



WISCONSIN NATIONAL GUARD ASSOCIATION, INC.

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March 14, 2011

MINUTES OF THE WINGA BOARD OF DIRECTORS MEETING Hyatt Regency, Milwaukee, WI – March 9, 2011

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

Roll call showed the following:

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

Quorum established.

Others Present: Mike Williams, Insurance Program Administrator, Mr Timothy O'Brian, Wisconsin Capital Management; LTC Steven Lewis, Host, 61st WINGA Conference

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

APPROVAL OF MINUTES: The December 1, 2010 Board of Director's meeting minutes and were approved on a motion by Director Schmitz and second by Director Engeler.

TREASURER'S REPORT: Treasurer Eastman presented the Treasurer's Report. An additional \$5,000 has been distributed to the 133rd NGAUS Conference Committee for a total of \$20,000 being loaned to the committee. He also noted postage and utility costs in his report. Both line items are slightly higher than projected. On a motion by Director Dew, and second by MAJ Stoczynski, the motion carried. As a side bar, President Nehls stated that the budget cuts discussed during the 1 Dec 2010 meeting were well received by all considering everyone needs to cut back and we are operating at or close to 2008 levels.

EXECUTIVE DIRECTOR'S COMMENTS: Membership The annual campaign, which started back in October, is rapidly winding down. Although behind last year we will once again reach 100% membership in NGAUS for the 31st consecutive year. This is an achievement that only one other state has been able to accomplish. Mississippi shares the number one spot with us. During the NGEDA Conference there was a great deal of discussion regarding the proposed change to NGAUS By-laws that would change NGAUS Active Life Memberships to NGAUS Retired Life Memberships once a soldier or airman retires. Active life memberships count against a state's annual

membership goal. This change would hit all states that have a significant numbers of active life memberships such as Wisconsin. We have over 400 active life memberships and this is a significant reason why we are able to maintain 100% membership. Retired Life Memberships are significantly less expensive than a active life membership and they do not count against a state's annual membership goal. NGAUS Awards: The call for awards has been sent out. In past years, Wisconsin has been a leader in nominations and awards recipients. The deadline is shortly after our state conference and nominees require the TAGs endorsement to be submitted. WINGA Recognition Award: Deferred by President Nehls to later in the meeting. 133rd Annual NGAUS Conference: Planning is ongoing with monthly meetings being conducted on the first part of every month. In fact, one was held just prior to this meeting with our Wisconsin chairs, NGAUS and other interested parties. Organizationally, things are on track, this month's *National Guard* magazine highlighted the conference and really complimented Milwaukee as a venue for the 133rd Conference. NGEDA Conference Highlights: In January we hosted the annual National Guard Executive Director's (NGEDA) Conference. It is during this conference that the Elected Officers, Executive Directors and Insurance Administrators from each state meet to network, train, and to visit the site of the following NGAUS Conference. A major objective is to select which hotel the state delegations will be staying in during the NGAUS Conference. Ironically, this was the first time Wisconsin has hosted the NGEDA Conference, even though it will be the second time we hosted the NGAUS Conference. In 1998, the NGEDA Conference was held in Baltimore, MD, but circumstances had Wisconsin stepping up to host the 1998 NGAUS Conference, which is still a benchmark for conferences. NGEDA was a great success with most states walking away happy with their hotel selections. Also, many contacts and commitments were made from exhibitors to attend the conference and provide sponsorship for the general conference and specific venues.

61st WINGA CONFERENCE: LTC Steve Lewis briefed the board regarding the conference weekend. The Hyatt has thirty-three rooms available on Friday and thirty-two on Saturday. Although a month and a half from the conference it is expected that these remaining rooms will go fast. The committee is looking at securing an additional block of rooms at the Double Tree. This year the committee will not be soliciting money from the major commands to cover conference costs. The Ice Breaker will have finger foods from 1830-2030 only with free beer, soda, and a cash bar for mixed drinks. The "Swing Crew" will provide entertainment during the Ice Breaker. The Business session is business casual for attendees. Association officers will be in Class A uniform and the Banquet will be a formal event with entertainment by "Magic Mike" and the 32d Band. Saturday afternoon is available for attendees to enjoy Milwaukee.

Break for dinner at 1805, reconvened at 1845.

INVESTMENT COMMITTEE REPORT: Due to the inclement weather in the Volk Field area, Chairman Smith was excused. Mr Timothy O'Brian, Wisconsin Capital Management, provided a thorough overview of the WINGA Investment Portfolio. The portfolio is averaging 7.7% return which is good considering many of the factors (unemployment, consumer debts, commodity prices, energy spike) contributing to the uncertainty in the market. Mr. O'Brian feels continued investing in stocks (vs. bonds) will ensure a positive return on the portfolio in the future.

INSURANCE REPORT: COL Mike Williams (Ret) and COL Matt Dew (Ret) presented the insurance report, see attachment 2. A concern that was brought up during the meeting, just informational at this time—no action—is the availability of funds if there are multiple claims. One of the benefits is the payment within 24-hours and given the financial resources that are available on a given day, the insurance program could not meet this stated benefit. We will have a more in-depth discussion on this at a future meeting.

OLD BUSINESS: One nominee for the WINGA Recognition Award was presented to the directors. The nominee, Ms Linda Hughes of Cambria was approved by the board on a motion by Vice President Gault and a second by Director Oehler. See attachment 3.

NEW BUSINESS: Three issues were discussed by the board. The www.ngaus.org has an excellent membership video that can be shown to your unit members. The second item regarded the Legislative Alerts that NGAUS sends out for states to "Write to Congress". Although Wisconsin is number one in membership we rank about thirteenth nationally in this category. The WINGA office has about 150 civilian emails and this action team has done an awesome job. As a state we can do better. We need the civilian email addresses of our membership. As directors,

the board members are critical to us obtaining these addresses. Please place an emphasis on this in your organizations.

NEXT DIRECTOR'S MEETING: April 30, 2011, 8:00 am, Milwaukee, WI.

A motion to adjourn was made by Director Dew and seconded by Director Hanson. The motion carried and the meeting adjourned at 8:15 p.m.



Ronald R. Wagner
Executive Director

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1. Treasurer's Report
2. Insurance Report
3. WINGA Recognition Nomination

March 2011 - Treasurer's Report

Subcategory	Actual	Budget	Difference	
INCOME CATEGORIES				
000 - Checkbook Balance	\$ 12,591.91	\$ 250.00	\$ 12,341.91	5036.8%
102 - Dues WINGA, Inc.	\$ 1,630.00	\$ 4,500.00	\$ (2,870.00)	36.2%
103 - 133rd NGAUS Conference	\$ -	\$ -	\$ -	0.0%
107A - WINGA, Inc.	\$ -	\$ 79,962.00	\$ (79,962.00)	0.0%
110 - Miscellaneous Receipts	\$ 6.00	\$ 10,000.00	\$ (9,994.00)	0.1%
TOTAL INCOME CATEGORIES	\$ 1,636.00	\$ 94,712.00	\$ (92,826.00)	1.7%
EXPENSE CATEGORIES				
201B - Free First Year Dues	\$ -	\$ 100.00	\$ 100.00	0.0%
203C - Dues Overpayment	\$ 6.00	\$ -	\$ (6.00)	
204 - NGEDA (NG Exec Dir Assoc)	\$ 741.27	\$ 2,000.00	\$ 1,258.73	37.1%
205 - NGAUS National Conference	\$ -	\$ 10,000.00	\$ 10,000.00	0.0%
206 - President's Expenses	\$ 165.95	\$ 2,000.00	\$ 1,834.05	8.3%
207 - 133rd NGAUS Conference	\$ -	\$ -	\$ -	
209 - Communicator	\$ 1,248.52	\$ 4,700.00	\$ 3,451.48	26.6%
210 - Printing	\$ -	\$ 400.00	\$ 400.00	0.0%
211 - Promotional Items	\$ -	\$ 800.00	\$ 800.00	0.0%
214 - Telephone Charges	\$ -	\$ 25.00	\$ 25.00	0.0%
215 - Postage & Envelopes	\$ 772.58	\$ 1,050.00	\$ 277.42	73.6%
216 - Corporation Filing Fee	\$ -	\$ 10.00	\$ 10.00	0.0%
217 - Bank Fees	\$ -	\$ 30.00	\$ 30.00	0.0%
218 - Liability Insurance	\$ -	\$ 2,150.00	\$ 2,150.00	0.0%
219 - State Conference	\$ -	\$ 5,000.00	\$ 5,000.00	0.0%
220 - Director/Officer Meetings	\$ -	\$ 1,600.00	\$ 1,600.00	0.0%
221 - Bond Insurance	\$ 222.00	\$ 225.00	\$ 3.00	98.7%
222 - Office Supplies	\$ 107.56	\$ 450.00	\$ 342.44	23.9%
223 - Publications	\$ 44.00	\$ 50.00	\$ 6.00	88.0%
224 - TAG Contingency Fund	\$ -	\$ 1,000.00	\$ 1,000.00	0.0%
225 - Tax Consultant	\$ -	\$ 2,200.00	\$ 2,200.00	0.0%
226 - WINGA Awards	\$ -	\$ 500.00	\$ 500.00	0.0%
227 - Executive Director's Exp	\$ 27.54	\$ 3,000.00	\$ 2,972.46	0.9%
229 - WINGA Conference Expense	\$ -	\$ 900.00	\$ 900.00	0.0%
230 - Office Equipment/Furniture	\$ 25.31	\$ 250.00	\$ 224.69	10.1%
232 - Utilities	\$ 1,020.79	\$ 1,800.00	\$ 779.21	56.7%
233 - Wisconsin Income Tax	\$ -	\$ 100.00	\$ 100.00	0.0%
234 - Elan Merchant Services	\$ -	\$ 900.00	\$ 900.00	0.0%
235 - Legislative Visit Wash DC	\$ -	\$ 1,500.00	\$ 1,500.00	0.0%
236 - Committee Expenses	\$ -	\$ 200.00	\$ 200.00	0.0%
237 - DSL Line	\$ 74.30	\$ 900.00	\$ 825.70	8.3%
240 - Annual O-6 - O-8 Briefing	\$ -	\$ 250.00	\$ 250.00	0.0%
241 - Federal Income Tax	\$ -	\$ 100.00	\$ 100.00	0.0%
242 - Legislative Reception	\$ -	\$ -	\$ -	0.0%
243 - Contingency Fund	\$ -	\$ 4,000.00	\$ 4,000.00	0.0%
250 - Awards Gifts & Grants	\$ -	\$ 8,000.00	\$ 8,000.00	0.0%
400 - Salaries	\$ 6,381.10	\$ 38,522.00	\$ 32,140.90	16.6%
TOTAL EXPENSE CATEGORIES	\$ 10,836.92	\$ 94,712.00	\$ 83,875.08	11.4%
Difference Revenue vs Expenses	\$ (9,200.92)			

SSLI Insurance Program Report March 2011 WINGA Board Meeting

1. In 2010, 354 new or increased insurance policies were underwritten (40 in 2009). We also had 156 new or increased spouse/dependent added to our insurance program (22 in 2009).
2. In 2010, we had 17 death claims totaling \$332,618. This is the highest amount since 2005 when we had 23 claims totaling \$462,130. 2010 claims included 8 Guardsmen, 8 separated/retired and 1 dependent.
3. Lisa Howard was selected as the new SSLI Office Manager. Lisa has worked in the insurance office for nine years. Lisa replaced Doris Gernetzke who will continue to work in the insurance office in a different capacity.
4. Joyce Riemer will retire as a member of the Insurance Office team effective 22 April 2011. Joyce has been a loyal and dedicated employee for the past 29 years.
5. Colonel Mike Williams (Ret), State Insurance Administrator, was elected to a five year term on the Payroll Deduction Coordinating Board (PDCB). The 5 member PDCB is responsible for coordinating the payroll deduction system for SSLI insurance premiums between the Defense Finance and Accounting Services (DFAS) and the 54 States and Territories who participate in the SSLI program. PDCB meeting in April in Indianapolis to tour DFAS.
6. No cost program is working satisfactorily. We had 1,395 policies on 31 December 2010 compared to 1,222 on 1 January 2010 (+14% increase).
7. The updated data base is discovering many policies which previously lapsed but were not purged from the system. Most of these accounts were soldiers/airmen who separated from the Guard and did not keep their policy active. The updated data base system is providing more reliable, accurate and trustworthy information.
8. We have finalized plans with USPFO to increase premiums on soldier/airmen's birthdays and not require a DD 2558.
9. According to G1 Staff, annual SRP's are in jeopardy of being cancelled because of projected funding cuts. Annual records review would revert back to the units.
10. Militia Insurance Trust (MIT) meeting in Milwaukee on 14 May. We receive our Experience Refund at that time.

WINGA Recognition Award nomination of Linda Hughes and Rascals & Rockers Day School

I would like to nominate Linda Hughes from Cambria, WI. Linda is the owner of Rascals and Rockers Day School and the most patriotic and humble supporter of troops I have ever met. Soon after 9-11, Linda reflected back to the days of the draft and hoped the country would never have to rely upon it again. With the country facing war again, she wanted to pay tribute to those who serve and thank them for their efforts in keeping the United States safe and free. On September 13, 2001 she started "A Case of Caring and Sharing" out of her day care center. On that day she sent out 40 boxes to members of the military, recognizing their service to country..

Since that time, she has sent over 18,000 packages to those serving in the military. Her cause is unique and is named because each package includes a pillow case. Each box has a note from Linda informing the recipient who sponsored the box. Each and every WI Ntl Guard unit has been touched by Linda and her efforts. She not only cares for those deployed, she cares for the families who remain at home. When I called Linda last Monday, she was jetting out the door to take a package to a Waupun woman who has two small children, a package to help comfort her because her husband is deployed. She also calls dozens of spouses of deployed soldiers on a weekly basis, making sure they are doing fine and asking them if they need anything.

Linda geared up her effort after her cousin; CW2 Joshua Scott was killed on May 26, 2004. Through conversation with JFHQ, the idea of a Salute to the Troops Christmas Tree in the Governors home in Madison was discussed and decided. That first year, Linda traveled to Madison with a box containing about 25 snowman ornaments; one for each service member Wisconsin has lost. In 2010, the box contained 153 ornaments, all from Linda. Linda started with snowmen as she received thousands of letters from those deployed stating they miss snow the most. Linda now finds ornaments that reflect the lost service members past, occupation, or area they were raised, so the Salute to the Troops Tree hosts a great variety of ornaments.

Linda has volunteered thousands of hours, packing, mailing, fund raising, and writing, to ensure the 18,000+ packages get out. Linda is a member of the Cambria Legion Auxiliary and has served as Chaplain. Linda spends countless hours maintaining a data base of addresses for troops, deployed or state-side. In the past six weeks, she has sent out 300 boxes at a cost of \$5,000.000. These boxes contain beef jerky, soups, gloves, books, and of course a pillow case.

She has been a keynote speaker at Memorial Day's, coordinates the placement of hundreds of flags for cemeteries, speaks about patriotism in schools, participates in numerous Veterans Day programs, and each year on 9-11 she host a remembrance program. She has written poems for fallen soldiers and is the first to call families and offer her support.

Linda stated this, "I prayed and made a deal with God. As long as I have my health and financial support I will undertake this task for the duration of time. We have only run out of funds twice and the bank covered the overdraw penalty."

Linda Hughes is the picture of patriotism and is everything we want to see in an American.