	VI	South Bend	IN
6	IX	Buffalo	NY
8	IV	Pittsburgh	PA
17	V	Newark	NJ
31	XIII	Detroit	MI
36	V	Southwestern	CT
42	II	Chicago Heights	IL
45	II	St. Louis	MO
52	IX	Rochester	NY
65	V	Union City	CT
68	V	Meriden	CT
74	IX	Auburn	NY
80	VI	South Bend	IN
86	XIII	Hamtramck	MI
88	V	New Britain	CT
104	I	Newark	NJ
118	IV	Pittsburgh	PA
123	IX	Erie	PA
126	I	Elizabeth	NJ
141	IV	Cleveland	OH
146	IV	New Castle	PA
147	IV	Mt. Pleasant	PA
163	VII	Mocanaqua	PA
172	V	West Warwick	RI

176	IV	Pittsburgh	PA
182	IV	Ambridge	PA
188	V	Salem	MA
208	V	Derby	CT
247	IV	Donora	PA
276	VI	Muskegon	MI
281	I	Dunellen	NJ
307	V	Southington	CT
336	XIII	Jackson	MI
430	IX	Auburn	NY
485	V	Chelsea	MA
493	IX	Batavia	NY
519	V	Middletown	CT
538	IV	Midland	PA
556	IV	Jerome	PA
564	VI	La Porte	IN
610	IX	Erie	PA
652	XIII	Lansing	MI
725	II	Milwaukee	WI
811	V	New Britain	CT
827	II	Chicago	IL
907	II	Cicero	IL
946	I	Hillsborough	NJ
964	VII	Reading	PA
972	XIII	Bay City	MI

Nest Mergers and Dissolutions

The Board approved the merger of Nests 1, Chicago, Ill., with Nest 907, Cicero, Ill. In addition, the Board approved the dissolution of Nests, 2, Chicago, Ill., 115, Elizabeth, N.J., 293, Harrison, N.J., and 378, Chicago, Ill. Members of all the Nests involved are being contacted.

Physical Education Director's Report

National Physical Education Director Chris Puskar presented a report on the National Youth Camp held in August at the SNPJ Rec Center north of Pittsburgh. Druhna Chris reported that the 44 youth who attended had a great time at the week-long Camp.

Druhna Chris also reported she will begin to develop a plan for the 2018 National Zlot. A proposal will be presented to the Board at the November 2017 meeting.

Due to a lack of participation, the Family Fun Weekend scheduled for September was cancelled.

Falconette Commission

Falconette Commission Chairperson Druhna Patty Capozoli reported on the results of the fundraising projects of the Falconette Commission and the way the proceeds were used. Over \$4,000 was raised. The funds were used to support PFA youth programs, specifically, \$3,000

was used to offset expenses of the recent Youth Camp. Tickets have been distributed for a new raffle that will be held in October.

Legion of Honor

Druhna Del Busse distributed copies of the new Legion of Honor Handbook that was finalized the LOH Commandery and is now available. Every new Bronze Legion of Honor recipient will receive the Handbook when they receive their Award. Current Legion of Honor Members can also request a copy. Druhna Del Busse complimented LOH Grandmaster Frania Tracz for the work she has done with the Legion of Honor since taking the position in 2016.

District Conventions

The Board approved the Officers of Districts I, IV, V, VII and IX. Druhna Del Busse reported that Minutes from the Convention was received and all the status of all the Officers was confirmed. The District XIII Convention was completed the week before the Board meeting so their information was not submitted yet and Districts II and VI are having their Conventions in September.

Communications Director's Report

PFA Communications Director Courtney Caughey-Stambul reported that the new website for PFA will be launched on September 8. She showed a preview of the new design and the new functionality of the site.

Druhna Courtney also reported that the Facebook Live stream from the Youth Camp had between 187 and 600 views. In total, there were over 2,400 views of the Camp broadcasts. In addition, post engagements (the number of times people have engaged with PFA posts through likes, comments and shares) for the period of July 24 through August 20 was 11,990.

National Golf Tournament

National Golf Commissioner Mary Whalen submitted a written report from the 2018 National Golf Tournament held at the beginning of August with Nest 336, Jackson, Mich., as the host. She reported there were 83 golfers in attendance and that everything worked out well for the Tournament.

At the PFA Golf Commission meeting held prior the Tournament, the Commissioners voted to approve a change to the format (a 2-person scramble) for one day of the 2018 Tournament. Nest 80, South Bend, Ind., agreed to the change.

District V National Director John Kowarik stated at the Board meeting that Nest 307, Southington, Conn., is considering whether to be the host of the 2019 Tournament.

2018 Polish Falcon Trip to Poland

President Kuzma stated that he has begun exploring a 2018 Polish Falcon Trip to Poland for 2018, most likely in the Fall. The trip will include a meeting with Falcons in Poland and the 100th Anniversary of Polish Independence following World War I. A proposal will be presented to the Board at the meeting in November 2017.

Polanka Update

President Kuzma presented a progress report about the renovations at the Polanka. While the facility has greatly improved since the work started, there are several issues that still need to be resolved for everything to be complete.

Also, nearly 100 Members and friends of all ages met at the Polanka on Saturday, August 18 for an opportunity to see the progress at the Polanka, and to hear a presentation from a new group of PFA representatives about all the various financial services offered by PFA.

Upcoming Meeting Dates

Q4 2017

Nov. 17-18

Contact Information for Board Members and Executive Staff – Please use the following information to contact individual Board members or PFA President and CEO to obtain more information on any of the items discussed in this report:

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