**National Guard Association of South Dakota**

**Executive Council Meeting**

**1000 CST, 7 February 2019**

**Ramkota Hotel, Pierre, SD**

**Call to Order President Bambas**

**Pledge of Allegiance**

**Roll Call Secretary Van Klompenburg**

* Roll call was conducted with 19 executive council members present. Quorum was met.

**Old Business**

**Insurance Report David Burr**

* David Burr unable to attend today’s meeting. Report given by Quenten Johnson on behalf of David Burr.
* As of December 31, 2018, the National Guard Insurance Program had a checking account balance of $158,626.47.
  + 298 members were insured under Basic Life
  + 155 new policies were gained in November and December under the Enhanced Program
    - 6 units were briefed in November (David Burr and Cory Starr, together)
    - 15 units were briefed in December (separately)
    - 2 briefings will occur in Feb and 2 in March.
  + 35 Basic Life policies were lost. Of those five were Retiree’s that turned 65. The remaining cancelled their policy or left the Guards and did not keep their policy.
  + Monthly fees for the Basic Policies in December was $1,028.49. Based on policies gained in November and December, monthly fees will be increasing.
  + Additional fees of $25 per each Enhanced Policy sold. With 155 Enhanced Policies, will potentially see an additional $3,875. It takes approximately three months for the underwriting of policies; thus, fees will be seen in March/April time frame.
* Several policies were paid out in 2018, for a total of $26,000 in benefits to beneficiaries.
  + Stressed the importance of having accurate beneficiaries on file to avoid the insurance company paying the benefits “to the estate of…”.
* Last year, the Insurance program paid $6,000 to each Association.

**Approval of Minutes President Bambas**

* Motion was made for approval of minutes by Murray Thompson and seconded by Kevin Curley. Motion passed.

**Treasurer’s Report Treasurer Mulder**

* The new budget year began on July 1, 2018, and the Association remains with budget.
* Income:
  + $6000 from the insurance trust.
  + ~$10,000 collected for state dues.
  + ~$15,000 collected for national dues.
  + ~$8,000 from NGAUS national office for early bird rebate.
* Operational expenses:
  + On budget this year.
* Special projects:
  + Support of the South Dakota National Guard Youth Camp. Last year, approved to give up to $10,000 to help cover costs of camp. So far, $4,000 has been paid to the camp with $6,000 remaining to be dispersed.
  + Per QJ, the $10,000 covered all expenses except for $212. QJ was asked by the FVG if NGASD would cover the remaining costs.
* Taxes and nonprofit fee with state were completed.
* Overall accounts:
  + ~$50,000 in checking and savings
  + ~$23,000 in in CDs
  + ~$40,000 in state life account
  + ~$110,000 total
* $15,000 to be sent to NGAUS for national dues.
* Line item 4 for Dining Out costs
  + Currently budgeted for $1750 for Dining Out costs. Is traditionally used to pay for legislatures to attend Dining Out.
  + The money is dispersed into the TAG’s Dining Out fund, however this fund has had ample money available to cover the costs of the Dining Out, and the money is returned to the Association’s general fund at the completion of the event.
  + Discussion to keep this as a line item and budgeted item, but to have a discussion prior to Dining Out to see if the TAG needs the money to fund the Dining Out that year versus providing the money only to have it reimbursed back.
* Discussed creating an investment committee to provide advice on how to direct Association money and investing.
  + Discussion was tabled until after insurance program is figured out.
* Motion was made for approval of treasurer’s report by Kevin Miller and seconded by Allen Godsell. Motion passed.

**Membership Report Cody Becker**

* For TY19, the state’s membership goal is 529, based on total end state with a 7.8% attrition rate.
  + Currently at 66%, or 348 officers who have paid dues.
    - In TY18, we were at 53%, and in TY17 at 69%
  + Current MACOM percentages
    - JFHQ: 48% (49 paid out of 102)
    - RSG: 60% (89 paid out of 148)
    - RTI: 71% (10 paid out of 14)
    - MEB: 75% (131 paid out of 174)
    - Air Guard: 76% (69 paid out of 91)
* Next membership target is March 31, for which our current membership percentage is used for a 5% rebate. The higher our membership percentage, the more money our association will receive back. Last year at March 31, we were at 75%. Goal this year is to be at 80+%.
* There is proposal at the national level to update/restructure the annual dues. Pending adoption at the 141st General Conference in Denver, dues will be updated to:
  + CGO W01-CW3, O1-O3: $40
  + Field Grade CW4, CW5, O4-O6: $80
  + Flag Officers: $130
* Discussed completely automating due payments through Paypal.
  + 80-85% of members are paying their dues through Paypal.
  + NGAUS now has an automated program that the state associations can opt in/opt out of.
    - NGAUS would collect national and state dues and then send state dues back to state quarterly or biannually
    - NGASD would not be changed 3% Paypal fee
    - Benefit is that dues would be automatically tracked.
  + Will discuss further in New Business to fully automate due payments through PayPal. If approved, will bring to the general body for discussion and vote.
* Motion was made for approval of membership report by Chad Wika and seconded by Kevin Hoxford. Motion passed.

**Executive Direct Report Quenten Johnson**

* National Capital Summit
  + Sent Emily Van Klompenburg and Jake Vissia to the National Capital Summit last summer.
* Industry Day
  + Attended Industry Day in December 2018.
  + Used to interact with potential sponsors and grow corporate sponsorship
  + Appears to have minimal time for EDs to interact with industry members again, QJ plans on going another year to see if it is valuable. Will report back to the Executive Council with his recommendations next year.
* NGEDA
  + Attended NGEDA in January 2019 in Denver.
  + Good introduction to being ED. Learned more about the insurance program, membership program, insurance program for technicians, accidental death and dismemberment program for NGASD/EAGUS can enroll in.
  + Accidental death and dismemberment program NGASD/EAGUS can enroll in
    - Unsure if NGASD has been processing Voya claims. Instituted in 1998.
    - Need to submit claim for all members that have passed since 1998
    - Working with Dave Burr.
* Mid-Winter in 2019 and 2020
  + Museum curator, Sonya Johnson, is asking for help cleaning up after Mid-Winter meeting.
  + Sonya re-enlisted into the Army National Guard and is deploying with the 152nd CSSB.
  + For next year’s meeting, NGASD is welcome to use the museum, however it will be up to NGASD to set up and clean up the museum afterwards.
  + Discussion on where to hold Mid-Winter meeting next year.
    - Will table discussion and explore options.
  + Motion to approve Jake Vissia, second Joelle Mulder. Motion approved.

**Corporate Membership Report David Larson**

* David Larson unable to attend today’s meeting. Report given by Quenten Johnson on behalf of Dave Larson.
* This year, NGASD has four Gold Members and three Bronze Members. Our Gold Membership has increased from one in 2017.
* Please continue to promote our membership to South Dakota driven businesses and give them the opportunity to network and advertise within our organization.
* Accessing businesses in the major communities in South Dakota is where we need to focus our corporate membership energy. Mr. Larson has been working with other business leaders within these communities that are also NGASD members to help increase our organization membership. The following individuals has been assisting in this process
  + Nick Dupont – Dupont Real Estate, Rapid City, SD
  + Paul Giovanetti – State of South Dakota, Pierre, SD
* If you have business leads, please send their names and numbers to Mr. Larson so he can reach out to them.
* Motion to approve by Kevin Miller. And Kevin Curley seconded. Motion approved.

**Retiree Report Jerry Duba**

* Ray Henderson passed away in January 2019.
* Getting ready for state conference, working with Mike Fry on agenda for state conference.
* Will be sending out email for retirees, ~500 on email list.
* Motion to approve Allen Godsell, seconded by Josh Lien. Motion approved.

**Insurance Trust Discussion**

* Discussed proposals for Insurance Program Disbursement
  + No motion needs to be made as of now. As the Executive Council we will voice our opinion, input, and recommendations to the Insurance Program, but Insurance Trust Board will make decision.
  + Two courses of action were developed between the enlisted and officer associations and then presented to both associations. Each association will recommend a course of action to the insurance trust board, but the ultimate decision will remain with the Insurance Trust Board.
  + Course of Action #1
    - Keep $50,000 in account to cover administrator costs.
    - Pay each Association $50,000 ($100,000 total) for use for their needs.
    - At the end of each quarter, pay out new accessions ($25.00 signups for new enhanced policies) and split 75/25 (Enlisted/Officer) between Associations (starting March 2019).
    - At the end of the Fiscal Year, divide experience refund and return fees equally between the two Associations down to the $50,000 operating budget.
  + Course of Action #2
    - Maintain an operating budget of $50,000 in the account to cover administrator costs.
    - Distribute $10,000 into the CW2 Darren R. Mallow Scholarship account (one time only) as to fully fund the scholarship to make it available yearly.
      * Please see Scholarship Discussion for more information.
    - Pay each Association $50,000 to use for their needs (as approved by the board, one time only)
    - At the end of each quarter, pay out new accessions ($25.00 signups for new enhanced policies) and split 50/50 between Associations (starting March 2019)
    - At the end of the Fiscal Year, divide experience refund and return fees equally between the two Associations down to the $50,000 operating budget.
  + Of note, the Associations will no longer receive an “Experienced Refund” with both of these COAs. FY19’s Experienced Refund was $6000.
  + NGASD Executive Council is in favor of COA #2. President Bambas will discuss with SDNGEA President, and then bring forward to NGASD member body.
  + The chosen COA will be presented at the next NGASD Insurance Program meeting held in March 2019.

**Scholarship Discussion**

* Currently the CW2 Darren R. Mallow Scholarship does not have enough money at this time for disbursement. With distribution from the insurance program, the seed money will increase to a relatively self-sustaining scholarship of $500 yearly (~$13,000).
* Goal is to increase scholarship to $500 to make scholarship more marketable to students.
* Warrant officer association have made a commitment to fundraising every year to continue to add to the scholarship seed money.
* If $10,000 was received from the Insurance Program disbursement (please see Insurance Trust Discussion), the funds would be used in the following ways.
  + ~$8,000 would be used as seed money to distribute $500 scholarships after the money matures from the community scholarship fund.
  + ~$3,000 would be used for immediately scholarship disbursement.
* Discussed NGASD adding additional funds ($11,000 – number from Community Scholarship Fund meeting from last fall) to the Mallow Scholarship to match what may potentially come from the Insurance Trust Disbursement to make the scholarship more robust.
  + Unable to adjust 2019 scholarship disbursement but will be able to impact 2020 scholarship.
  + Need to consult with Kelly Nelson (from Community Scholarship Fund) for further information regarding needed funds.
  + May not have information from Community Scholarship Fund or Insurance Trust Board immediately, thus will charge the President to set up an emergency meeting to develop a decision for the scholarship in the summer/next fiscal year.

**Bus to NGAUS Discussion**

* Both North Dakota and Nebraska Officer’s Association expressed interested in sharing a bus with South Dakota to get to Denver. Original discussion included starting bus in Fargo with pick-ups along I-29 down to Omaha, then across Nebraska to Denver; and a second bus moving south on the west side of North and South Dakota.
* Preliminary Bus Estimates
  + ~$8,000 for a 55 pax bus from Sioux Falls, to Rapid City to Denver. Unsure of additional fees (i.e. bus driver fees, per diem, hotel)
  + ~$4,000 for a 55 pax bus from Rapid City to Denver in one estimate, but the remaining were ~$8,000.
  + Some RFIs are still out, but so far estimates are consistent.
* Considered requesting additional funds through NGASD to assist with cost of bus or charging more for bus per rider.
* Will need to do heavy recruiting before and during state conference to get commitments to ride the bus. Projecting that a final commitment to ride a bus would be needed by beginning of June.
* Propose a motion for a one-time funding from NGASD to help cover the cost of a bus to Denver for $5,000 to $10,000.
  + Discussion:
    - Concern that if only $5,000 was given, that the remaining funds would have to be seen sooner versus later to lock in a bus. Discussion to either fully fund the bus or not fund it at all.
    - Add some sort of registration fee for riding the bus, so the participant has “some skin in the game”.
    - What is the goal of funding a bus; to increase participation by the younger officers at the national level?
    - Benefit of bus would be comradery throughout ride to Denver.
    - If we get so many commitments from NGASD members, but still have seat remaining, we could then reach out to North Dakota an offer those seats to them to ensure the bus is filled.
    - Will the bus be for Junior Officers or Field Officers as well?
    - Make it a “challenge” for NGASD and if 55 people commit to attending, then NGASD will pay for the bus?
    - NGASD invests money into the Junior Officer’s every year, if we as a body believe the national conference is an important developmental activity attend, NGASD should consider funding transportation this year due to proximity of the conference?
    - Will need to bring forth motion and discussion to fund a bus to the main body.
    - Who takes priority for riding the bus? Junior officers have first rights up to a certain date, and then anyone can sign on? Junior officers have a reduced fee compared to other members? When would the date be? The end of the conference?
      * Depends on when the bus needs to be committed by?
    - It costs $45 per day to park a car at the hotel in Denver.
  + Will bring motion to the floor in New Business to budget $8,000 to $10,000 for a bus that leaves from Sioux Falls to Rapid City to Denver, with a $50 per person fee to ride the bus, with final registration date of May 1, 2019.
  + Motion proposal revised to: In order to increase junior officer participation at the national convention, NGASD will upfront put a line item number from the budget for $8,000.
    - Discussion:
    - Due to unclear pricing at this time, reword motion for “up to $10,000” instead of $8,000.
  + Motion proposal revised to: In order to increase junior officer participation at the national convention, NGASD will upfront put a line item number from the budget for up to $10,000.
    - Discussion:
    - If it costs $50 per person to ride, and we assume 40 pax will take the bus, NGASD will be spending up to $10,000 to recoup $2,000 from the participants.
    - As details are not firm in this discussion, will ask Jake Vissia to present full proposal at the first business meeting at the state conference.
    - This detail presentation will not take place if the general body is not in agreement to explore funding a bus at this afternoon’s meeting.
    - Is there a cut off go/no go for participants?
    - What would be the exact dates for the bus leaving and coming home?
  + Motion to be brought forward during new business.

**New Business**

**64th NGASD Conference Mike Fry**

* The 64th Annual State Conference will be held April 25-27 at the Holiday Inn City Center in Sioux Falls. A block of rooms is available until March 26, 2019.
  + Registration available online
* Thursday Night
  + A local craft beer “Grand Slam” brewed by our own Soldiers and Airmen at Heartland Brewing Co will be served in the hospitality room.
* Friday Morning
  + Childcare will be provided both Friday and Saturday
  + Speed mentoring opportunity lead by Carol Jordan from Army National Guard.
  + Retiree meeting
  + Spouse activities for both women AND men
  + Jenny Evans from TEDx stage
    - Blogger for the Huffington Post
    - Holds a BS in Kinesiology with an emphasis on Psychology from U of M.
    - Group Fitness Instructor for over 20 years
    - Corporate client list includes Yale School of Management, AT&T, Comcast, Nationwide, Procter & Gamble, Target, and many other Fortune 500 companies
  + Opening Ceremony will follow Jenny Evans presentation
  + Lunch will be through local favorite food trucks available just off hotel property (members expense)
* Friday afternoon business sessions
* Friday evening
  + Support your favorite baseball team by wearing your team’s jersey or uniform.
  + “Heavy” hors d’oeuvres will be available.
  + Casino games with prizes
  + Hypnotist, Kellen Marson
* Saturday morning
  + Company Grade Officers breakfast
  + Second business session
* Saturday afternoon
  + Golf Tournament: Information available at registration
  + Brew Pub Poker Run: Walk or ride a Sip-n-Cycle (weather permitting) to several breweries in downtown Sioux Falls to collect your poker hand. $20 to participate with a full payout of funds collected for prizes
  + Downtown Scavenger Hunt: Family friendly free scavenger hung around downtown landmarks/restaurants
  + Texas Hold ‘em and Cornhole Tournaments. Buy-in with 100% payouts awarded to winners
* Saturday Evening
  + Business casual dress, picnic-style full meal, and brief awards ceremony. Will end early enough to give attendees the change to experience downtown Sioux Falls or socialize in the hospitality room.

**Website Update Rebecca Trygstad**

* Rebecca Trygstad is unavailable to attend meeting
* In late January 2019, the NGASD website went down for about two weeks where members could not pay their dues. It is not back in working order.
* Discussion over if NGASD is going to have a website, it needs to be maintained and updated regularly with pictures, lots of information regarding the organization and committees within.
* Looking for someone to be a Webmaster. Currently, this position is only a content manager who works with a web developer. Webmaster/content manager is a position that serves at the pleasure of the board.
  + May want to consider having three people working on the website to ensure website is kept up to date.

**Call for By-Law Changes President Bambas**

* Possible By-Law Changes by Credentialing Committee
  + This committee ensures all members present at meetings are in good standing with the organization (i.e. has paid their dues).
  + Typically, this is not a problem and the membership chair works with the credentialing committee to ensure all members are in good standing. However, when it comes to awarding scholarships, there has been times when a child of a guardsman receives a scholarship, but the guardsman has not paid their annual dues.
  + May want to consider having credentialing committee and scholarship committee work closely or make the credentialing committee more robust.
  + May consider changing language in constitution in April at state convention. Request that Kevin Curley work with QJ to begin process to make appropriate change.

**Call for Nominations Ben Smetana**

* Ben Smetana is unable to attend today’s meeting.
* No nominations for Second Vice, Secretary, or Treasurer at this time.

**Other New Business**

* **Mallow Scholarship Kevin Miller**
  + Motion was made that NGASD donate $5,000, one time, for the CW2 Darren R. Mallow Scholarship, to make the scholarship self-sustaining by Kevin Miller.
  + Discussion:
    - Is the purpose of this donation for immediate dispersal, or to add to the endowment and allowed to grow so the scholarship will be given off of the interest earned?
    - Increase the donation to $10,000?
    - What is our return on investment? No financial returns are seen; however, scholarships are one way that NGASD shows an added benefit for its members.
    - $11,000 would allow for immediate dispersal of a $500 scholarship next year, as well as making the scholarship self-sustaining.
    - There is a means to make the scholarship self-sustaining within the next year through the Insurance Program money dispersal. However, unsure of when/if that will occur.
  + Quenten Johnson seconded the motion.
  + Discussion:
    - Could we increase the donation to $10,000 right now versus waiting for Insurance Program disbursement?
  + Kevin Miller rescinded the original motion and submitted the following motion: that NGASD donate $10,000, one time, for the CW2 Darren R. Mallow Scholarship to make the scholarship self-sustaining.
  + Discussion:
    - Current motion would allow for immediate dispersal of the scholarship next year.
    - This $10,000 would be solely from NGASD, with the potential of having another $10,000 for the endowment from the Insurance Program disbursement.
    - Adding $10,000 to the endowment would allow for a $500 scholarship dispersal next year.
    - Warrant officers are planning on adding to the endowment every year. Warrant are planning $100 this year, but not yet voted on. They meet next week and will discuss adding to the scholarship every year.
    - What is the end goal for this scholarship? And when? A discussion to be had in future years after the scholarship has been jumpstarted.
    - Point of clarification, $11,000 would be needed for the endowment to allow for immediate dispersal of the scholarship.
  + Kevin Miller rescinded the second motion.
  + Kevin Curley submitted a motion: the NGASD donate $11,000, one time, for the CW2 Darren R. Mallow Scholarship to make the scholarship self-sustaining with disbursement to start in 2020.
  + Discussion:
    - Current, $2,700 is in the scholarship fund/endowment.
    - How will this affect the NGASD budget. At the end of the year, NGASD has an income of $20,000-$30,000. But NGASD has ~$110,000 available in all assets. Treasure does not feel that this one-time donation will significantly impact the upcoming years’ budget.
    - Disbursement is up to scholarship committee, but the intent is to disperse $500 next year (2020). If insurance money comes through, then scholarship committee can increase the number of scholarships or scholarship amount.
  + Motion seconded by Jerry Duba.
  + Motion passed. Proposal will be brought to general body.
* **Investment Committee Quenten Johnson**
  + Motion to establish an ad-hoc investment advisory committee to research how to better invest our funds.
  + Motion was made by Quenten Johnson and seconded by Kevin Curley. Motion passed.
* **Membership Cody Becker**
  + Will update membership process and make the membership renewal and payments completely online via Paypal for FY2020 to eliminate cash and checks.

**Adjournment President Bambas**

* Motion to adjourn by Chad Wika and seconded by Kevin Curley. Motion passed and meeting adjourned at 1300.

**Submitted by: Approved by:**

**Emily Van Klompenburg Shawn Bambas**

**1LT, SDARNG CW5, SDARNG**

**Secretary President**