



WISCONSIN NATIONAL GUARD ASSOCIATION, INC.

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December 12, 2006

MINUTES OF THE WINGA BOARD OF DIRECTORS MEETING Sun Prairie, WI – December 6, 2006

Meeting called to order by President Olson at 5:45 p.m.

Roll call showed the following:

President Olson	Present	LTC Gault ILO Director Bensed	Present
Executive Vice President Sailer	Present	Director Rice	Deployed
Vice President Ebben	Present	CPT Hanson	Present
Treasurer Leckel	Present	Director Alvarez	Present
Secretary Dykstra	Excused	Lt Col Dannenberg ILO Director Neumann	Present
Executive Director Wagner	Present	Lt Bauer ILO Director Sheskey	Present
Director Mathews	Present	Director Green	Excused
MAJ Czarnetzki ILO Director Kappus	Present	Director Davis	Present
Director Van De Loop	Present	Director Stultz	Present
Director Feucht	Present	Director Lukaszewicz	Present
Director Taves	Present	Director DeGroot	Present
Director Seifer	Present	Director Schmitz	Present

Others present; Lt Daniel Statz, Lt Col Brian Buhler, and Col (Ret) Michael Jordan.

President Olson called the meeting to order at 5:48 am.

Business meeting began with the Pledge of Allegiance led by Vice President Ebben.

The August 9, 2006 Board of Director meeting minutes were approved on a motion by Director Lukaszewicz and second by Director Van De Loop. The October 18, 2006 Executive Committee meeting minutes were approved on a motion by Director Schmitz and second by Director Van De Loop.

TREASURER'S REPORT: Treasurer Leckel addressed specific line items of the Treasurer's Report, which exceeded budget targets. The Treasurer's Report was approved on a motion by Director Taves and second by Director Schmidt.

PRESIDENT'S COMMENTS: Travel Policy - President Olson briefed the directors on WINGA Policy Letter 1, which in an effort to encourage volunteer participation on WINGA committees and meetings, defines WINGA travel reimbursement policy. Committee Assignments – In an effort to reenergize the association committees, all are being reviewed and reorganized. The January *Your Communicator* will list the committee members. Strategic Plan -

A Long-Range Strategic Planning committee led by Vice President Ebben has been appointed and has held their first meeting today. Vice President Ebben provided an overview of the committee. The committee comprised of Michael Jordan, Robert DeGroot, Eric Leckel, Daniel Sailer, Brian Buhler and Chris Green will solicit input from the membership to build the plan. Using the 2007 conference as a mechanism to gather information from the membership, the committee expects to have the strategic plan complete by the 2008 annual conference. Area V Company Grade Representative (Air) – Lt Dan Statz briefed the directors on his recent NGAUS Board of Directors meeting. This was his first meeting since replacing Captain June Dykstra on the Board. The Company Grade Officers reviewed the successes of the Professional Development venues offered at the NGAUS Conference. Although the time lines were tight, they were well attended and will be continued next year. General Blum has indicated that the authorization to send junior officers in a paid status will be released earlier with less restriction than in the past. Many of the company grade representatives were new and just getting oriented. They will be working on improving communication with fellow company grades. A Company Grade Corner will be added to the NGAUS web site to address those issues of interest to company grade officers. Professional Development – President Olson briefed that the TAG had approved the concept of a professional development program in conjunction with the annual WINGA Conference. The details are in the process of being worked out.

INSURANCE BUDGET: Director Stultz briefed the Insurance Program Budget. The budget presented to the Directors was first submitted to the Insurance Committee in August and then presented to the Executive Committee in October before submission to the Board of Directors for approval. The budget is tight and doesn't vary much from previous years; however, this budget reflects a 9.9% reduction in personnel costs. This is the direct result of our office automation. The overall budget reflects a 9.3% reduction from last year's budget. Director Stultz moved that the Insurance Budget be approved. Following a second by Director Lukaszewicz, the motion carried.

WINGA BUDGET: Executive Director Wagner briefed the Board on the 2007 WINGA Budget. This budget process has evolved over the past few years to the present form. The budget changes for 2007 are as follows:

Expense Item	Change	Remarks
Line 204 – NGEDA	(\$500)	Reduced costs associated with meeting in Baltimore vs. San Juan PR
Line 205A – NGAUS Delegates	(\$1,000)	Historical records indicate all Directors do not attend the annual conference
Line 209A – Communicator (Printing)	\$400	Printing costs are rising slightly and we were slightly under funded for 2006
Line 209B – Communicator (Postage)	(\$150)	Mailing costs have been running about \$225 per mailing. This decrease should be sufficient to meet current needs and also cover expected increased postal rates
Line 211 – Promotional Items	\$1,000	Primarily for conference pins. In 2005 ordered fewer pins for two years supply. Director Alvarez is looking into a corporate sponsor to cover this line item.
Line 214 – Telephone Charges	\$40	Increase due to cell phone roaming charges.
Line 215A – Postage & Stamps	\$250	Increase should be sufficient to meet current needs and projected increased postal coats
Line 215B – Stationary Printing	(\$50)	Decrease more closely matches current expenses
Line 219C – Convention Loan	\$500	Last years loan was decreased due to a \$500 deposit made in 2005 for the conference committee
Line 221 – Bond Insurance	\$40	Increase in premium
Line 223 – Publications	(\$50)	Reduced the number of subscriptions
Line 225 – Tax Consultant	\$50	Each year we experience a slight increase in this expense
Line 232B – Gas & Electric	\$100	Increase to cover projected energy costs
Line 232C – Webmaster	(\$150)	Looking to jazz up the web site using the Communications Committee
Line 236 – Committee Expenses	\$1,400	Increased to cover increased expenses associated with WINGA Committees

Line 250 – Awards Gifts &	(\$4,000)	Projected reduction in amount paid for deployed officers \$10,000 vs. \$6,000
Line 400 – Salaries	\$1,730	Reflects a 4% raise consistent with the Insurance plan Personnel Expenses. Amount reflected include the Executive Director, Executive Assistant, and employer taxes.
Revenue Item	2007	
000 – Checkbook balance	\$745	Projected year end balance
001 – WINGA’s Share “Other Income”	\$12,000	WINGA’s share of the split of other income with WNGEA
102 – Dues WINGA Inc	\$4,400	Projected annual dues
107 – WINGA Insurance Trust	-	Funds drawn from the Insurance Trust/Investments
108 – Taxes	-	Tax refund from WNGEA
110 – Miscellaneous Receipts	\$9,000	Miscellaneous income to WINGA. Rebates, Royalties, Refunds
120 – Interest on Accounts	-	Interest has been negligible
Total Income	\$26,145	Revenue

With these changes, the 2007 WINGA Budget projects expenses at \$119,975, a reduction of \$390 from the 2006 budget. With WINGA revenues projected to be \$26,145, a withdrawal of \$93,830 from investment will be required to support this budget to meet projected expenses. A motion to accept the budget as presented was made by Director Stultz and seconded by Director Schmidt. The motion passed.

COMMITTEE REPORTS: Insurance Committee Chair Mat Dew reported that the Insurance Committee has a long range planning sub-committee to look at all aspects of the Insurance Program, training, automation, etc. The experience refund from the insurance program has been poor to nonexistent for the past several years. This coupled with our market saturation of 79%, and the fact that our insured are not staying in the guard beyond twenty years has us faced with reduced revenues from the Insurance Program. Director Stultz, speaking as the Insurance Administrator, identified there is sixteen states in our insurance pool. Wisconsin makes up 32% of that pool. WINGA has issued 1,357 free \$10,000 insurance policies to Wisconsin guardsmen this year. For 2006, the Insurance Trust has paid eighteen claims totaling over \$261,000. Since its inception, the Insurance Program has paid claims amounting to nearly nine million dollars. Wisconsin is one of a few states that pluses up policies seventy percent after one year at no additional cost to the insured.

EXECUTIVE DIRECTOR’S COMMENTS: Annual NGEDA Confernece – In January, VP Ebben, Director Stultz, Doris Gernetzke and myself will be attending the Annual NGEDA meeting in San Juan PR. It is at this meeting we tour and select the hotels for our delegation at the August NGAUS conference and draw for the hotel lottery for the following year. We also will be meeting with people from New York Life and attending seminars and briefings. All the hotels in PR are spread out so a bus ride to the convention center will be unavoidable. Mark August 24 – 28, 2007 on your calendars for the 129th NGAUS Conference. Membership – We are in our third month of collecting dues and 16% have been collected. Two units are at 100%, Volk Field Combat Readiness Training Center and the 128 Air Control Squadron, also located at Volk Field. Director Terms – Several Director terms will expire in April 2007; Darrel Feucht, Todd Taves, Martin Seifer, and Catherine Sheskey. Retired Army Representative Stuart Stultz’s term also expires and an election will be held during the retiree caucus. We will notify the respective commands to hold elections.

DEPLOYED OFFICER DUES: Director Stultz made a motion to extend the current policy to pay for state and national dues for deployed officers for a additional year. Director Seifer seconded the motion.

After discussion, it was determined the officers deployed in support of operation “Jump Start” are eligible for this benefit. The motion carried.

OLD BUSINESS: None.

NEW BUSINESS: Retiree Appreciation Day - Director Stultz announced the Retiree Council will be hosting a Retiree Appreciation Day, at Fort McCoy, the first weekend in October. In the past this program has been well attended. In 2007, the program will be expanded to include “grey area” retirees. “Grey area” retiree numbers are growing rapidly as guard members retire earlier and earlier. With the expected increase of attendees, the State Patrol Academy will be used for the overflow. Both WINGA and WNGEA jointly fund the Retiree Council. 57th Annual Conference – Lt Col Herb Dannenberg, representing Director Neumann briefed that the planning for the conference is proceeding well. The conference will be held at the Three Bears Lodge and Conference Center at Warrens. This is a new facility and offers a wide variety of activities. Attendees will have the choice of a room or lodge; lodges sleep up to ten of eleven people. The Conference Committee is planning a Mari Gras theme for the Saturday banquet to celebrate and honor the efforts of the guard during and after Katrina. Cranberry snacks and such will be available during the Business Session break. The Friday evening Icebreaker will be like a large tailgate party, which will be held in the water park. A joint hospitality room is planned. The Committee has requested to have an informal banquet. Colonel Dannenberg will follow up on this issue. A representative of the conference committee will brief the Executive Committee on conference costs at the January 9th Executive Committee meeting. Standing Conference Committee – Director Van De Loop suggested the consideration of a standing WINGA Conference Committee. Several suggestions were made, updating the WINGA SOP, a small committee to advise the conference hosts on time lines, shadowing between committee hosts. President Olson concluded the discussion by having the Executive Committee review the matter at their next meeting.

A motion to adjourn by Director Lukaszewicz and second by Director Van De Loop was approved. The meeting adjourned at 7:45 p.m.

Next Director’s meeting is scheduled for 5:45 p.m., March 14, 2007, at Three Bears Lodge and Conference Center, Warrens, WI..



Ronald R. Wagner
Executive Director

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Treasurer’s Report.

Treasurer's Report December 2006

Subcategory	Actual	Budget	Difference	
INCOME CATEGORIES				
000 - Checkbook Balance	\$ 16,166.38	\$ 745.00	\$ 15,421.38	2170.0%
102 - Dues WINGA, Inc.	\$ 4,407.21	\$ 4,700.00	\$ (292.79)	93.8%
107A - WINGA, Inc.	\$ 99,500.00	\$ 101,220.00	\$ (1,720.00)	98.3%
108 - Taxes	\$ 124.00	\$ -	\$ 124.00	
110 - Miscellaneous Receipts	\$ 14,004.64	\$ 13,700.00	\$ 304.64	102.2%
TOTAL INCOME CATEGORIES	\$ 134,202.23	\$ 120,365.00	\$ 13,837.23	111.5%
EXPENSE CATEGORIES				
201B - Free First Year Dues	\$ 284.00	\$ 300.00	\$ 16.00	94.7%
204 - NGEDA (NG Exec Dir Assoc)	\$ 1,411.48	\$ 3,500.00	\$ 2,088.52	40.3%
205 - NGAUS National Conference	\$ 11,216.09	\$ 15,000.00	\$ 3,783.91	74.8%
206 - President's Expenses	\$ 2,124.54	\$ 2,000.00	\$ (124.54)	106.2%
209 - Communicator	\$ 3,982.45	\$ 3,700.00	\$ (282.45)	107.6%
210 - Printing	\$ 597.03	\$ 750.00	\$ 152.97	79.6%
211 - Promotional Items	\$ 19.71	\$ 500.00	\$ 480.29	3.9%
213 - WI NG Retiree Council	\$ -	\$ 325.00	\$ 325.00	0.0%
214 - Telephone Charges	\$ 26.90	\$ 10.00	\$ (16.90)	269.0%
215 - Postage & Envelopes	\$ 1,113.37	\$ 950.00	\$ (163.37)	117.2%
216 - Corporation Filing Fee	\$ 10.00	\$ 10.00	\$ -	100.0%
217 - Bank Fees	\$ 18.00	\$ 50.00	\$ 32.00	36.0%
218 - Liability Insurance	\$ 2,139.00	\$ 2,200.00	\$ 61.00	97.2%
219 - State Conference	\$ 4,500.00	\$ 4,500.00	\$ -	100.0%
220 - Director/Officer Meetings	\$ 1,045.13	\$ 2,000.00	\$ 954.87	52.3%
221 - Bond Insurance	\$ 194.00	\$ 160.00	\$ (34.00)	121.3%
222 - Office Supplies	\$ 717.62	\$ 700.00	\$ (17.62)	102.5%
223 - Publications	\$ 136.00	\$ 150.00	\$ 14.00	90.7%
224 - TAG Contingency Fund	\$ 2,500.00	\$ 2,500.00	\$ -	100.0%
225 - Tax Consultant	\$ 1,275.00	\$ 1,250.00	\$ (25.00)	102.0%
226 - WINGA Awards	\$ 467.70	\$ 500.00	\$ 32.30	93.5%
227 - Executive Director's Exp	\$ 3,236.81	\$ 2,500.00	\$ (736.81)	129.5%
229 - WINGA Conference Expense	\$ 1,499.80	\$ 1,000.00	\$ (499.80)	150.0%
230 - Office Equipment/Furniture	\$ 116.03	\$ 500.00	\$ 383.97	23.2%
232 - Utilities	\$ 2,316.97	\$ 1,900.00	\$ (416.97)	121.9%
233 - Wisconsin Income Tax	\$ 150.00	\$ 500.00	\$ 350.00	30.0%
234 - Elan Merchant Services	\$ 212.20	\$ 400.00	\$ 187.80	53.1%
235 - Legislative Visit Wash DC	\$ 846.71	\$ 2,000.00	\$ 1,153.29	42.3%
236 - Committee Expenses	\$ 569.21	\$ 600.00	\$ 30.79	94.9%
240 - Annual O-6 - O-8 Briefing	\$ 1,000.00	\$ 1,000.00	\$ -	100.0%
241 - Federal Income Tax	\$ 175.00	\$ 1,000.00	\$ 825.00	17.5%
242 - Legislative Reception	\$ -	\$ 500.00	\$ 500.00	0.0%
243 - Contingency Fund	\$ 1,260.00	\$ 5,000.00	\$ 3,740.00	25.2%
250 - Awards Gifts & Grants	\$ 16,144.77	\$ 19,000.00	\$ 2,855.23	85.0%
400 - Salaries	\$ 39,001.31	\$ 43,410.00	\$ 4,408.69	89.8%
TOTAL EXPENSE CATEGORIE	\$ 100,306.83	\$ 120,365.00	\$ 20,058.17	83.3%
Difference Revenue vs Expenses	\$ 33,895.40			