



WISCONSIN NATIONAL GUARD ASSOCIATION, INC.

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August 16, 2010

MINUTES OF THE WINGA BOARD OF DIRECTORS MEETING Sun Prairie, WI – August 11, 2010

Meeting called to order by President Nehls at 5:46 p.m.

Roll call showed the following:

President Nehls	Present	Director M. Hanson	Present
Executive Vice President Puttre	Present	MAJ Stoczynski ILO Director Cusick	Excused
Vice President Gault	Present	1Lt Murphy ILO Director Gruber	Present
Treasurer Eastman	Present	Director Alvarez	Excused
Secretary Hastings	Present	Director Ebben	Present
Executive Director Wagner	Present	Director Peterson	Excused
Director Van de Loop	Present	Director Hoistion	Present
Director Paterson	Present	Director Statz	Present
Director Oehler	Present	Director Dew	Present
Director Olesen	Present	Director Bensed	Present
Director Engeler	Present	Director Quist	Excused
Director Schmitz	Present	Director Yount	Present

Quorum established.

Others Present: Mike Williams, Insurance Program Administrator

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

Director Frank Alvarez, representing the Wisconsin Air Guard, and a member of the 128 Air Refueling Wing, has resigned his position as WINGA Director. The 128ARW must hold elections to fill his vacated position.

APPROVAL OF MINUTES: The April 24, 2010 Board of Director meeting minutes and were approved on a motion by Director Van de Loop and second by Director Bensed. Also, on a motion by Director Dew and second by Director Olesen, the minutes of the April 24, 2010 General Session of the Annual Conference were approved.

TREASURER'S REPORT: Treasurer Eastman presented the Treasurer's Report, highlighting Line Item 219 – State Conference, which is over budget by \$2,166 as a result of costs related to the conference food and beverage guarantees. Line Item 226 – WINGA Awards is over budget by \$212 and Line Item 229 – WINGA Conference Expense is over budget by \$2,987. Both of the excesses are related to the number of exhibitors attending the conference, i.e. plaques recognizing the exhibitors and costs related to tables, chairs, power and table skirting. Each exhibitor was offered price packages for their booth space which more than covered the above expenses. The revenue for these packages are accounted for under Line 110 – Miscellaneous Revenue. Director Engeler made a motion to approve the budget, which was seconded by Director Yount. President Nehls inquired if each command was required to provide a balance sheet of expenses vs. revenue from the conference? Executive Director Wagner stated that a balance sheet was provided by the Fighter Wing. The motion was approved.

PRESIDENT'S COMMENTS: NGAUS 2011 – President Nehls asked those present if they all had a specific responsibility for next year's conference. Attendees are expecting a "big show" because the standard was set back in 1998. A committee listing will be sent to the Executive Director by Treasurer Eastman, a GKO website is established. Eastman stated there is a significant need in the following areas: Operations, Security, Golf Outing and Protocol.

INSURANCE COMMITTEE REPORT: Mike Williams provided a report for the State Sponsored Life Insurance (SSLI) Program. Almost 60% of Information Technology upgrades are complete. Consultant estimates "going hot" with new data base in September. The Insurance Committee voted to not provide insurance beyond age 70 due to the risk and costs associated with the coverage. As of July 1st the program has processed twelve claims totaling \$239,340. These claims were for 6 guardsmen, 5 separated/retired and 1 dependent (average age of 39years old). Our paid claims for the same period in 2009 were \$130,382. This year's experience refund is \$37,792. The staff is working on implementing a new on-line banking service to include direct deposit payroll to become effective on 1 January 2011. Look for website enhancements which are coming soon, new insurance brochure, new "interactive" application form and beneficiary change form and emergency contact information. We enhanced our "No-Cost" program with recruiters to include new letters of instruction for recruiters & new recruits and provided a new "interactive" application form and DD Form 2558. We are preparing a questionnaire for distribution to separated/retirees in a future quarterly premium notice: Interest in receiving an electronic quarterly premium notice vs. printed and interest in paying premiums with alternative method instead of a check. President Nehls recognized Mr. Williams for the work he is doing with the program since it is the financial backbone of our operating budget.

EXECUTIVE DIRECTOR'S COMMENTS: WINGA 2009 Tax Return – Each Officer and Director was provided an electronic copy of the tax return for review. Director Bensed made a motion to approve the budget, which was seconded by Director Van de Loop. Discussion followed, about \$1,295 is due from the IRS; however, the amount will be credited toward WINGA's 2010 estimated taxes. Director Ebben identified that his address was in error. With this correction, the tax return was approved. NGAUS Awards – SSG Jason McDonough was selected to receive the Meritorious Service Certificate he is assigned to the Recruiting Command. The 115th Fighter Wing was selected to receive the Major General John J. Pesch Flight Safety Trophy. The Trophy will be awarded at the annual conference in Austin. 132nd NGAUS Conference – Final mailing has been made to all conferees. Attendance numbers are down a little from other years. Conflict of Interest Statements – Each Officer and Director was given the annual conflict of interest statements for review and signature.

OLD BUSINESS: Vice President Gault chaired an ad hoc committee to review the association's policy on paying the dues for deployed officers. The committee comprised of COL David Gault, Lt Col Frank Alvarez, Capt Dan Statz and CPT Angela Hoiston met at the 115th Fighter Wing on June 1, 2010.

Executive Director Ron Wagner provided data on WINGA expenditures for deployed members: 2010 - \$13,762, 2009 - \$1,601, 2008 - \$1,690, 2007 - \$4,201, 2006 - \$8,962, 2005 - \$6,231, 2004 - \$5,562

DISCUSSION: The committee discussed the possible justifications for continuing to pay dues and the fiscal impact on the association. It was the consensus of the committee that although paying the dues of deployed members is a nice thing to do, there really is not a financial need on the part of members and there is no value added to the association. The committee felt that this practice does not promote either recruitment or retention of members. The committee consensus was that the money could be better spent on promoting participation by junior members in NGAUS and WINGA. The committee also felt there is an expectation by members who have deployed this year, and as a result dues should be paid for members who deploy in 2010.

RECOMMENDATION:

1. Continue to pay dues for any qualifying member who deploys in 2010.
2. Discontinue the practice of paying dues for deploying members in 2011.
3. Budget funds in 2011 to promote participation by junior officers in NGAUS & WINGA such as paying convention costs for selected members.

A motion to discuss the committee findings was made by Vice President Gault and seconded by Director Statz.

- Separate the ranks to determine which population benefits from this (CGO vs. FGO)
- What are the mechanics from obtaining dues from deployed members? Is there an easier way to collect?
- Do not distribute rebate, apply toward deployed dues
- Air Force vs. Army benefit
- Finance committee meets in October, put in budget
- Approved for 2010 and will continue
- Lower ranking officers may not understand value of paying dues
- What is goal of organization? Does this drive up our membership?
- There is no benefit to Life members
- ILO paying dues, create a CGO scholarship to bring them to state conference
- Limited resources for a program with an uncertain demand

Motion to table discussion by Director Bensed, second by Director Oehler to Dec 1 and after Finance committee meets.

NEW BUSINESS: JFHQ Hall of Honor request to fund cake and beverages, approximate value of \$40-100. Motion to consider request by Director Hanson, second by Director Van De Loop, discussion determined that it would not be a favorable precedent for WINGA to fund and should come from another source. Motion fails by majority vote.

An emergency resolution was introduced by Director Statz. The resolution asks Combat Air Forces (CAF) Maintenance Representative to establish and revisit the core competencies and top five priorities. One concern is that Manpower is funded below 100% to maintain an aging fleet. There is concern that this has not been properly addressed in the maintenance communities. After discussion, the resolution was not introduced and was dropped.

NEXT DIRECTOR'S MEETING: Executive Committee meeting at JFHQ October 13, 2010 at 1000.

A motion to adjourn was made by Director Olesen and seconded by Director Dew. The motion carried and the meeting adjourned at 7:43 p.m.



Ronald R. Wagner
Executive Director

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1. Treasurer's Report
2. Conference Balance Sheet

TREASURER'S REPORT - AUGUST 2010

Subcategory	Actual	Budget	Difference	
INCOME CATEGORIES				
000 - Checkbook Balance	\$ 23,684.36	\$ 250.00	\$ 23,434.36	9473.7%
102 - Dues WINGA, Inc.	\$ 2,651.00	\$ 4,500.00	\$ (1,849.00)	58.9%
103 - 133rd NGAUS Conference	\$ 8,652.25	\$ -	\$ 8,652.25	0.0%
107A - WINGA, Inc.	\$ 90,000.00	\$ 94,774.00	\$ (4,774.00)	95.0%
110 - Miscellaneous Receipts	\$ 13,718.04	\$ 10,000.00	\$ 3,718.04	137.2%
TOTAL INCOME CATEGORIES	\$ 115,021.29	\$ 109,524.00	\$ 5,747.29	105.0%
EXPENSE CATEGORIES				
201B - Free First Year Dues	\$ -	\$ 100.00	\$ 100.00	0.0%
204 - NGEDA (NG Exec Dir Assoc)	\$ 2,302.25	\$ 2,000.00	\$ (302.25)	115.1%
205 - NGAUS National Conference	\$ 10,000.00	\$ 10,000.00	\$ -	100.0%
206 - President's Expenses	\$ 768.98	\$ 2,000.00	\$ 1,231.02	38.4%
209 - Communicator	\$ 3,321.73	\$ 4,200.00	\$ 878.27	79.1%
210 - Printing	\$ 585.13	\$ 500.00	\$ (85.13)	117.0%
211 - Promotional Items	\$ 759.00	\$ 1,000.00	\$ 241.00	75.9%
214 - Telephone Charges	\$ -	\$ 25.00	\$ 25.00	0.0%
215 - Postage & Envelopes	\$ 482.91	\$ 1,050.00	\$ 567.09	46.0%
216 - Corporation Filing Fee	\$ 10.00	\$ 10.00	\$ -	100.0%
217 - Bank Fees	\$ -	\$ 30.00	\$ 30.00	0.0%
218 - Liability Insurance	\$ 2,113.00	\$ 2,150.00	\$ 37.00	98.3%
219 - State Conference	\$ 7,166.05	\$ 5,000.00	\$ (2,166.05)	143.3%
220 - Director/Officer Meetings	\$ 1,220.29	\$ 1,600.00	\$ 379.71	76.3%
221 - Bond Insurance	\$ 222.00	\$ 225.00	\$ 3.00	98.7%
222 - Office Supplies	\$ 241.13	\$ 500.00	\$ 258.87	48.2%
223 - Publications	\$ 42.97	\$ 50.00	\$ 7.03	85.9%
224 - TAG Contingency Fund	\$ 2,000.00	\$ 2,000.00	\$ -	100.0%
225 - Tax Consultant	\$ 2,028.00	\$ 2,200.00	\$ 172.00	92.2%
226 - WINGA Awards	\$ 711.75	\$ 500.00	\$ (211.75)	142.4%
227 - Executive Director's Exp	\$ 2,141.49	\$ 3,000.00	\$ 858.51	71.4%
229 - WINGA Conference Expense	\$ 3,887.20	\$ 900.00	\$ (2,987.20)	431.9%
230 - Office Equipment/Furniture	\$ 136.59	\$ 200.00	\$ 63.41	68.3%
232 - Utilities	\$ 1,676.81	\$ 1,800.00	\$ 123.19	93.2%
233 - Wisconsin Income Tax	\$ -	\$ 100.00	\$ 100.00	0.0%
234 - Elan Merchant Services	\$ 626.17	\$ 900.00	\$ 273.83	69.6%
235 - Legislative Visit Wash DC	\$ 1,382.00	\$ 1,500.00	\$ 118.00	92.1%
236 - Committee Expenses	\$ -	\$ 250.00	\$ 250.00	0.0%
237 - DSL Line	\$ 503.50	\$ 800.00	\$ 296.50	62.9%
240 - Annual O-6 - O-8 Briefing	\$ 750.00	\$ 750.00	\$ -	100.0%
241 - Federal Income Tax	\$ -	\$ 400.00	\$ 400.00	0.0%
242 - Legislative Reception	\$ -	\$ -	\$ -	0.0%
243 - Contingency Fund	\$ 82.98	\$ 4,000.00	\$ 3,917.02	2.1%
250 - Awards Gifts & Grants	\$ 17,007.00	\$ 22,000.00	\$ 4,993.00	77.3%
400 - Salaries	\$ 21,997.38	\$ 37,784.00	\$ 15,786.62	58.2%
TOTAL EXPENSE CATEGORIES	\$ 84,166.31	\$ 109,524.00	\$ 25,357.69	76.8%
Difference Revenue vs Expenses	\$ 30,854.98			

2010 WINGA Conference - 115FW Madison									
Activity	Est. # Att	Attendance	@	SEED	Estimated Registration Income	Actual Registration Income	Expense	Balance	POC
WINGA Seed						\$12,264.80	\$0.00	\$12,264.80	Mara
Director's Dinner (Friday) "WINGA Pays"						\$269.23	\$269.23	\$0.00	Gray
Business Meeting - Break (Sat 1400-1600)	100	47	0	\$2,500.00	\$0.00	\$0.00	\$0.00	\$0.00	C. Green
Business Meeting - Audio Visual					\$0.00	\$0.00	\$2,015.00	(\$2,015.00)	"
Business Meeting - Buffet					\$0.00	\$0.00	\$2,168.47	(\$2,168.47)	"
Company Grade Lunch \$25/meal (Sat 1230-1400)	35	15	5	\$875.00	\$175.00	\$75.00	\$0.00	\$75.00	Statz
Warrant Officer Lunch \$25/meal (Sat 1230-1400)	15	16	5	\$375.00	\$75.00	\$80.00	\$0.00	\$80.00	Lynn Ryan
Retiree Lunch \$25/meal (Sat 1230-1400)	30	16	10	\$750.00	\$150.00	\$160.00	\$0.00	\$160.00	Gaedke
Command Post									B. Buhler
Signage									Philpot
Refund to WINGA									
Sub Total									
Protocol Officer									Van Roo
WINGA Volunteers Buffet Friday						\$0.00	\$356.11	(\$356.11)	B. Buhler
Hotel Contract Rooms - add ons						\$0.00	\$229.39	(\$229.39)	
Hotel Contract Meeting Rooms						\$0.00	\$0.00	\$0.00	
WINGA Volunteers Buffet Saturday						\$0.00	\$916.57	(\$916.57)	
Sub Total									
REGISTRATION (Set Up fees)						\$0.00	\$370.00	(\$370.00)	Hastings/Mara
\$10 Early Bird		86	10			\$860.00	\$0.00	\$860.00	
\$15 Regular or Walk-Ins		79	15			\$1,185.00	\$0.00	\$1,185.00	
Total Registrations		311							
Complimentary/Ignored Fee		39	-10			(\$390.00)	\$0.00	\$0.00	
Welcome Packet/Folders									
Promotion donations for Free Beer/Soda						\$940.00	\$703.25	\$236.75	
Cancellations/Refunds * Donations						\$340.00	\$0.00	\$340.00	
Sub Total									
GOLF OUTING	36	49	75	\$0.00	\$0.00	\$3,675.00	\$0.00	\$3,675.00	Olson
Greens & Cart Fees	36		75	\$0.00		\$0.00	\$4,578.99	(\$4,578.99)	
Awards Medals				\$0.00	\$0.00	\$0.00	\$169.00	(\$169.00)	
Sub Total									
ICE BREAKER	100	190	15	\$0.00	\$1,500.00	\$2,850.00	\$0.00	\$2,850.00	B. Green
Concourse Contact Rate	100	200	30		\$0.00	\$0.00	\$5,999.98	(\$5,999.98)	
Entertainment					\$0.00	\$0.00	\$500.00	(\$500.00)	
Booze/Soda						\$0.00	\$519.24	(\$519.24)	
Booze/Soda						\$0.00	\$416.96	(\$416.96)	
Decorations/nametags						\$0.00	\$268.96	(\$268.96)	
Beer						\$0.00	\$263.75	(\$263.75)	
Beer Glasses						\$0.00	\$312.80	(\$312.80)	
Snacks for Hospitality (Larry/Christina)						\$0.00	\$222.17	(\$222.17)	
Sub Total									
BANQUET	100	206	35	\$0.00	\$0.00	\$7,210.00	\$0.00	\$7,210.00	C. Buhler
Concourse Contract rate		210	45			\$0.00	\$8,469.11	(\$8,469.11)	
Programs						\$0.00	\$356.28	(\$356.28)	
Printing						\$0.00	\$259.47	(\$259.47)	
Complimentary meals	10	34	-35		\$0.00	(\$1,190.00)	\$0.00	(\$1,190.00)	
Decorations & Centerpieces						\$0.00	\$80.43	(\$80.43)	
Sub Total									
HOSPITALITY ROOMS Contract				\$0.00		\$0.00	\$1,600.00	(\$1,600.00)	B. Green
Child care-Friday night	40	3	10	\$0.00	\$0.00	\$30.00	\$43.01	(\$13.01)	
Child care-Saturday Night		5	10	\$0.00	\$0.00	\$50.00	\$63.00	(\$13.00)	Hastings/Mara
Child Care Fee						\$0.00	\$200.00	(\$200.00)	
Sub Total									
SPOUSE/GUEST ACTIVITIES									Hastings
FUNDRAISING				\$0.00					Parker
Advertising				\$0.00					
Letters (Solicit/Thank You)				\$0.00					
Stamps				\$0.00					
Exhibitors Booth and Regis. Fees						\$2,620.00	\$0.00	\$2,620.00	
Sub Total									
SPORTSMAN CLUB OUTING	35	26	10	\$0.00	\$175.00	\$260.00	\$0.00	\$260.00	Dziobkowski/Phillips
Club Fee	35			\$0.00	\$0.00	\$0.00	\$120.00	(\$120.00)	
Sub Total									
Post WINGA wrap-up meeting						\$0.00	\$200.00	(\$200.00)	
Bank Service Fee and adjustment						\$0.00	\$18.86	(\$18.86)	
Auction Items						\$109.90	\$0.00	\$109.90	Statz
Close Bank Account (Check to WINGA)						\$0.00	\$98.90	(\$98.90)	
GRAND TOTALS				\$4,500.00	\$1,685.00	\$31,788.93	\$31,788.93	(\$0.00)	Mara