



WISCONSIN NATIONAL GUARD ASSOCIATION, INC.

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October 3, 2008

MINUTES OF THE WINGA EXECUTIVE COMMITTEE MEETING Madison, WI – October 3, 2008

Those present were: President Nehls, VP Neumann, VP Gault, Exec Director Wagner, Treasurer Leckel and Secretary Hastings.

Meeting began at 9:11 with a review of the insurance budget. We have the resources to fully replace Stuart Stultz and we'll continue to advertise, but need to weigh the cost-benefit of replacing Stuart vs. going without or consider a "scaled back" version of Stuart. It will be difficult to find someone with his qualifications and dedication to the insurance program, considering the time investment is mostly weekends and part-time work. We may need to re-evaluate our marketing of the insurance program. On a motion by President Nehls and second by Treasurer Leckel the insurance budget was approved.

Review of the 2009 WINGA budget. The Executive Committee conducted a thorough line-by-line review of the budget noting any deltas greater than \$500. The budget includes a 3% increase in salaries for the WINGA office staff. Executive Director Wagner stated this was the same increase for the insurance staff. There will be some staff changes next year; Bob plans to retire in April-after the WINGA Conference. We will advertise for a replacement to begin on/around August-September since the summer is usually a slower time. The WINGA budget was approved on a motion by Vice President Gault and a second by Secretary Hastings.

NGAUS 2009, we'll need to poll the members to see if there is interest in doing a charter bus to Nashville. The Indianapolis trip was a huge success in part because of the transportation that was an option. Something will go in the January Communicator to poll members.

Officer Professional Development (OPD). Discussion on giving COL Koon an opportunity to provide feedback NLT December 3 2008 and if none is provided, WINGA will pursue this further. Discussion on having an Officer Call from BG Dunbar the Saturday morning of the WINGA Conference, 8-1130 and the opportunity to be put on orders to attend. By combining the Officer-Call with the conference, this may generate more participation, especially from the company grade officers.

Discussed the Fragrance-Free workplace; Vice President Gault will look into this more considering "reasonable accommodations". Suggestions included moving member to a private office.

Communicator articles need to be submitted NLT 20 October to be included in the next issue.

Motion to adjourn by Treasurer Leckel and seconded by Secretary Hastings. The meeting ended at 10:25.

Ronald R. Wagner
Executive Director

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1. Insurance Budget
2. WINGA Budget

BUDGET WORKSHEET WINGA INSURANCE

	2007 ACTUAL	2008 BUDGET	2008 JULY-YTD	2009 BUDGET
Operating Revenue:	\$167,168.67	\$190,000.00	\$121,676.38	\$190,000.00
Operating Expenses				
Salaries	\$138,833.47	\$130,000.00	\$78,511.28	\$130,000.00
Payroll Taxes	\$10,949.76	\$12,000.00	\$6,619.13	\$12,000.00
Health Insurance	\$8,381.88	\$8,560.00	\$4,889.43	\$8,560.00
Director's Bonus Paid	\$0.00	\$0.00	\$0.00	\$0.00
Total Personnel Expenses	\$158,165.11	\$150,560.00	\$90,019.84	\$150,560.00
SBC Fee	\$3,592.00	\$6,000.00	\$778.00	\$6,000.00
Travel Expenses	\$4,148.90	\$4,000.00	\$3,373.44	\$4,000.00
Auto Rental	\$96.66	\$200.00	\$0.00	\$200.00
Office Utilities	\$3,292.10	\$3,000.00	\$2,110.53	\$3,500.00
Office Expenses	\$4,815.36	\$5,000.00	\$2,484.77	\$5,000.00
Telephones	\$0.00	\$100.00	\$0.00	\$100.00
Postage & Envelopes	\$6,835.78	\$6,000.00	\$3,571.49	\$6,000.00
Printing	\$31.65	\$500.00	\$202.96	\$500.00
Security Bond	\$237.00	\$250.00	\$237.00	\$250.00
NGAUS/NGEDA/INS. Meetings	\$5,878.93	\$4,000.00	\$2,467.02	\$4,000.00
Accounting Fees	\$1,333.80	\$1,350.00	\$1,857.69	\$2,000.00
Legal Fees	\$0.00	\$100.00	\$0.00	\$100.00
Promotions - Products	\$3,437.63	\$3,000.00	\$0.00	\$3,000.00
Promotions Services	\$231.07	\$500.00	-\$10.00	\$500.00
Operating Expenses	\$192,095.99	\$184,560.00	\$107,092.74	\$185,710.00
Net Operating Gain (Loss)	-\$24,927.32	\$5,440.00	\$14,583.64	\$4,290.00
Other Revenue				
Experience Refund	\$23,344.00	\$20,000.00	\$89,195.00	\$20,000.00
Interset Checking	\$350.76	\$300.00	\$111.10	\$300.00
Interset Partnership	\$1.36	\$100.00	\$0.00	\$100.00
Investment Income	\$22,540.40	\$20,000.00	\$9,407.31	\$20,000.00
Realized Capital Gains	\$25,941.45	\$0.00	-\$7,852.64	\$0.00
	\$72,177.97	\$40,400.00	\$90,860.77	\$40,400.00
Other Expenses:				
Office Equipment	\$0.00	\$1,000.00	\$0.00	\$1,000.00
Interest-Line of Credit	\$18.47	\$500.00	\$0.00	\$500.00
Programming Automation	\$0.00	\$2,000.00	\$0.00	\$2,000.00
	\$18.47	\$3,500.00	\$0.00	\$3,500.00
Net Gain Before Distribution	\$47,232.18	\$42,340.00	\$105,444.41	\$41,190.00

PROPOSED WINGA 2009 BUDGET - 9/30/08

Subcategory	2008 Yr to Date	2008 Budget	2008 Difference	2009 Budget	\$\$ Change	Remarks
EXPENSE CATEGORIES						
201B - Free First Year Dues	\$ 236	\$ 500	\$ 264	\$ 300	\$ (200)	
204 - NGEDA (NG Exec Dir Assoc)	\$ 1,175	\$ 3,000	\$ 1,825	\$ 3,000	\$ -	
205A - NGAUS Current Year Delegates	\$ 10,000	\$ 10,000	\$ -	\$ 14,400	\$ 4,400	Increased Stipend for Hawaii
205B - NGAUS Hospitality	\$ 4,000	\$ 4,000	\$ -	\$ 4,000	\$ -	
206 - President's Expenses	\$ 1,551	\$ 1,750	\$ 199	\$ 1,750	\$ -	
209A - Communicator Printing Cost	\$ 1,928	\$ 2,000	\$ 72	\$ 2,500	\$ 500	
209B - Communicator Mailing Costs	\$ 784	\$ 1,250	\$ 466	\$ 1,000	\$ (250)	
210 - Printing	\$ 517	\$ 750	\$ 233	\$ 750	\$ -	
211 - Promotional Items	\$ 1,483	\$ 1,500	\$ 17	\$ 1,500	\$ -	
213 - WI NG Retiree Council	\$ -	\$ 325	\$ 325	\$ 325	\$ -	Per request
214 - Telephone Charges	\$ -	\$ 10	\$ 10	\$ 10	\$ -	
215A - Postage & Stamps	\$ 593	\$ 1,000	\$ 407	\$ 750	\$ (250)	
215B - Stationary Printing Costs	\$ 199	\$ 200	\$ 1	\$ 200	\$ -	
216 - Corporation Filing Fee	\$ 10	\$ 10	\$ -	\$ 10	\$ -	
217 - Bank Fees	\$ 28	\$ 30	\$ 2	\$ 30	\$ -	
218 - Liability Insurance	\$ 2,141	\$ 2,250	\$ 109	\$ 2,250	\$ -	
219C - Convention Loan	\$ -	\$ 5,000	\$ 5,000	\$ 5,000	\$ -	
220A - Meeting Expense	\$ 975	\$ 1,500	\$ 525	\$ 1,500	\$ -	
220B - Travel Expense	\$ 143	\$ 600	\$ 457	\$ 500	\$ (100)	
221 - Bond Insurance	\$ 160	\$ 170	\$ 10	\$ 170	\$ -	
222 - Office Supplies	\$ 305	\$ 700	\$ 395	\$ 700	\$ -	
223 - Publications	\$ 20	\$ 250	\$ 230	\$ 250	\$ -	
224 - TAG Contingency Fund	\$ 2,500	\$ 2,500	\$ -	\$ 2,500	\$ -	Requested \$3000
225 - Tax Consultant	\$ 1,195	\$ 1,250	\$ 55	\$ 1,250	\$ -	
226 - WINGA Awards	\$ 500	\$ 500	\$ -	\$ 500	\$ -	
227 - Executive Director's Exp	\$ 1,727	\$ 2,500	\$ 773	\$ 2,500	\$ -	
228 - WI Tax Alliance	\$ -	\$ -	\$ -	\$ 300	\$ 300	Biennial expense, (2/2)
229 - WINGA Conference Expense	\$ 495	\$ 1,000	\$ 505	\$ 750	\$ (250)	
230 - Office Equipment/Furniture	\$ -	\$ 500	\$ 500	\$ 500	\$ -	
232A - Internet Service Provider	\$ -	\$ 150	\$ 150	\$ 150	\$ -	
232B - Gas & Electric	\$ 812	\$ 750	\$ (62)	\$ 1,000	\$ 250	
232C - Webmaster	\$ 612	\$ 1,000	\$ 388	\$ 750	\$ (250)	
232D - Web Site Domain Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	5yr Contract 3/5
233 - Wisconsin Income Tax	\$ -	\$ 500	\$ 500	\$ 500	\$ -	
234 - Elan Merchant Services	\$ 174	\$ 125	\$ (49)	\$ 200	\$ 75	
235 - Legislative Reception Wash D.C.	\$ 2,000	\$ 2,000	\$ -	\$ 2,000	\$ -	
236 - Committee Expenses	\$ -	\$ -	\$ -	\$ 500	\$ 500	
240 - Annual O-6 - O-8 Briefing	\$ 1,000	\$ 1,000	\$ -	\$ 1,000	\$ -	Per request
241 - Federal Income Tax	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ -	
242 - Legislative Reception	\$ -	\$ 500	\$ 500	\$ 500	\$ -	
243 - Contingency Fund	\$ 63	\$ 3,260	\$ 3,197	\$ 5,000	\$ -	
Line 236 (New) Committee Expenses	\$ 490	\$ 750	\$ -	\$ -	\$ -	
Line 217 Bank Fees	\$ 545	\$ 545	\$ -	\$ -	\$ -	2004 Interest penalty CD
Line 226 WINGA Awards	\$ 105	\$ 105	\$ -	\$ -	\$ -	
Line 400B Administrative Asst	\$ -	\$ 340	\$ -	\$ -	\$ -	
250 - Awards Gifts & Grants	\$ 14,619	\$ 16,000	\$ 1,381	\$ 16,000	\$ -	
400A - Executive Director	\$ 19,845	\$ 26,460	\$ 6,615	\$ 27,520	\$ 1,060	Reflects 4% increase
400B - Administrative Asst	\$ 7,905	\$ 10,425	\$ 2,520	\$ 10,845	\$ 420	Reflects 4% increase
400C - Employer Taxes	\$ 2,275	\$ 3,250	\$ 975	\$ 3,380	\$ 130	Reflects 4% increase
TOTAL EXPENSE CATEGORIES	\$ 83,110	\$ 113,205	\$ 30,095	\$ 119,540	\$ 6,335	

Category	2003 (a)	2004 (b)	2004 (a)	2004 (p)	2005	(a) = Actual (b) = Budgeted (p) = Projected
000 - Checkbook Balance	\$ 1,466	\$ 1,500	\$ 745	\$ 1,500	\$ 745	

INCOME						
001 - WINGA Share "Other Income" 8/04	\$ -	\$ 15,103	\$ -	\$ 15,103	\$ 33,930	
002 - CD Payout	\$ -	\$ 21,992	\$ 22,235	\$ 22,235	\$ -	
102 - Dues WINGA, Inc.	\$ 4,751	\$ 5,000	\$ 3,947	\$ 4,700	\$ 3,947	
107 - WINGA Insurance Trust	\$ 82,000	\$ 53,610	\$ 45,000	\$ 49,897	\$ -	
108 - Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	
110 - Miscellaneous Receipts	\$ 12,685	\$ 15,000	\$ 13,779	\$ 8,779	\$ 13,780	
120 - Interest on Accounts	\$ 722	\$ 1,000	\$ 74	\$ 74	\$ -	
TOTAL INCOME CATEGORIES	\$ 101,624	\$ 113,205	\$ 85,780	\$ 102,288	\$ 52,402	

Revenue Shortfall	\$ -	\$ -	\$ 27,425	\$ 10,917	\$ 67,138	
	\$ 101,624	\$ 113,205	\$ 113,205	\$ 113,205	\$ 119,540	