P.O. Box 1990 Stafford, VA 22555-1990



July 22, 2024

To: Warren Griffin//National Commandant/CEO// From: Bob Borka//National Executive Director/COO//

Subj: Annual Report

### Sir Commandant,

The past twelve months have brought about a variety of changes at the national headquarters. We hired Tom Mueller as the National Director of Events and Veteran Services in October 2023. On August 2<sup>nd</sup>, he leaves the League to return to his previous employer as they made him an offer he couldn't refuse. On July 22, 2024, we hired Rob Brooks as the National Director of Events. Rob retired from the Marine Corps on 7/19/24 with 22 years of service. GySgt Brooks retired as the Drum Major for 2<sup>nd</sup> Marine Division and served as III MEF Drum Major and 1<sup>st</sup> Marine Division Drum Major.

For the short term, I will be the primary point of contact for the Veteran Service Officer program until we identify/hire a National Director of Veteran Services.

We have made enhancements to the Mobile App whereas we are supporting Divisions and Departments for their events. The app now has an Excel template people can fill out and send in to aide in creating the schedules for their events (Division and Department).

The headquarters is about half-way through making and sending gold plastic membership cards to all current life members. That is roughly 34,000 cards.

The Divisions and Departments have been kind to invite me to speak at their conferences where I am able to present two-hours of content that directly helps our members, answers questions straight from "the horse's mouth," and allows me time to sit with people one-on-one to assist with whatever I can help with. I hope the coming year brings even more of those opportunities because I feel it has a direct impact for our members. The primary topic this year was Sarbanes Oxley and how it relates to non-profits. The coming year will generate a new presentation of content as we determine what messages we need to convey and answers the field is seeking.

I continue to be honored to serve this organization am grateful every day to God and to the Marine Corps League for allowing me to serve.

### **Current Membership**

- 54,720 total members
- 40,306 Regular Members (74%)
- 14,414 Associate Members (26%)
- 33,209 Life Members (61% of total membership)
  - 500 people became Life Members in FY24
- 12,696 Annual Paid Members
- 8,815 Annual Unpaid Members will drop from rolls in September 2024
- 4,565 New Members in FY24
- 6,287 Members Lost (dropped or deceased) in FY24
- Net: -1,722 Members

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# Office

We have recently (for FY25) moved some of our employees from Part Time to Full Time. This is
an effort to stabilize the workforce. This has a positive effect on both the Membership
Department and Merchandise Department. We have hired more local workers in these two
areas using a staffing agency with a temp-to-hire option in the agreement. Finding employees
has been a challenge as even the Marine Corps Exchange (nearby) is roughly 50 people shortstaffed. Our members find that they are more able to consistently speak with someone they
know.

## The Mobile App – "Did you know we have an app?"

The Marine Corps League has a mobile application on Google Play and Apple stores. It is free. A member can log into the app and see their membership card. There is a lot of great information in the mobile application, and it continues to mature and expand.

Rob Brooks, National Director of Events, will lead the mobile app into the future. It is my desire for him to hold monthly Zoom calls with divisions and departments participating (at will). The intent being to exchange information regarding events and the development of how the Mobile App best supports the members.

### Internal Revenue Service (IRS)

Many departments and detachments have made significant progress in this area.

- We are a 501c4 organization with Parent Group 0955 and a deductibility of "1."
- I wrote 117 letters (86 three years ago, 88 two years ago, and 188 last FY) in support of MCL, MODD, & MCLA.
- Many divisions have established a Division Compliance Officer. This is intended to assist detachments in issues relating to the IRS status, 990, and other items like ROI.
- If you are not sure if your detachment is compliant, please reach out to your chain of command.

# **Summary**

The organization must continue to adapt to the needs of Marines and their families. There are estimated to be 1,810,000 Marine Veterans in our communities, and we have 2.2% of those Marines as members.

Semper Fidelis, Bob Borka National Executive Director/Chief Operating Officer Marine Corps League