



WISCONSIN NATIONAL GUARD ASSOCIATION, INC.

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

Tel: (608) 242-3114
Fax: (608) 242-3513
Email: wingainc@att.net

March 23, 2009

MINUTES OF THE WINGA BOARD OF DIRECTORS MEETING Manitowoc, WI – March 11, 2009

Meeting called to order by President Nehls at 5:47 p.m.

Roll call showed the following:

President Nehls	Present	Director M. Hanson	Deployed
Executive Vice President Neumann	Present	Director Hirsch	Present
Vice President Gault	Present	Director D. Hanson	Present
Treasurer Leckel	Present	Director Alvarez	Present
Secretary Hastings	Present	Director Ebben	Present
Executive Director Wagner	Present	Director Gray	Present
LTC Sailer ILO Director Van de Loop	Present	Director Hoistion	Deployed
Director Strub	Present	Director Statz	Present
Director Kappus	Absent	Director Dew	Present
Director Eastman	Present	Lt Col Schuh	Present
Director Bensed	Deployed	Director Engeler	Absent
Director Quist	Deployed	Director Schmitz	Present

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

Following the Pledge of Allegiance, Lisa Herman, of the Holiday Inn Sales Staff, conducted a tour of the facilities for the association officers and directors.

The board adjourned for dinner and reconvened at 6:49 p.m.

APPROVAL OF MINUTES: The December 3, 2008 Board of Director meeting minutes and February 17, 2009 Executive Committee meeting minutes were approved on a motion by Executive Vice President Neumann and second by Vice President Gault.

TREASURER'S REPORT: Treasurer Leckel presented the Treasurer's Report, addressing those line items of significant interest. Expenditures have been made to the TAGs fund (Line 224, \$2500) and to the senior officers briefing (Line 240, \$1000). Expenditures are on target; however, the end of March, dues are due to NGAUS. This will require a draw from investments of \$35,000 (briefed, actual \$40,000). The Treasurer's report was approved on a motion by Executive Vice President Neumann and second by Director Eastman.

PRESIDENT'S COMMENTS: President Nehls reviewed our current statement of investment policy, which has been in effect since WINGA began investing with Thompson Plumb back in the early 1990's. Since that time Wisconsin Capitol Management has split with Thompson Plumb, but our investment policy has remained the same. This past year, economics have played a toll on our portfolio, which has caused the investment committee to revisit our investment policy and look closer to how our investments are managed. The board of directors recommended language be added which requires board approval for withdrawals from investments exceeding four percent of the investment value. Executive Director Wagner asked the board to clarify that this restriction did not apply to the current year budget and to obligations WINGA may have to WNGEA. The board agreed that these obligations were exempt from this change in policy. President Nehls announced the resignation of Army Retiree Director Stuart Stultz. President Nehls has asked COL (Ret) Mat Dew to serve the remainder of Stultz's term. COL Dew has agreed to serve; his directorship will expire in 2010.

INSURANCE COMMITTEE REPORT: Director Dew gave the insurance report. The Insurance Committee has hired COL (Ret) Michael Williams as the new Insurance Administrator. He is currently working on his licensure requirements. Insurance program enrollments seem to be declining, other than the free memberships, and operating costs are going up, while revenue is decreasing. This is a reason for concern and will require close scrutiny.

EXECUTIVE DIRECTOR'S COMMENTS: **Membership:** Wisconsin is currently at about 110% on our 2009 membership drive. This ensures Wisconsin will receive a five percent early-bird rebate from NGAUS. These funds are returned to the 100% units at the annual WINGA conference. Even though WINGA has met the 100% milestone, there still are several major units that still have to complete their campaigns. This is the 29th consecutive year of over 100% membership. **NGAUS Awards:** The call letter for NGAUS Awards has gone out. Wisconsin usually has a strong showing in NGAUS Awards. Directors need to be aware that they are key individuals in this process. Once someone has been nominated their packet will be forwarded to the appropriate director for review and refinement. Once refined, the award will be forwarded to the TAG for endorsement and then sent to NGAUS. **WINGA Recognition Award:** Nominations are due to the WINGA office not later than March 15th. President Nehls stated that there is no better candidate for this award than our own former director and insurance administrator Stuart Stultz. Stuart has dedicated not only his military career to the Wisconsin National Guard but the past twelve years as insurance administrator, promoting the benefits of the Wisconsin National Guard Insurance Program. He was looked to nationally as a mentor and leader in the State Sponsored Life Insurance Program. On nomination by President Nehls, and second from Treasurer Leckel, the board voted unanimously to award Stuart Stultz the WINGA Recognition Award. **131st Annual NGAUS Conference – Nashville, TN:** Time is flying and we are approaching the annual NGAUS Conference in Nashville, TN. The conference will be held at the Gaylord Opryland Resort. This is a one stop property and the go to place for the Opryland, General Jackson River Boat and Opry Mills Shopping Center. Over 2800 rooms are dedicated to our conference all under one roof. Dates are from September 10 – 14th. The Company Grade Mixer will be at the White Horse Saloon. States Dinner will be informal followed by an event at the "Opry." Wisconsin was number two in the hotel lottery and have the largest suit on the property for our hospitality suite. WINGA has 55 rooms reserved for our delegation. Five are potentials for chairs of the 2011 NGAUS Conference. Seven are programmed for Company Grade Officers attending Professional Development. The remainder is available to the WINGA general membership. **NGAUS 2011:** Hotels are beginning to clamor for contracts to commit rooms for the national conference. The Hyatt is our first and should be completed by the end of the month. **Director Elections:** The following units need to conduct elections and provide the results not later than April 15th to the WINGA Office: JF HQ – Army – MAJ Mathew Strub, 64th Troop Command – LTC Ricky Kappus, 157th Maneuver Enhancement Brigade – CPT Dan Hanson, Wisconsin Air Guard – Lt Col Frank Alvarez, and Retired Officer – Air – Lt Col Don Schuh (Elected by caucus at conference.)

59TH ANNUAL WINGA CONFERENCE: Conference is on track. Although all events are not solidified, numbers are less than expected but there an additional mailing is due later in the month. Discussion followed that Wisconsin is number one in the nation in membership, but less stellar in our communication with congress on issues of concern to NGAUS and the states. It was recommended that we set up a kiosk for members to “write to congress.” Conference events were adjusted to accommodate the lack of other events being held in conjunction with the WINGA Conference.

OLD BUSINESS: None

NEW BUSINESS: None

NEXT DIRECTOR’S MEETING: April 25, 2009 at the Holiday Inn, Manitowoc, WI.

The meeting adjourned at 8:20 p.m.



Ronald R. Wagner
Executive Director

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Treasurer’s Report

Treasurer's Report

Subcategory	Actual	Budget	Difference	
INCOME CATEGORIES				
000 - Checkbook Balance	\$ 7,814.20	\$ 250.00	\$ 7,564.20	3125.7%
102 - Dues WINGA, Inc.	\$ 2,387.00	\$ 4,500.00	\$ (2,113.00)	53.0%
107A - WINGA, Inc.	\$ -	\$ 104,429.00	\$ (104,429.00)	0.0%
110 - Miscellaneous Receipts	\$ 3,517.03	\$ 10,000.00	\$ (6,482.97)	35.2%
TOTAL INCOME CATEGORIES	\$ 13,718.23	\$ 119,179.00	\$ (113,024.97)	11.5%
EXPENSE CATEGORIES				
201B - Free First Year Dues	\$ -	\$ 200.00	\$ 200.00	0.0%
204 - NGEDA (NG Exec Dir Assoc)	\$ 957.83	\$ 2,000.00	\$ 1,042.17	47.9%
205 - NGA US National Conference	\$ 5,700.00	\$ 13,000.00	\$ 7,300.00	43.8%
206 - President's Expenses	\$ 654.52	\$ 2,250.00	\$ 1,595.48	29.1%
209 - Communicator	\$ 1,232.07	\$ 4,500.00	\$ 3,267.93	27.4%
210 - Printing	\$ -	\$ 700.00	\$ 700.00	0.0%
211 - Promotional Items	\$ -	\$ 1,200.00	\$ 1,200.00	0.0%
214 - Telephone Charges	\$ -	\$ 50.00	\$ 50.00	0.0%
215 - Postage & Envelopes	\$ 378.00	\$ 1,050.00	\$ 672.00	36.0%
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	\$ -	\$ 2,200.00	\$ 2,200.00	0.0%
221 - Bond Insurance	\$ 222.00	\$ 250.00	\$ 28.00	88.8%
222 - Office Supplies	\$ 115.48	\$ 600.00	\$ 484.52	19.2%
223 - Publications	\$ -	\$ 75.00	\$ 75.00	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	\$ -	\$ 600.00	\$ 600.00	0.0%
227 - Executive Director's Exp	\$ 923.84	\$ 3,000.00	\$ 2,076.16	30.8%
229 - WINGA Conference Expense	\$ -	\$ 1,000.00	\$ 1,000.00	0.0%
230 - Office Equipment/Furniture	\$ -	\$ 300.00	\$ 300.00	0.0%
232 - Utilities	\$ 1,108.13	\$ 1,200.00	\$ 91.87	92.3%
233 - Wisconsin Income Tax	\$ -	\$ 600.00	\$ 600.00	0.0%
234 - Elan Merchant Services	\$ -	\$ 550.00	\$ 550.00	0.0%
235 - Legislative Visit Wash DC	\$ 1,311.49	\$ 1,500.00	\$ 188.51	87.4%
236 - Committee Expenses	\$ 160.00	\$ 750.00	\$ 590.00	21.3%
237 - DSL Line	\$ 132.09	\$ 800.00	\$ 667.91	16.5%
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	\$ -	\$ 14,000.00	\$ 14,000.00	0.0%
400 - Salaries	\$ 7,156.80	\$ 48,044.00	\$ 40,887.20	14.9%
TOTAL EXPENSE CATEGORIES	\$ 23,562.25	\$ 119,179.00	\$ 95,616.75	19.8%
Difference Revenue vs Expenses	\$ (9,844.02)			

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