



## WISCONSIN NATIONAL GUARD ASSOCIATION, INC.

2400 Wright Street, Room 208, Madison, WI 53704-2572

Tel: (608) 242-3114

Fax: (608) 242-3513

email: [wingainc@terracon.net](mailto:wingainc@terracon.net)

March 24, 2008

### MINUTES OF THE WINGA BOARD OF DIRECTORS MEETING Appleton, WI – March 12, 2008

Meeting called to order by President Olson at 5:48 pm.

Roll call showed the following:

President Olson	Present	Director Bensed	Present
Executive Vice President Sailer	Present	Director Hartley	Present
Vice President Ebben	Present	Director Hanson	Excused
Treasurer Leckel	Present	Director Alvarez	Excused
Secretary Dykstra	Deployed	Director Neumann	Present
Executive Director Wagner	Present	Director Gray	Excused
Director Van de Loop	Present	Director Green	Deployed
Director Strub	Present	Director Davis	Present
Director Kappus	Present	Director Stultz	Present
Director Eastman	Present	Director Lukaszewicz	Present
MAJ Oakley ILO Director Gault	Present	Director DeGroot	Present
MAJ Ward ILO Director Quist	Present	Director Schmitz	Present

Others present; Lt Col Brendan Smith, Col Mike Hinman, Timothy O'Brien, David Duckow

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

**APPROVAL OF MINUTES:** The December 5, 2007 Board of Director meeting minutes and February 20, 2008 Executive Committee meeting minutes were approved on a motion by Director Neumann and second by Director Van de Loop.

**PRESIDENT'S COMMENTS:** President Olson gave an overview of the evening's agenda. 1LT Sarah Cleveland and CW4 David Molitor were noted for their outstanding efforts in revitalizing the WINGA.ORG website. The site is in its initial stages but is the wave of the future and will greatly improve how we communicate with our membership. Further, the WINGA office has upgraded their computer technology to day's standards.

**COMMITTEE REPORTS:** Investment Committee – Chairman Smith and Wisconsin Capital Management representatives Timothy O'Brien and David Duckow briefed the board on the status of WINGA Investments. A review of the fourth quarter shows that the US economy slowed faster than expected due to the housing weakness continuing, consumer confidence dropping, slowing retail sales, rising unemployment and an increase in exports. The stock market declined and interest rates fell. The Federal Reserve lowered short-term interest rates; typically, common stocks perform well after the

Federal Reserve finishes easing interest rates. The last quarter resembles the market of 1990. Usually, it takes about nine months for the market to respond to these initiatives. For the fourth quarter of 2007, all major benchmarks (S&P 500, Dow Jones Industrial, NASDAQ, Russell 2000) showed negative growth. Wisconsin Capital Management uses a strategy of growth at a reasonable price (GARP) which looks for quality companies with consistent earnings growth. This strategy shines brightest during periods of economic weakness. In summary, large caps are the best relative value since 1992. Mega-caps have 40+% foreign exposure, setting the stage for core growth stocks. Current asset allocations of investments 68% are in the Equity range, 29.9% fixed income range and 2.1% cash& equivalent range. All common Stock Investments are within tolerance of our investment strategy. Overall, the management of the WINGA portfolio is within the guidelines of the Investment Committee. Average annual return of the portfolio since inception is 9.2%. Insurance Committee: Director Stultz asked that the board to review the Annual Insurance Committee report, which will be a part of the Conference Booklet. Strategic Plan: Vice President Ebben briefed the status of the Strategic Plan. Just over a year ago, President Olson directed a committee, headed by Vice President Ebben, with the challenge to develop a strategic plan to help define the association's focus and direction. The overall committee was made up of Dan Sailer, Eric Leckel, Robert DeGroot, Mike Jordan, Brian Buhler, and Chris Green. The other state associations were polled for examples of their strategic plans but received only limited results. In fact, only two other states responded with a plan. The committee continued, defining the association Vision, Mission and Critical Factors. As a vector check, these ideas and concepts were presented to the membership at the annual conference in Warrens. The membership was asked for their input into the plan and many of the ideas and suggestions are reflected in this initial document. Four concrete objectives were defined – Organizational Management, Financial Management, Communication Management and Action Management. These objectives are to be measured and reported and are the standards which will guide the association committees. Director Neumann made a motion to accept the Strategic Plan as written; the motion was seconded by Director Bensend and the motion passed. Resolutions Committee: Col Hinman briefed his committee has received the initial wave of resolutions and they have been distributed to various members of his committee for review and validation. He will be meeting with his committee members to finalize the Wisconsin package for the Conference Book. Director Neumann, who has served WINGA as the Chair of this committee for many years, has elected to step down as chair due to other commitments to NGAUS and WINGA. President Olson thanked Director Neumann for his years of dedicated service.

**EXECUTIVE DIRECTOR'S COMMENTS:** Director Elections – The 32D Infantry Brigade COL Bensend's term is due to expire and Director Gault has decided to run for VP Army so his position is up for election also. The Brigade should submit the names of the successful candidates to the WINGA office by mid-April. MAJ Hartley's term of the 157<sup>th</sup> Cmbt Spt Bde is due to expire also. CPT Dan Hanson has transferred to the 157<sup>th</sup> will continue as a Director. Company Grade, Warrant Officer and Retired At Large Director terms are also expiring. These directors will be elected at their luncheons during the WINGA Conference. Legislative Reception - The annual Zenith trip is March 31 and April 1<sup>st</sup>. This reception will be a breakfast at the Rayburn Office Building with our Congressional Delegation and their staffers. Membership - To date, Wisconsin is once again at 100% with two major units yet to pay dues. That makes this the 28<sup>th</sup> consecutive year at 100%. We are currently at 111%. The early bird rebate of 5% will be given to the 100% units at the state conference. The remaining 25% rebate will be requested near the end of September, 20% of that rebate will go to the 100% units with the remaining 5% going to the WINGA operating budget. WINGA Recognition Award – To date, no one has been submitted for this award. This is an annual award presented to an individual or business that supports the Wisconsin National Guard. The winner is our guest at the annual conference. Although March 15<sup>th</sup> is the deadline, nominees may be accepted for the next few weeks. An email vote will be conducted for the nominees. 130<sup>th</sup> NGAUS Conference – Conference dates are 20 – 22 September with the 19 & 23 as travel days. Baltimore is an awesome venue for a conference and the Inner Harbor is the place to be. Our hotel is the Hyatt, which is next to the conference center and across the road from the harbor. We have reserved a

hospitality suite, but it is expensive and everything must be purchased from the hotel; no exceptions. The Governor's reception will be at Fort McHenry with a reenactment of the battle. Also being an election year we expect the Presidential candidates to make presentations. Wisconsin has 45 rooms reserved and there is very little chance of exceeding that number as the hotels are full.

**58<sup>th</sup> ANNUAL WINGA CONFERENCE:** Director Bensed briefed the board on the current planning for the annual conference. Registrations are down so the Directors need to get the word out to their units. Both the Icebreaker and Banquet are costing the members less than the cost to the committee. Hopefully this will attract greater numbers of junior officers to the conference. The hospitality suite is adjacent to the pool so glass is not permitted. Finally, the committee is still seeking contributions for the silent auction.

**TREASURER'S REPORT:** Each director was provided a Treasurer's Report, which details the financial activity of the association for 2008. Treasurer Leckel explained that the large checkbook balance would be reduced to a reasonable amount at the end of the month when we submit the NGAUS dues to NGAUS. The Treasurer's Report was approved on a motion by Director Lukaszewicz and second by Director Neumann. Treasurer Leckel noted that there are several organizations that have not cashed their rebate checks from past years. The 1-121 FA for 2006 and 2007, 32d Inf Bde Cmbt Tm for 2007, 1-120 FA for 2007, 57<sup>th</sup> FA for 2007 and the 1-126 FA for 2007. Treasurer Leckel asked all to check their pockets for these outstanding checks.

**OLD BUSINESS:** None

**NEW BUSINESS:** NGAUS Awards Packets – Recently the issue of how NGAUS awards are handled at within the state. After meeting with the G1, JAG and a meeting of the Executive Committee, the Executive Committee recommends that the awards be processed through the respective WINGA Director. The WINGA Director would review the nomination and add a cover letter for the TAGs endorsement. The WINGA Director would then send the cover letter and nomination form to the WINGA Office where the documents would be collected for the TAGs signature. Copies of previous endorsement letters would be made available electronically to the Directors to aid in preparing the package. 59<sup>th</sup> Annual WINGA Conference – Director DeGroot briefed that the Board of Directors and the Retirees or the Retirees and the Board of Directors would be hosting the 59<sup>th</sup> Annual Conference. Several bids have been received from various properties and they are in the process of being evaluated. A selection is expected prior to the next directors meeting. NGAUS Award Nominations – Discussion regarding the nomination of Representative Terry Musser and WINGA Inc for NGAUS Award recognition. Director Neumann volunteered to nominate Representative Musser and VP Ebben volunteered his staff to nominate WINGA. NGAUS Area V Representative – Director Neumann as the Area V Air Representative to the NGAUS Board of Directors briefed on the recent Board of Directors meeting. Area V has the highest national membership numbers; however, other areas are in need of help. There will be a membership seminar the end of May to help states with their membership. Another item of discussion and concern was the recently released report of the Commission on the Guard and Reserve. Director Neumann recommended all to read at least the ninety-two page summary of the report. As NGEDA President, Executive Director Wagner briefed the NGAUS Board on several issues that are perceived threats to our state sponsored life insurance programs. The first concern is the recently revised Army Regulation 210-7 and Air Force Instruction 36-2917 apply limitations to the enrollment of SSLI that contradict the practices authorized by 37 US Code 707. Through the efforts of NGAUS, the Army Regulation will be amended in the next publishing and will have no impact on how we do business. The issue with the Air Force Instruction remains open. The second issue is the National Association of Insurance Commissioners Military Sales Practices Model Regulation. This model severely restricts individual life insurance sale practices on military installations. The regulation specifically exempts SGLI and group insurance programs. Although State Sponsored Life Insurance is a group insurance program NGEDA believes the model

should specifically exempt SSLI by name as it does SGLI. The final issue is the DFAS Defense Integrated Military Human Resource System, which is still under development, but appears to not recognize some key SSLI requirements, including issues regarding deduction vs. allotment rules and not allowing for manual submission of payroll deduction starts by the state National Guard associations. NGAUS Communications – VP Ebben inquired how many of the board members were signed up for the NGAUS *LEGIT?* Discussion followed with recommendations to increase our membership awareness of the ease to sign up for these informative communication tools.

**NEXT DIRECTOR'S MEETING:** Scheduled for 9:00 a.m., April 26, 2008, at the Paper Valley Hotel and Conference Center, Appleton, WI.

A motion to adjourn by Director Lukaszewicz and second by Director Neumann was approved.

The meeting adjourned at 08:05 p.m.



Ronald R. Wagner  
Executive Director

1 Atch  
Treasurer's Report

## TREASURER'S REPORT - MARCH 2008

Subcategory	Actual	Budget	Difference	
<b>INCOME CATEGORIES</b>				
000 - Checkbook Balance	\$ 23,576.26	\$ 6,600.00	\$ 16,976.26	357.2%
102 - Dues WINGA, Inc.	\$ 2,210.00	\$ 4,500.00	\$ (2,290.00)	49.1%
107A - WINGA, Inc.	\$ 20,000.00	\$ 100,590.00	\$ (80,590.00)	19.9%
110 - Miscellaneous Receipts	\$ 328.00	\$ 10,000.00	\$ (9,672.00)	3.3%
<b>TOTAL INCOME CATEGORIES</b>	<b>\$ 46,114.26</b>	<b>\$ 121,690.00</b>	<b>\$ (92,552.00)</b>	<b>37.9%</b>
<b>EXPENSE CATEGORIES</b>				
201B - Free First Year Dues	\$ -	\$ 200.00	\$ 200.00	0.0%
204 - NGEDA (NG Exec Dir Assoc)	\$ 1,726.71	\$ 2,500.00	\$ 773.29	69.1%
205 - NGAUS National Conference	\$ 4,700.00	\$ 14,000.00	\$ 9,300.00	33.6%
206 - President's Expenses	\$ -	\$ 2,000.00	\$ 2,000.00	0.0%
209 - Communicator	\$ 1,045.40	\$ 4,250.00	\$ 3,204.60	24.6%
210 - Printing	\$ -	\$ 750.00	\$ 750.00	0.0%
211 - Promotional Items	\$ -	\$ 1,200.00	\$ 1,200.00	0.0%
213 - WI NG Retiree Council	\$ -	\$ 325.00	\$ 325.00	0.0%
214 - Telephone Charges	\$ -	\$ 50.00	\$ 50.00	0.0%
215 - Postage & Envelopes	\$ 69.50	\$ 1,150.00	\$ 1,080.50	6.0%
216 - Corporation Filing Fee	\$ 10.00	\$ 10.00	\$ -	100.0%
217 - Bank Fees	\$ -	\$ 50.00	\$ 50.00	0.0%
218 - Liability Insurance	\$ -	\$ 2,200.00	\$ 2,200.00	0.0%
219 - State Conference	\$ -	\$ 5,000.00	\$ 5,000.00	0.0%
220 - Director/Officer Meetings	\$ -	\$ 2,000.00	\$ 2,000.00	0.0%
221 - Bond Insurance	\$ 222.00	\$ 250.00	\$ 28.00	88.8%
222 - Office Supplies	\$ 45.34	\$ 700.00	\$ 654.66	6.5%
223 - Publications	\$ -	\$ 100.00	\$ 100.00	0.0%
224 - TAG Contingency Fund	\$ 2,500.00	\$ 2,500.00	\$ -	100.0%
225 - Tax Consultant	\$ -	\$ 1,300.00	\$ 1,300.00	0.0%
226 - WINGA Awards	\$ -	\$ 500.00	\$ 500.00	0.0%
227 - Executive Director's Exp	\$ 15.45	\$ 2,500.00	\$ 2,484.55	0.6%
229 - WINGA Conference Expense	\$ -	\$ 1,000.00	\$ 1,000.00	0.0%
230 - Office Equipment/Furniture	\$ 94.94	\$ 500.00	\$ 405.06	19.0%
232 - Utilities	\$ 1,310.36	\$ 1,600.00	\$ 289.64	81.9%
233 - Wisconsin Income Tax	\$ -	\$ 600.00	\$ 600.00	0.0%
234 - Elan Merchant Services	\$ -	\$ 500.00	\$ 500.00	0.0%
235 - Legislative Visit Wash DC	\$ -	\$ 1,500.00	\$ 1,500.00	0.0%
236 - Committee Expenses	\$ 75.75	\$ 1,000.00	\$ 924.25	7.6%
240 - Annual O-6 - O-8 Briefing	\$ 1,000.00	\$ 1,000.00	\$ -	100.0%
241 - Federal Income Tax	\$ -	\$ 1,200.00	\$ 1,200.00	0.0%
242 - Legislative Reception	\$ -	\$ 500.00	\$ 500.00	0.0%
243 - Contingency Fund	\$ -	\$ 5,000.00	\$ 5,000.00	0.0%
250 - Awards Gifts & Grants	\$ -	\$ 17,000.00	\$ 17,000.00	0.0%
400 - Salaries	\$ 7,007.60	\$ 46,755.00	\$ 39,747.40	15.0%
<b>TOTAL EXPENSE CATEGORIE</b>	<b>\$ 19,823.05</b>	<b>\$ 121,690.00</b>	<b>\$ 101,866.95</b>	<b>16.3%</b>
<b>Difference Revenue vs Expenses</b>	<b>\$ 26,291.21</b>			