



20770 US HIGHWAY 281 N
STE 108, PMB 451
San Antonio, TX 78258-7500

January 8, 2023

MEMORANDUM FOR SAME MEMBERS

FROM: San Antonio Post Secretary

SUBJECT: Post Board Meeting Minutes, November 30, 2023, Zoom/In Person Meeting

Board Members present are in BOLD:

President	Mr. Zakary Payne
Vice President	Mr. Rene Cortez
Past President	Mr. Joshua Graham
Secretary	Mrs. Cassandra Price
Assistant Secretary	Ms. Sarah Fowlkes
Treasurer	Mr. Sam Hutchins
Assistant Treasurer	Mr. Steve Holt
2nd Assistant Treasurer	Mr. Dick Kochanek
Industry Gov. Engagement Director	Col. John Baker
Service Mem. & Veteran Supp. Director	Mr. Dean Hartman
Service Mem. & Veteran Supp. Coord.	Mr. Mike Monreal
Service Mem. & Veteran Trans. Coord.	Mr. Marcus Henneke
Leadership & Mentoring Director	Mr. Don Gleason
Fellows Director	Mr. Glen Turney
Resilience Director	Mr. John Enyeart
Young Professional Director	Ms. Amanda Navarro
Individual Member Director	Mr. Ed von Dran
Sustaining Member Director	Mrs. Michele Torres
Military Enlisted Affairs Liaison	VACANT
K-12/STEM Outreach Coordinator	Mr. Scott Mikos
College Outreach Coordinator	Mr. Terry Watkins
SAME E&C Camp Coordinator	Capt. Varsha Savalia
STEM & College Outreach Director	Mr. Harold Eberbach
UT Student Chapter Mentor	Mr. Rick Galloway
UT Student Chapter Mentor Assistant	Ms. Lily Cartwright
UTSA Student Chapter Mentor	Mr. Terry Watkins
Texas A&M Student Chapter Mentor	Mr. John German
Scholarship Director	Mrs. Diane Glass
Small Business Coordinator	Ms. Sarah Fowlkes
SAME National Event Liaison	Ms. Bonnie Hopke
Golf Committee Chair	Mr. Michael Beach
Leadership Lab (LLAB) Director	Mrs. Cathy Bond
LLAB Co-Director	Mr. Sam Barnett
Social Media Coordinator	Mrs. Amy Shirlberg
Newsletter Editor	Mr. Dick Kochanek
Website Manager	Mr. Dick Kochanek
Awards Committee Chair	Mr. Dick Kochanek
Holiday Celebration Chair	Ms. Hilda Quinones

1. Are there any additional revisions to the Oct 26 Post Board meeting minutes published at <https://classic.same.org/Portals/0/posts/satx/documents/bod/231026sabod.pdf>

There were no other revisions to the published Nov 30 meeting minutes.

2. Board Votes:

- The general membership approved by electronic vote on Nov 10 (see *Attachment 1*) the change to section XIII, paragraph 3 to read **“The scholarship program includes both named and general scholarships. The named scholarships will be named after SAME members in recognition of their dedication and service to the Society. The Post Board will determine the number and honorees of named scholarships and will update them as needed.”**
- The new Bylaws are available at <https://classic.same.org/Portals/0/posts/satx/documents/bylaws2023.pdf>. The revised Bylaws were forwarded to SAME on Nov 20.
- The Post Bylaws change now validates the Board approval on Oct 20 and again at the Oct 26 Board meeting to change the Thomas Russell named scholarship to the John German named scholarship and adding an additional named scholarship in honor of Dick Kochanek.

FOR THE RECORD

3. Finances/Budget:

- *Attachment 2* is the 2023 Budget update as of Nov 25.
- The net result of the Post Scavenger Hunt conducted in conjunction with the 2023 SAME SBC was a loss of \$325.60. Although people participating enjoyed the event, the colder weather and lack of SAME advertising the event during the SBC resulted in the loss.
- Additional information on the use of Merrill Lynch funds for storage of excess funds temporarily as discussed at the Oct 26 Board meeting:
 - This would be a separate account from our investments.
 - Currently getting 5% interest versus basically nothing from Bank of America’s checking/savings account.
 - Funds are fluid in that we can move funds to and from our checking account within a couple days.
 - Not federally insured.
 - Recommend moving \$40K to the fund. Leaves ~\$23K in checking/savings account after scholarships are paid.
 - Funds are invested in Money Market Funds.
 - Cost is \$300 per year.
 - Sam highlighted in yellow the three funds in *Attachment 3* that they would put us in.

- If approved, Sam has paperwork that must be filled out. Will need to get it signed by Dick, Zakary and Cassandra as a minimum.

Mr. Sam Hutchins said we have about \$47K funds in our savings account and only earned \$2.21 last month. Merrill Lynch recommended that we look at some additional accounts highlighted in Attachment 2. Those accounts are earning about 5% at this time. They are not federally insured but they are investing in money market funds. The cost is \$300 annually. We have the flexibility to move money in and out within a day or so. If this is the route we want to go, there is some paperwork that we need to fill out. Mrs. Diane Glass stated that we should check into someone other than Merrill Lynch. There are accounts with Edwards Jones that is federally insured and getting over 5%. Sam said the reason we are looking at Merrill Lynch because they are directly connected to Bank of America – so the transfers between our accounts will be easy. Mr. Dean Hartman and Mr. Josh Graham said they would vote for this. Mr. Dick Kochanek recommended waiting until the beginning of the year to cover all of the holiday spending. Mr. Hutchins stated that most of the payments were already made and included in the balance of our funds.

Ms. Hilda Quinones informed the board that we have not had a large number of registrations for the holiday event. We only have about 64 people and we need a minimum of 72 people. The deposit we put in was for 100 – 130. We may be completely paid with the deposits if we do not get more than the minimum registrations.

Mr. Dean Hartman motioned we use Merrill Lynch for a money market account to increase our returns on the balance. Ms. Michele Torres second the motion.

4. 2024 Preliminary Budget:

- *Attachment 4* is the 2024 Budget Worksheet with the inputs received from Board members.

Mr. Kochanek stated that the 2024 Budget Worksheets have been completed. He entered some values into the areas where he did not receive input. He recommends that we increase scholarship from \$40,000 to \$45,000 because we now have seven named scholarships, and we may reactivate the Russell scholarship that will be 8. At \$4,000 per scholarship, that is \$32,000 which then leaves us \$13,000 for general scholarships. Mr. Joshua Graham agreed to increasing to \$45,000. Mr. Cade Deines motioned to approve the increase and Mr. John German seconded the motion.

Mr. Kochanek put in an input of \$500 for field chapter support- there wasn't any inputted. He also left \$500 in for Board member training, which was not used this year. Additionally, he reduced the SAME local conference membership support from \$6,000 to \$3,000 as we only used \$1,700 in 2023.

2024 Preliminary Budget is approved.

5. Post Elections:

- Post Election voting ends Nov 29, 5 pm. *Attachment 5* are the voting results through Nov 26.
- Dick will provide final results at meeting. Congratulations to all our candidates.

Mr. Kochanek said the voting stands as the attachment shows. All five candidates are winners.

6. Holiday Event:

- Holiday event is scheduled for Friday, Dec 8, starting at 6 pm, at the Embassy Suites Landmark.
- Tickets on sale until Dec 3.
- Glen Turney working Post Fellows gift donation over \$700 pledged already.

Ms. Quinones provided an update on the holiday party. She stated we are going to have a small duet playing holiday country music. The dinner will be buffet style. Mr. Payne will be the emcee. There will be the typical county bar type games (i.e., Texas holdup) and there will be a photo booth.

Mr. Hutchins asked what the dress code is. Mr. Quinones stated the dress code is open – you don't have to dress like a cowboy, and you don't have to wear a suit.

7. 2024 SBMRF and Golf Tournament:

- Scheduled for March 4-6 based on Brig Gen Kale's (AFCEC/CC) availability:
 - Program starting Monday, Mar 4, in the afternoon.
 - Full program and one-on-ones on Tuesday Mar 5
 - Golf tournament on Wednesday, Mar 6
 - Have signed contracts with the hotel.
 - Have received assigned AFCEC POCS to prepare the agenda/program (see *Attachment 6* for the draft agenda)
- Estimate opening registration first full week of December (see *Attachment 7* for proposed event fees and sponsorships)

Ms. Sarah Fowlkes said she and Terry met with General Kale during the SAME SBC. Due to Gen. Kale's availability, the SBMRF event will have to start on Monday afternoon. The draft agenda is in Attachment 6. Contracts have been signed already. Ms. Fowlkes ask that the board members glance over the agenda and sponsorships and provide any feedback. Mr. Hutchins asked Ms. Fowlkes to provide a copy of the hotel contract.

8. 2024 Post Meetings:

- Old San Francisco Steakhouse is tentatively on hold for the following Thursday dates in 2024:
 - Jan 18
 - Feb 15
 - Apr 18
 - Jun 13 (2nd Wednesday of the month so we would still have the Swing Room)
 - Sep 19 (joint lunch meeting with CMAA hosted by us)

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- Oct 17
- Nov 14
- Dates for SAME National Events - Mar 25-27 SAME Capital Week, May 14-16 SAME JETC, Aug 4-6 SAME Post Leaders Workshop, Nov 20-22 SAME SBC – and for our SBMRF, Golf and Dec Holiday Gala do not conflict with the above proposed dates.
- The actual cost of the Steakhouse meal will increase to \$28.78 (up \$1.40 from 2023):
 - There is no option to reduce the meal cost – we are currently getting the lowest club rate.
 - The Eventbrite registration fees of \$3.90 for paid in-advance registrations by credit card drives that cost up to be \$32.68.
 - Plus, there would be a one-time Eventbrite usage fee of \$9.99 for up to 100 attendees for each Post meeting.
 - For the \$32 we have been charging for registration we would be losing \$0.58 on each registration paid-in-advance through Eventbrite plus another \$0.19 (based on average attendance of 54 in 2023) for the meeting fee for a total of loss \$0.77 on each paid-in-advance registration
 - For pay-at-door registrations:
 - Paid by credit card using SQUARE processing, we would net \$30.88 and make \$2.10.
 - Paid late through our PayPal account processing would net us \$1.90.
 - Paid by check/cash would net us \$3.03.
 - Based on 2023 attendance our average pay-at door registrations were 4 by check/cash, 4 by SQUARE and 1 by PayPal.
 - We would also need to cover the comp meal for the speaker(s) of \$28.78 each.
 - Using the average attendance of 54, averages for the payment methods and staying with the \$32 registration, we would:
 - Net \$22.92 from the pay-at-door registrations
 - Have a loss of \$34.65 from the pay-in-advance registrations.
 - Have a loss of \$28.78 for the speaker.
 - For a projected total net loss of \$40.51 for each meeting or \$283.51 for the 7 meetings in 2024
- Possible options for 2024 Post meetings:
 - Stay as we've been operating (\$32 registration using Eventbrite) and accept the projected loss for meetings.
 - Stay as we've been operating (\$32 registration using Eventbrite) and accept the projected loss for meetings and budget \$400 in the 2024 budget to cover meeting losses.
 - Stay as we've been operating (\$32 registration using Eventbrite) and accept the projected loss for meetings and offer a \$50 meeting sponsorship for company/organization to host the guest speaker. This would probably cover net loss at each meeting.

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- Drop use of the Eventbrite registration system, use Google forms for registration and reduce registration to \$30 from \$32. Collect registration at door using cash/check/SQUARE credit card processing and invoice people that want to pay-in-advance through PayPal. This would probably cover the cost or result in a small loss of \$15 for each meeting.
- Search for a new location for the Post meetings to try to reduce the meal cost per person.

Mr. Kochanek went over the tentative dates for the Post meetings. There are seven meetings for the 3rd Thursday of the month, except for June. He had to switch to the second Tuesday to guarantee we had the same room. To his knowledge this does not conflict with any other SAME event. The biggest issue is the price increase at the steakhouse. The board needs to make decision – some options are: 1) stay with the \$32 registration fee which will result in a loss, 2). stay at the \$32 registration fee and budget in money to cover the loss, 3) Stay at the \$32 registration fee and offer a sponsorship for companies to sponsor the speaker at \$50 which would cover the cost of the speaker, 4) drop Eventbrite and use google forms and people can either pay at the door or Mr. Kochanek can invoice them through PayPal. The last option allows us to reduce the cost to \$30 and either have a small net gain or break even. Mr. Hutchins asked if we considered going to \$33. He said no, as he feels the current cost is already impacting our attendance with the younger crowd. Mr. Baker said he doesn't think raising it to \$33 would cause an impact, as many attendees are able to expense to their company. Mr. Graham and others agreed. Mr. Deines did not think the additional \$3 would impact the younger generation. Mr. Baker made a motion for the cost to be \$35 and \$30 for young professional SAME member and uniformed service members (member and nonmember). All attendees that show up without registration will be charged \$35 (but meal is not guaranteed). Ms. Torres second the motion. Motion passed.

9. College Outreach:

- Diane Glass to provide update on college scholarships.
- Rick Galloway, John German and Dick Kochanek presented the scholarships to the 3 UT Austin winners on Nov 10 at the Bullock State History Museum.
- John German, Dick Kochanek and Bill Myers presented the scholarships to the 6 TAMU winners on Nov 14 at the TAMU Student Chapter meeting. They judged student projects in the Engineering – Energy Category.
- John Baker was the guest speaker at the Nov 14 TAMU Student Chapter meeting which John German, Dick Kochanek and Bill Myers also participated at with 28 other attendees. The new Student Chapter Officers were also installed at the meeting.
- Upcoming College Outreach deadlines:
 - Student Chapter Status Reports are due to SAME Dec 1.
 - Innovation Design Challenge Competition: Phase 1 Abstract Feb 2024; Phase 2 Video Mar 2024. \$600/\$500/\$400 prize money available per team member.

Mr. Terry Watkins provided update for the college outreach. Terry mentioned that they had the first meeting of the UTSA Student Chapter, but it was that successful, so they are going to try a different approach for the next meeting. He also indicated the 4-hour Student Chapter Forum at the SAME SBC was a success. About 12-

15 students attended and group covered all of the lessons learned for chapters and programs available for students/student chapters. Mr. German said the meeting at A&M was very successful. The next step is to turn it over to the students for them to take charge.

Ms. Diane Glass said moving the schedule up for the scholarship program this year was a success. The students really appreciated getting their checks before Christmas. Additionally, they were able to present all of the checks this year in person to each recipient with assistance from several individuals.

Ms. Glass needs assistance with identifying mentors for each of these students (approx. 10 or 11 mentors) – by January. If you would like to volunteer, please reach out to Ms. Glass. Additionally, Mr. German said we need to have a speaker in mind for either Feb or April at Texas A&M – if anyone has an interest. Mr. Baker volunteered to be a mentor. He also asked for a list of students who need a mentor as well as any requirements or expectations for mentorship.

Mr. Kochanek reminded everyone that student chapter reports are due Dec 1, 2023. Mr. German said that A&M has been working on it.

10. STEM Outreach:

- On Nov 4, Harold Eberbach, Dick Kochanek and Joe Stone supported the John Jay Science & Engineering Academy Academic Research Symposium. Dick and Joe also participated in the blue ribbon judging to select the best-in-category for the Symposium. Student Victor Moran, who was our 2022 high school scholarship winner, was selected for the best-in-category.
- Because there were very few seniors participating in the event, Harold and Dick decided not to award the high school scholarship to any of the students. The junior grade student runner-up in Engineering – Energy category is still being considered.
- Harold and Dick are scheduled to participate in the virtual Young Women’s Leadership Academy Science Fair on Dec 2. A possible candidate for the high school scholarship may result from that event.

Mr. Scott Mikos provided updates for the STEM Outreach, as outlined above. He asked for volunteers for the Young Women’s Leadership Academy Science Fair on Dec. 2. Mr. Kochanek said we decided not to do a high school scholarship this year because the winner in this year’s category is the individual we awarded the scholarship to last year. We are considering giving the award to the second-place winner.

Mr. Mikos said that he is in conversation with junior achievement. They had a junior achievement day at one of the schools, but he was unable to make it due to work, He is trying to find out when their next career day is so that we can get it on the calendar. Mr. Kochanek said that he talked to Ms. Dawn Vernon – she is on the committee for Engineers week, and she wants to work with us on doing something special for Engineer’s week this year. Mr. Mikos asked for Mr. Kochanek to send him the information so he can reach out to Ms. Vernon.

11. Leadership & Mentoring:

- Post Mentoring:
 - Are you denying anyone the privilege to gain from you as a mentor?

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- Signup to be a mentor. Contact Don Gleason and James Kiesel as our L&M Directors (drop me if the elections are complete).
- We work not only with our scholarship winners, but with AEC leaders in many of our companies who are reaching out for a mentor.
- This holiday season, give the gift of your time and expertise, it may be the seeds that sprout a great leader and great organization in the future.
- We received a mentee application mid-Nov from Austin Johnson, former military member from old Ft Hood Post. Glen Turney working request.

Mr. Josh Graham will mentor Mr. Austin Johnson.

12. Dec Newsletter – Inputs due Nov 29 to Dick.

INFORMATION UPDATE ONLY

13. Other Items of Interest:

- Dick received new order of 100 coins.
- Need to look at potential nominees for SAME awards. Check <https://www.same.org/wp-content/uploads/2023/03/same-awards-manual-2023.pdf> for the awards available. If you feel you qualify, contact Dick.

Ms. Torres said that she posted a link for registration to the holiday party – please share.

14. Any Other Issues/Updates:

- Members to bring up any other issues.

15. 2024 Board Meeting: TBD possible date Jan 25. Zoom or hybrid (in-person and Zoom)

//SIGNED//

Cassandra Price

Secretary, San Antonio Post

APPROVED AS WRITTEN

//SIGNED//

Zakary Payne

Post President, San Antonio Post

Attachments

1. 2023 Bylaws Voting Results
2. 2023 Post Budget as of Nov 25 (to Board Only)
3. Merrill Lynch Cash Management Options
4. 2024 Budget Worksheet (to Board Only)
5. Post Election Voting Results as of Nov 26
6. 2024 SBMRF Draft Agenda
7. 2024 SBMRF Proposed Fees 7 Sponsorships

ATTACHMENT 1

2023 SAME San Antonio Post Bylaws Change Voting Results

Tot Votes		55	5%	of eligible voters
Change in Bylaws				
	Approve	51	93%	WINNER
	Disapprove	4	7%	
Bad Votes				
	Non-Mbr	0		
	Dup	3		
	Total	3		
Comments				
	Approve		Needed Change; Good Idea; Good Recommendation; Provides Reasonable Flexibility;	
	Disapprove		Do not concur with changing the names of any current named scholarships, for which no reason has been given. Those honorees' service and contributions have not changed or expired. The general membership should approve any changes to existing named scholarships.	

ATTACHMENT 3

YIELDS AT A GLANCE

Cash Management Solutions

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Please note: Availability is based on account type and may depend on other eligibility criteria.

	As of 10/25/2023
Bank Deposits available through Merrill Accounts	Annual Percentage Yield
Merrill Lynch Bank Deposit Program --- Tier 1 (<\$250,000)	0.01%
Merrill Lynch Bank Deposit Program --- Tier 2 (\$250,000 to <\$1M)	0.01%
Merrill Lynch Bank Deposit Program --- Tier 3 (\$1M to <\$10M)	0.30%
Merrill Lynch Bank Deposit Program --- Tier 4 (>= \$10M)	1.06%
Insured Savings Account (ISA) ¹	3.54%
Preferred Deposit ^{2, 3}	5.02%
Retirement Asset Savings Program --- Tier 1 (<\$250,000)	0.01%
Retirement Asset Savings Program --- Tier 2 (\$250,000 to <\$1M)	0.01%
Retirement Asset Savings Program --- Tier 3 (\$1M to <\$10M)	0.30%
Retirement Asset Savings Program --- Tier 4 (>= \$10M)	1.06%
Merrill Lynch Direct Deposit Program	0.01%
Merrill Lynch Direct Deposit Program --- Tier 6 ⁴	1.06%
Merrill Lynch Business Deposit Program --- Tier 1 (<\$250,000)	0.01%
Merrill Lynch Business Deposit Program --- Tier 2 (\$250,000 to <\$1M)	0.01%
Merrill Lynch Business Deposit Program --- Tier 3 (\$1M to <\$10M)	0.30%
Merrill Lynch Business Deposit Program --- Tier 4 (>= \$10M)	1.06%
Preferred Deposit for Business ^{2, 3}	5.02%

¹\$1,000 minimum opening deposit.

²\$100,000 minimum opening deposit.

³This is a non-sweep product - an order must be entered for all transactions (deposits and withdrawals). Please contact your representative for additional information.

⁴Merrill Guided Investing retail account sweep rate.

Please see page 4 for additional important information.

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Are Not FDIC Insured	Are Not Bank Guaranteed	May Lose Value
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Money Market Mutual Fund performance data quoted represents past performance, and current performance maybe lower or higher. Past performance is no guarantee of future results. Performance data for the most recent month-end may be obtained by contacting your financial advisor. Merrill Edge Advisory Account clients should call 888.654.6837, and Merrill Edge® Self-Directed clients should call 877.653.4732.

Taxable Money Market Mutual Funds	Symbol	Seven-Day Yield
BlackRock® Funds (as of 10/25/2023)		
BlackRock Liquid Environmentally Aware Fund --- Institutional Class ^{5,6,***}	LEFXX	5.32%
BlackRock Liquid Federal Trust Fund --- Institutional Class ^{5,6,**}	TFFXX	5.26%
BlackRock Liquidity Funds: FedFund --- Cash Reserve Class ^{7,**}	BFRXX	4.84%
BlackRock Liquidity Funds: FedFund --- Institutional Class ^{5,6,**}	TFDXX	5.24%
BlackRock Liquidity Funds: FedFund --- Premier Class ^{5,6,8,**}	BUPXX	5.24%
BlackRock Liquidity Funds: TempCash Fund --- Institutional Class ^{5,6,***}	TMCXX	5.38%
BlackRock Liquidity Funds: T-Fund --- Institutional Class ^{5,6,**}	TSTXX	5.24%
BlackRock Liquidity Funds: T-Fund --- Premier Class ^{5,6,8,**}	BEMXX	5.24%
BlackRock Liquidity Funds: Treasury Trust --- Cash Reserve Class ^{7,**}	BTFXX	4.85%
BlackRock Liquidity Funds: Treasury Trust --- Institutional Class ^{5,6,**}	TTTXX	5.25%
Federated Hermes® Funds (as of 10/25/2023)		
Federated Hermes Government Obligations Tax-Managed Fund --- Institutional Class ^{5,6,**}	GOTXX	5.20%
Federated Hermes Government Obligations Fund --- Institutional Class ^{5,6,**}	GOIXX	5.21%
Federated Hermes Government Obligations Fund --- Premier Class ^{5,6,8,**}	GOFXX	5.26%
Federated Hermes Government Obligations Fund --- Advisor Class ^{5,6,8,**}	GOVXX	5.26%
Federated Hermes Institutional Prime Value Obligations Fund --- Institutional Class ^{5,6,***}	PVOXX	5.44%
Federated Hermes Treasury Obligations Fund --- Institutional Class ^{5,6,**}	TOIXX	5.22%
Federated Hermes U.S. Treasury Cash Reserves --- Institutional Class ^{5,6,**}	UTIXX	5.22%
Fidelity Investments® Funds (as of 10/25/2023)		
Fidelity Investments Money Market Government Portfolio --- Class I ^{5,6,**}	FIGXX	5.23%
Fidelity Investments Money Market Government Portfolio --- Institutional Class ^{5,6,8,**}	FRGXX	5.27%
Fidelity Investments Money Market Treasury Portfolio --- Class I ^{5,6,**}	FISXX	5.23%
Fidelity Investments Money Market Treasury Portfolio --- Institutional Class ^{5,6,8,**}	FRBXX	5.27%
Fidelity Investments Money Market Treasury Only Portfolio --- Class I ^{5,6,**}	FSIXX	5.24%
Fidelity Investments Money Market Treasury Only Portfolio --- Institutional Class ^{5,6,8,**}	FRSXX	5.28%

⁵ \$1,000 minimum initial investment.

⁶ **This is a non-sweep fund** - an order must be entered for all transactions (purchases and sales). Please contact your representative for additional information.

⁷ Only available in Trust Management Accounts (TMA) and certain Retirement Cash Management Accounts (RCMA).

Please review the Client Agreement or contact your representative to confirm availability.

⁸ Only available for eligible accounts enrolled in an investment advisory program.

Tax-Exempt Money Market Mutual Funds	Symbol	Taxable Equivalent Yield @ 37.0% Tax Rate	Seven-Day Yield
BlackRock® Funds (as of 10/25/2023)			
BlackRock Liquidity Funds: MuniCash --- Institutional Class ^{5, 6, ***}	MCSXX	6.30%	3.97%
BlackRock Liquidity Funds: California Money Fund --- Institutional Class ^{5, 6, ***}	MUCXX	4.41%	2.78%
BlackRock Liquidity Funds: New York Money Fund --- Institutional Class ^{5, 6, ***}	MUNXX	6.33%	3.99%
Federated Hermes® Funds (as of 10/25/2023)			
Federated Hermes Institutional Tax-Free Cash Trust --- Institutional Class ^{5, 6, ***}	FFTX	6.41%	4.04%
Federated Hermes Institutional Tax-Free Cash Trust --- Premier Class ^{5, 6, 8, ***}	FTFX	6.49%	4.09%

⁵ \$1,000 minimum initial investment.

⁶ **This is a non-sweep fund** - an order must be entered for all transactions (purchases and sales). Please contact your representative for additional information.

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Please review the Client Agreement or contact your representative to confirm availability.

⁸ Only available for eligible accounts enrolled in an investment advisory program.

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Please see page 4 for additional important information.

Important Information

The availability of the bank deposits and money market mutual funds included in this rate sheet is based on account type and may depend on other eligibility criteria.

There is no assurance that trades for Money Market Mutual Funds or deposits for Bank Deposits can be completed to obtain these yields. Yields shown are indicative of recent yields as of the dates shown and are subject to change and availability.

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Bank Deposits

Annual Percentage Yield ("APY") of a bank deposit account is a rate based on daily compounding of interest and assumes interest is not withdrawn from the deposit account and no change to the interest rate for one year. Note that the interest rate (and APY) may change at any time, at the depository bank's discretion, after the deposit account is opened. The depository bank uses the daily balance method to calculate interest on your deposit account, which applies a daily periodic rate to the principal in your deposit account each day. Fees may reduce earnings.

Money Market Mutual Funds

Investing involves risk. For more complete information on any mutual fund, please request a prospectus and/or, if available, a summary prospectus from your Merrill Advisor and read it carefully. Before investing, carefully consider the investment objectives, risks, and charges and expenses of the fund. This and other information can be found in the fund's prospectus and/or, if available, summary prospectus.

****You could lose money by investing in the Fund. Although the Fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.**

*****You could lose money by investing in the Fund. Because the share price of the Fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The Fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the Fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.**

Seven-day yields are obtained from a Money Market Mutual Fund service provider. The seven-day current yield is based on the average net income per share for the seven days ended on the date specified above, and the offering price on that date. The current yield reflects any voluntary waivers or reimbursement of fund expenses by the advisor or its affiliates. Absent of these waivers or reimbursement arrangements, performance would have been lower. **Please contact your Merrill advisor for current yield information. The seven-day yield shown more closely reflects the current earnings of the fund than the total return performance information.** Taxable equivalent yields are for illustrative purposes only. The taxable equivalent yield assumes a 37.0% federal tax rate and will vary based on your federal tax rate.

Dividends from the tax-exempt money market mutual funds and the state-specific money market mutual funds are exempt from federal income tax; dividends from state-specific funds are exempt from the respective state's income tax as well. A portion of these funds' income, however, may be subject to the federal alternative minimum tax (AMT).

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ATTACHMENT 5

2023 SAME San Antonio Post Election Results

Tot Votes		85	8%	of eligible voters
VPres				
	Baker	85	100%	WINNER
	Write-in	0	0%	
Sec	Price	85	100%	WINNER
	Write-in	0	0%	
Treas	Hutchins	85	100%	WINNER
	Write-in	0	0%	
Dir IGE				
	Barnett	85	100%	WINNER
	Write-in	0	0%	
Dir L&M				
	Kisiel	84	99%	WINNER
	Write-in	1	1%	Beach
Bad Votes				
	Non-Mbr	1		
	Dup	3		
	Total	4		

ATTACHMENT 6



2024 Small Business Market Research Fair (SBMRF)

SBMRF is at Embassy Suites Landmark at 5615 Landmark Pkwy, San Antonio, TX 78249.

DRAFT Program Agenda as of November 27, 2023

Monday 4 February 2024		Location/Room
8:00am – 4:00pm	SBMRF Registration and Exhibit Booth Set-up One-on-One Sign-up open to Sponsors/Exhibitors ONLY	Embassy Suites Landmark Foyer
1:00pm – 4:30pm	Emcee: Zakary Payne, Past Post-President 1:00-1:15pm Opening Ceremony by Rene Cortez 1:15pm-1:30pm National Post Welcome by Charlie Perham, National President AF Leadership Mission Briefings 1:30pm-2:00pm AFCEC/CC – BrigGen Kale 2:00pm-2:30pm 772 nd ESS/CC – TBD 2:30pm-2:45pm Break 2:45pm-3:30pm USACE Leadership Briefings – TBD 3:30pm-4:00pm MICC – TBD 4:00pm-4:30pm NAVFAC - TBD	Bluebonnet B & C
4:30pm – 7:00pm	Welcome Social and Networking Event One-on-One Sign-Up opens to SMALL businesses. (Lantana A & B)	Bluebonnet A, Foyer, & Patio
Tuesday 5 March 2024		Landmark Room(s)
7:00am – 7:55am	SBMRF Registration Breakfast for all attendees. Breakfast Bar at the Embassy Suites. Coffee provided in the Foyer. One-on-One Sign-up open to ALL Businesses	Embassy Suites Landmark Foyer Lantana A & B
8:00am – 11:15am (Concurrent)	8:00-8:05am Welcoming Remarks by TBD 8:05-9:00am Government Panel: AF Programs- Vertical and Horizontal Construction Opportunities. Speaker Panel-TBD 9:05am- 10:00am Government Panel: AF Programs Speaker Panel- TBD 10:00am-10:10am Break	Bluebonnet B & C



	10:10am–11:15am AFICC 772nd and USACE Acquisition Strategy/Programming Briefings <ul style="list-style-type: none"> ○ AFICC 772nd – TBD ○ USACE Districts - TBD 	
8:00am- 12:00pm (Concurrent)	One-on-One Sign-up open to All Businesses	Lantana A & B
11:30am –12:30pm	Networking Luncheon	Bluebonnet B & C
1:00pm – 5:00pm	1-on-1 Networking Representatives with Government Representatives Sign-up open to ALL businesses until full.	Bluebonnet B & C
5:00pm – 7:00pm	Networking Social (Exhibitors are welcome to tear down AFTER networking social concludes)	Bluebonnet A, Foyer, & Patio

Wednesday 6 March 2024		Landmark Room(s)
8:00am – 10:00am	Exhibit Booth Tear Down and Clean-up	Embassy Suites Landmark Foyer
8:00am – 1:00pm	Golf Tournament (Breakfast and Lunch provided at golf course)	Canyon Springs

ATTACHMENT 7

EVENT SPONSORSHIPS

Title Sponsor - \$5,000 (3 Available)

8x10 Booth in Foyer with 6-foot table and 2 chairs

3 Free Conference Attendees

Logo on Website

Logo on Program

Event Signage

4 Golf Attendees

Signage on Beverage Cart at Golf Event

Hole Sponsor of #1 Tee

Small Business - 2 early reserved one-on-one slots. You will be contacted by our one-on-one coordinator to schedule your appointments.

Large Business - 2 reserved one-on-one slots based on availability. Large businesses will be offered open one-on-one sessions. Our one-on-one coordinator will contact you to let you know of the available appointments.

Gold Sponsor - \$3,500 (Small Business - \$2,500) (8 Available)

8x8 Booth in Foyer with 6-foot table and two chairs

2 Free Conference Attendees

Name on Event Website

Logo on Program

Event Signage

2 Golf Attendees

Hole Sponsor

Small Business - 2 early reserved one-on-one slots. You will be contacted by our one-on-one coordinator to schedule your appointments.

Large Business - 2 reserved one-on-one slots based on availability. Large businesses will be offered open one-on-one sessions. Our one-on-one coordinator will contact you to let you know of the available appointments.

Silver Sponsor - \$2,500 (Small Business - \$1,500) (19 Spaces Available for Silver Sponsors & Exhibitors)

8x8 Booth in Bluebonnet A, includes 6-foot table and 2 chairs.

1 Free Conference Attendees

Name on Event Website

Event Signage

Hole Sponsor

Small Business - 1 early reserved one-on-one slots. You will be contacted by our one-on-one coordinator to schedule your appointments.

Large Business - 1 reserved one-on-one slots based on availability. Large businesses will be offered open one-on-one sessions. Our one-on-one coordinator will contact you to let you know of the available appointments.

Bronze Sponsor - \$2,000 (Small Business - \$1,000)

1 Free Conference Attendees

Name on Event Website

Event Signage

Hole Sponsor

Small Business - 1 early reserved one-on-one slots. You will be contacted by our one-on-one coordinator to schedule your appointments.

Large Business - 1 reserved one-on-one slots based on availability. Large businesses will be offered open one-on-one sessions. Our one-on-one coordinator will contact you to let you know of the available appointments.

DOES NOT INCLUDE A BOOTH.

OTHER SPONSORSHIPS

Golf Specialty Drink Sponsor - \$1,500, includes 2 golfers

Game Holes Sponsor - \$1,500, includes 2 golfers

Lunch Sponsor for SBMRF - \$1,000

Golf Lunch Sponsor - \$1,000

Reception Sponsor - \$750

WiFi Sponsor - \$650

Single Golf Hole Sponsor - \$200

EXHIBITORS (19 Booth Spaces Available for Silver Sponsors & Exhibitors)

Large Business - \$1,250

Small Business - \$750

Sponsors will be placed before exhibitors; exhibitors will be placed based on their registration date. Each booth is 8x8 and includes a 6-foot table and 2 chairs.

ATTEND CONFERENCE

Large Business - \$350 (non-SAME member -\$500; late registration - +\$50) - On-site only registration begins March 4

Small Business - \$250 (non-SAME member - \$400; late registration - +\$50) - On-site only registration begins March 4

Retired, Unemployed, or Sole Proprietor - \$75 (non-SAME member - \$150; late registration - +\$25) - On-site only registration begins March 4

Networking Social Only or Guest for Networking Social - \$50 (includes one drink ticket)

Small Business Market Research Fair Sponsors, Exhibitors, and Attendee (full attendee) Fees include access to Industry-Government Engagement Sessions, Lunch Tuesday, and the Networking Social on Monday and Tuesday and a total of three drink tickets. Additional drinks tickets are available for a fee (cash only).

Late registration begins March 1.

SCHOLARSHIP FUND RAISER GOLF TOURNAMENT

\$500/foursome

\$125/person

Golf Fees include 18 holes, golf cart, and post-tournament awards luncheon at the golf courses.