Financial Report

John Kuzmirek, National Secretary/Treasurer and CFO, presented the 2017 Annual Financial Report. The YTD net gain to surplus at the end of the year was $225,300. Net loss from operations was $175,864. Net income, including capital gains was a loss of $82,820. At the end of the year, surplus was $1,593,903. Total admitted assets now stand at $67,376,987.

Sales/Marketing

Druh Kuzma reported on the sales results for 2017. For the fourth quarter, there were 56 life insurance certificates issued. Forty eight annuity certificates were issued in Q4. Total certificates issued in Q4 was 104. For the year, 228 life certificates and 90 annuities were issued. The average face amount of insurance for the new life certificates in 2017 was $15,613.

Certificates Report

President Kuzma reported at the end of 2017 there was a decline of 275 total certificates. At the end of 2017, there were 19,794 life insurance certificates in force and 3,528 annuity certificates in force. There are currently 230 Medicare Supplement certificates in force, and 34 individuals have joined as Fraternal Benefit Members.

Annuity Rates

The Board did not make any changes to the current PFA Annuity Rates. The rates for new contracts are:

<table>
<thead>
<tr>
<th>Account Balance</th>
<th>Crediting Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,000 to $1,999</td>
<td>1.25%</td>
</tr>
<tr>
<td>$2,000 to $9,999</td>
<td>2.00%</td>
</tr>
<tr>
<td>$10,000 to $49,999</td>
<td>2.50%</td>
</tr>
<tr>
<td>$50,000 and up</td>
<td>3.00%</td>
</tr>
</tbody>
</table>

The new Starter Annuity has an interest rate of 1.00% until the account balance exceeds $1,000. At that point, the rate will adjust according to the account balance and the rates at that time.

Actuary

The Board approved the appointment of Allen Bailey and Associates as PFA Actuary for 2018.

Nest Status Report

First Vice President Del Busse reported on the status of PFA Nests. There are currently 62 Nests of the Polish Falcons of America. 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  172, V - West Warwick, RI
4, VI - South Bend, IN  176, IV - Pittsburgh, PA
6, IX - Buffalo, NY  182, IV - Ambridge, PA
8, IV - Pittsburgh, PA  188, V - Salem, MA
17, V - Newark, NJ  208, V - Derby, CT
31, XIII - Detroit, MI  247, IV - Donora , PA
36, V - Southwestern, CT  276, VI - Muskegon, MI
41, IV - New Kensington, PA  307, V - Southington, CT
42, II - Chicago Heights, IL  336, XIII - Jackson, MI
45, II - St. Louis, MO  430, IX - Auburn, NY
52, IX - Rochester, NY  485, V - Chelsea, MA
65, V - Union City, CT  493, IX - Batavia, NY
68, V - Meriden, CT  519, V - Middletown, CT
74, IX - Auburn, NY  538, IV - Midland, PA
77, IV - Carnegie, PA  556, IV - Jerome, PA
80, VI - South Bend, IN  564, VI - La Porte, IN
86, XIII - Hamtramck, MI  580, V - Pittsfield , MA
88, V - New Britain, CT  610, IX - Erie, PA
104, I - Newark, NJ  652, XIII - Lansing, MI
118, IV - Pittsburgh, PA  725, II - Milwaukee, WI
123, IX - Erie, PA  811, V - New Britain, PA
124, XIII - Saginaw, MI  827, II - Chicago, IL
126, I - Elizabeth, NJ  907, II - Cicero, IL
141, IV - Cleveland, OH  946, I - Hillsborough, NJ
146, IV - New Castle, PA  956, I - Ozone Park, NY
147, IV - Mt. Pleasant, PA  964, VII - Reading, PA
163, VII - Mocanaqua, PA  972, XIII - Bay City, MI

Nest Mergers and Dissolutions

The Board approved the dissolution of Nest 293, Harrison, N.J. Correspondence has been sent to all Members of the Nest advising them of the situation and their transfer options.

National Bowling and Golf Tournaments

The Board voted to approve District IX as the host for the 2019 National Bowling Tournament. The Tournament will be held in the Buffalo, N.Y. area. Also, the Board voted to approve Nest 163, Mocanaqua, Pa., as the host of the 2019 National Golf Tournament. Watch the PFA website and magazine for details for both events as they become available.
Physical Education Director’s Report

National Physical Education Director Chris Puskar reported the following on the Future Leaders Conference that was held Feb. 23-25:

The Future Leaders Conference took place this past weekend at the Crown Plaza Hotel in Green Tree. Participants began arriving at about 1:00 pm and we worked all weekend. It was another successful weekend with a wonderful group of Youth Members from the PFA and guests from the American Sokol organization. Each District group was tasked with coming up with a report for their District and their individual Nest. I will be typing up all the reports and sending them to the Nest and District Presidents asking them to share it at the next meeting so that we can share what the Youth Members have accomplished. The report written by the two young ladies from District IX was excellent and so instead of you hearing from me, I decided to share their report of the weekend. As you will see from the report, we did a lot of leadership building activities and self-reflection on their leadership styles and what they may need to do to improve their styles. They planned an Art Competition and a Get Acquainted activity for the upcoming Zlot which they are very excited about. All in all, it was an excellent weekend and I am very proud of what they accomplished.

Druhna Chris also presented updated information on the upcoming 2018 National Zlot. The National Zlot will take place July 29 – August 5, 2018. We will be on the Campus of the Orchard Lake Schools in Orchard Lake, Michigan. They are very excited about hosting us and are being very generous with their facilities for us. Here is the official address: Orchard Lake Schools - 3535 Commerce Road, Orchard Lake, MI 48234

Complete details about the Zlot are on page 9 and will be posted to the PFA website. For more information or questions contact Chris at cpuskar@polishfalcons.org. Prizes for the 2017 Walking Program have been ordered and will be sent soon.

Communications Director’s Report

PFA Communications Director Courtney Caughey-Stambul reported that she is finishing work on a directory of all PFA Nests and Districts for the website. Access information to these pages will be announced as soon as the project is complete.

Also, the Simply Rewards benefit ceased operations and is no longer available. New options are being explored.

PAVA Donation

President Kuzma reported that last year he requested a donation from the Polish American Veterans Association to cover the cost of digitizing the five-volume history of the PFA by Arthur Waldo. The project included the Polish-language history, in addition to a large portion of the work translated into English. PAVA generously donated $1,000 for the project. Since there were funds remaining, the two recent English-language histories of the PFA written by Dr. Donald Pienkos were also scanned. Plans are underway to make the works available online.

Falconette Commission

Falconette Commission Chairperson Druhna Patricia Capozoli reported that a total of $7,577.47 has been raised by the Falconette Commission since the last National Convention. Most of the funds have come from the raffles held by the Commission. The next raffle is scheduled for May 2018. Tickets will be distributed as soon as they are available. The funds are being used to support PFA youth programs.

Nest and District Officers Guidebook

President Kuzma reported that he, Vice President Del Busse and Communications Director Caughey-Stambul have been working on a revision of the PFA Fraternal Manual. The new version will be called “Nest and District Officers Guidebook” and is designed to help these officers perform their duties and responsibilities. When completed this Spring, the Guidebook will be available online and in printed form.

Promotion: Only $2599 before April 30th!

2018 Polish Falcons Trip to Poland

President Kuzma announced that the Polish Falcons Trip to Poland is scheduled for September 26 to October 7. Flights will leave and return from either Chicago (O’Hare) or New York City (JFK). The tour will include overnight stays in Warsaw, Kraków, Zakopane and Wrocław. Among the many highlights will be tours to Częstochowa, Nowy Sącz, Salt Mine in Wieliczka and Auschwitz. The following details and cost of the trip will also be posted online.

September 26 – October 7, 2018

Direct flight to Warsaw from your choice of:
- New York - John F. Kennedy International Airport
- Chicago - O’Hare International Airport

We will visit: Warszawa, Kraków, Wieliczka, Nowy Sącz, Zakopane, Oświęcim, Częstochowa, and Wrocław.

Price: $2749 Single Supplement: $799

Price includes: Flight tickets, accommodation in 3 or 4 star hotels with a buffet breakfast, lunches, & entry fees to the places listed in the itinerary.