

# **Polish Falcons of America**

# **Board Bulletin**

**March 2017**

*The Board Bulletin is a summary report on the topics discussed and the actions taken by your National Board of Directors at its March 17-18, 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 annual financial results for 2016. The net gain to surplus at the end of the quarter was \$146,534. This is an improvement of \$342,044 over the 2015 results. Net gain from operations was \$18,352, an improvement of \$290,491 over 2015. Net income, including capital gains was \$169,778. At the end of the year, surplus was \$1,368,603. Total admitted assets now stand at \$67,453,186, a decrease of \$439,895 from the end of 2015, primarily due to the annuity maturities.

## **Sales/Marketing**

Druh Kuzma reported on the sales results for Q4 2016 and year-end totals. For the quarter, there were 24 life insurance certificates issued. There was a total of 37 annuity certificates issued in Q4. Total certificates issued in Q4 was 61. For the year, there were 142 new life certificates and 154 annuity certificates issued. The average face amount of insurance for the new life certificates in 2016 was \$18,521.

## **Certificates Report**

President Kuzma reported at the end 2016 that there was a decline of 503 total certificates. In the fourth quarter, there was a loss of 51 life insurance certificates and a loss of 4 annuity

certificates. At the end of 2016, there were 20,005 life insurance certificates in force and 3,614 annuity certificates in force.

### ***Single Premium Whole Life Insurance For Children to Age 1***

The Board of Directors approved a recommendation that allows for the sale of the Single Premium Whole Life Plan to a child to Age 1 with a reduced minimum face amount of insurance of \$5,000. Sales Director John Denning will be sending information to all Nests and Districts about the change and the rates for the plan.

### ***New Juvenile Term Plan Rates***

The Board of Directors approved an increase of the Juvenile Term Plan rates. The new rates will be \$150 for a \$10,000 benefit and \$300 for a \$20,000 benefit. The new rates allow for the payment of commissions to agents for selling the product.

### ***New Benefits***

The Board of Directors approved the addition of two new benefits for PFA Members and made important changes to an existing benefit.

**New Benefit #1.** PFA Members can take advantage of the services of a company located in Wroclaw, Poland, for doing family genealogy research. Genealogy Tours will provide different levels of research and will even arrange a genealogy tour to arrange meetings/reunions with relatives in Poland, and other Eastern European countries. Polish Falcons Members will receive a 10% discount on the services. More information can be found in the April issue of the Falcon magazine.

**New Benefit #2.** First Vice President Del Busse, Chairperson of the Membership Committee, reported that final arrangements have been completed with the Hertz car rental company for discounts for PFA Members. Details will be announced as soon as they are complete.

**Revised Newborn Benefit.** PFA will provide a no-cost death benefit of \$5,000 for one year after the birth of a child. The benefit will last until the child's first birthday. At least one parent must be a PFA Member at the time of birth to qualify for the benefit. National Headquarters must be notified within 60 days of the birth of the child to receive this no-cost benefit.

### ***Scholarships***

Scholarship Committee Chairperson Druhna Del Busse announced the recipients for the Dr. T.A. Starzynski Scholarship Program for 2017-18. Following are the recipients:

<b>NEST</b>	<b>DISTRICT</b>	<b>NAME</b>	<b>CATEGORY</b>	<b>AMOUNT</b>
36	V	Gosia Fryc	Mary Kus	\$3,000.00
123	IX	Lauren Andrychowski	Achievement	\$1,500.00
564	VI	Laurel Blankenship	Achievement	\$1,500.00
45	II	Roman Lipinski	Achievement	\$1,500.00

123	IX	Anthony Mazzone	Achievement	\$1,500.00
86	XIII	Claire Mc Pherson	Achievement	\$1,500.00
41	IV	Samantha Papik	Achievement	\$1,500.00
52	IX	Alison Chodak	Involvement	\$1,000.00
827	II	Margaret Doheny	Involvement	\$1,000.00
36	V	Kendle-Jean Hine	Involvement	\$1,000.00
946	I	Julia Jerzak	Involvement	\$1,000.00
182	IV	Marissa Niaros	Involvement	\$1,000.00
80	VI	Lindsey Staszewski	Involvement	\$1,000.00
188	V	Abigail Stanton	Involvement	\$1,000.00
564	VI	Zoe Surma	Involvement	\$1,000.00
4	VI	Jordan Vargo	Involvement	\$1,000.00
80	VI	Anne Zakrzewski	Involvement	\$1,000.00
97	IV	Erik Blasic	General	\$750.00
118	IV	Jenna Kolano	General	\$750.00
430	IX	Sarah Szozda	General	\$750.00

### ***Nest Status Report***

First Vice President Del Busse reported on the status of PFA Nests. Following is the list of Nests that the Board of Directors has determined is in good standing:

<b>NEST</b>	<b>DISTRICT</b>	<b>CITY</b>	<b>STATE</b>
4	VI	South Bend	IN
6	IX	Buffalo	NY
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
80	VI	South Bend	IN
86	XIII	Hamtramck	MI
118	IV	Pittsburgh	PA
123	IX	Erie	PA
141	IV	Cleveland	OH
146	IV	New Castle	PA
172	V	West Warwick	RI
182	IV	Ambridge	PA
208	VI	Derby	CT
247	IV	Donora	PA
276	VI	Muskegon	MI
307	V	Southington	CT
430	IX	Auburn	NY
519	V	Middletown	CT
556	IV	Jerome	PA

652	XIII	Lansing	MI
725	II	Milwaukee	WI
811	V	New Britain	CT
827	II	Chicago	IL
907	II	Cicero	IL

### ***Physical Education Director's Report***

National Physical Education Director Chris Puskar presented a report on the successful Future Leaders Conference held in February in Pittsburgh. Eighteen young Falcons attended the conference. Also, there were three individuals from the Sokol USA organization who came to observe and participate in the conference.

Druhna Puskar also reported on the upcoming National Volleyball Tournament that will be held the first weekend of April.

Lastly, she stated that work has started on a National Zlot that will be held in 2018.

### ***Falconette Commission***

Falconette Commission Chairperson Druhna Patty Capozoli announced that the first raffle conducted by the Commission was a success with a net gain of over \$2,000. Another raffle will be held starting in May. Information is being sent to all Nests and Districts. Other fundraising activities are also being planned.

### ***World War I Era Recruiting Film***

President Kuzma informed the Board that Polish Falcons of America owns a film used to recruit Polish Americans to join a Polish Army to fight in Europe in World War I that would lead to the eventual reestablishment of Poland as a free and independent nation. Entitled "Mother Glory", the film was created by Polish Falcons and used extensively in the recruiting effort.

A Polish film producer in Chicago wants to use the film as part of a documentary project he is producing that celebrates the 100<sup>th</sup> anniversary of the end of the war, and of Poland's freedom. This project is being done through TV Polonia of Poland. Unfortunately, the film cannot be used in its current condition, specifically because of its age. Right now, the film is at a facility in Maryland called Colorlab. This company specializes in restoring film of all kinds and has an outstanding reputation as a leader in its industry. President Kuzma stated, in cooperation with the producer, PFA is going to apply for funds from TV Polonia to restore the film.

In addition, the producer is searching for relatives of veterans who served in the Polish Army during the War to include in the documentary.

### ***Polanka Update***

The Board approved a renovation plan for the Polanka facility. In addition, an agreement has been reached with M & C Brown, LLC, to manage the facility operations. Martin Brown and his

wife Courtney began their work in February and have put together a plan for a new future at the Polanka.

### **Upcoming Meeting Dates**

Q2 2017                      May 18-19  
 Q3 2017                      Aug. 25-26  
 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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