

Montana National Guard Association
PO Box 6683
Great Falls MT 59406

MINUTES OF MEETING OF BOARD OF DIRECTORS

HELD: 30 June 2003

A meeting of the Board of Directors and Officers of the Montana National Guard Association was held at 1415 hours on 30 June 2003 at the Dearborn Inn, Dearborn Montana. The following persons were in attendance:

LTC Bryan Fox, Chairman of the Board
LTC John Swanson, Vice Chairman
LTC Steve Mehring, President
LTC (ret) John Nugent, Director
MAJ Tim Lincoln, Director
MAJ Buel Dickson, Director
MAJ Pat Nugent, Director

OLD BUSINESS / REPORTS

CALL TO ORDER / APPROVAL OF MINUTES: The meeting was called to order by LTC Fox. A motion by LTC Swanson was made to approve the minutes with minor corrections. Seconded by MAJ Nugent. LTC Mehring will make the corrections before publishing on the MTNGA web site. Approved unanimously.

FINANCIAL REPORT: LTC Ireland was unable to attend, so a budgetary review was not presented. LTC Mehring reported that there is \$24,630.60 in the checking account. He has a deposit of \$264.00 in member dues pending and a check to NGAUS for \$4769.00 to wrap up the bulk of the 2003 dues payments outstanding. This will bring the balance to \$20,125.60.

MEMBERSHIP REPORT: LTC Mehring reported that the current membership is 337 out of 458 officers paid for 2003 which represents 74%. This compares to 73% last year and is generally in line with the historical numbers in recent years but is still on the lower end of the historical range.

LTC Mehring sent a direct mail 2nd notice to all officers that had not paid 2003 dues, along with recent copies of the MTNGA E-Newsletters and the 2003 scholarship information. Out of 125 pieces sent, 21 officers responded with dues payments in time for the 30 June 2003 cutoff. He expects a few more to trickle in, but does not believe a large number of the remaining officers will respond. Closed item.

INSURANCE REPORT: LTC (ret) Remick was unable to attend. No report.

PRESIDENT'S REPORT: LTC Mehring used the 2nd notice dues mailing (see membership report, above) to ask for email addresses from members that had no email address on record. In addition he had his company's staff call all officers that were already paid for 2003 but were likewise missing email addresses. Calls were made once in the morning, then once in the afternoon a few days later. Response rates were dismal. The targeted individuals were Army, since the MTNGA has 100% email connectivity to all Air officers. The high cost of this effort given the small return in the form of good email addresses makes further attempts to gather missing Army officer email addresses impractical. Closed item.

The MTNGA Bylaws as amended at the 2003 State Conference can be found on the MTNGA web site under "Agendas, Minutes & Publications." Closed item.

LTC Mehring will obtain Standard Operating Instructions (SOIs) and a committee will be formed to write the first drafts per the MTNGA Bylaws. **Open item.**

The NGAUS national conference delegation from Montana will be small. The conference is 14-17 Sep 03 in Biloxi MS. Commercial air is the only option at this point, but MAJ Dickson volunteered to check with the WA ANG KC-135 unit to see if they have a mission we can tag on to. **Open item.**

CORPORATE MEMBERSHIP REPORT: LTC Swanson is revising the master contact database and will send to LTC Mehring. LTC Mehring mentioned that the 2004 campaign needs to be launched in November 2003 so we can have the corporate members on board before the state conference which will be run earlier this coming year (27-29 February 2004). **Open item.**

LTC Mehring reported on the corporate membership numbers and the dollars generated. In 2002 there were 15 members which generated \$3,450.00. In 2003 to date the number of members has grown to 26 which generated \$7,200.00 in dues. It is clear that this program is of value to the corporate world and the MTNGA. Just as important is that all except for one 2002 corporate member renewed for 2003. There is great potential growth in this area.

MAJ Lincoln suggested this campaign may be well served by hiring a professional to do the corporate membership campaign and do all the follow up necessary to close the sale. Payment could be commission based which would provide an incentive to produce. There was general discussion of possibly wrapping a corporate membership director job into the insurance manager job sometime in the future. LTC Fox will take it under advisement. Closed item.

LTC Swanson will work on the 2004 campaign plan to include telephone follow up and designing the 2004 brochure and letter. **Open item.**

COMPANY GRADE OFFICER REPORT: The company grade representatives were unable to attend. No report.

There was a general discussion about how to energize the company grade officers that evolved into how to encourage junior officers to attend state conferences and to join the

MTNGA. One thought was that instead of putting them to work immediately in the business of the MTNGA we should first focus on the social aspects to get participation. Another idea was to ask field grade officers to volunteer to financially sponsor a company grade officer to attend the state conference. Another untapped resource in mentoring the company grade officers is our retired officer corps. Closed item.

NEW BUSINESS ITEMS

MTNGA CHAIRMAN'S GOALS: LTC Fox outlined some goals for his term. There will be discussion and action on these items as we move forward from here.

- Develop and implement the SOIs for the appointed officer positions.
- Increase junior officer participation.
- Double the number of corporate members (goal is 52).
- Triple the number of retired life members (goal is 30).
- Locate a new insurance manager when LTC Remick retires.
- Obtain email addresses for all Army members (about 125 short today).
- Increase attendance at the state conference.
- Establish a legislative alert program.

RESOLUTIONS COMMITTEE AT NGAUS: BGEN Tanberg and LTC Swanson will handle the NGAUS resolutions duties at the NGAUS conference. We have four Montana generated resolutions along with the selected NGAUS resolutions that Montana has agreed to sponsor, so the committee will have some important work to do. Closed item.

MTNGA SCHOLARSHIP PROGRAM: LTC Lynde will work with his committee to evaluate any scholarship applications that are received. The deadline for applications is 9 August 2003. Closed Item.

STIPEND CHANGE FOR PRESIDENT: LTC (ret) Nugent moved to increase LTC Mehring's stipend as President from the current \$300 per quarter to \$400 per quarter effective immediately. MAJ Dickson provided the second. Passed unanimously. Closed item.

ARMY AND AIR DONATION FOR FAMILY-CENTRIC ACTIVITIES: MAJ Lincoln moved to offer \$100 from the MTNGA to support the annual ANG Family Day Picnic activities and to offer a like donation to an appropriate Army activity this year. LTC Swanson seconded. There was a general discussion about insuring some mention/recognition is present at these functions stating that the MTNGA provided financial support. MAJ Lincoln will take care of the recognition at the ANG event. LTC Mehring will write the checks at the appropriate time. Passed unanimously. Closed item.

TAG DUES INVOICE: LTC Swanson will follow up with LTC Oelkers to see what happened with his inquiries to get the NGAUS TAG Dues paid via DMA funds which is how most states budget for this bill. For reasons lost to history the MTNGA had been paying this invoice for years. **Open item.**

2005 STATE CONFERENCE COMMITTEE ASSIGNMENT: The committee for setting up and running the 2005 State Conference is MAJ Buel Dickson (Chair); MAJ's Tim Lincoln and Don Mahoney; and 2Lt Todd Mortag. Closed item.

NEXT MEETING: The next meeting will be held on Thursday 11 September 2003, 1400 hours at Osterman's Missouri Inn near Hardy Creek midway between Great Falls and Helena.

ADJOURN: The meeting was adjourned at 1700 hours.

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BRYAN P. FOX, LT COL, MT ANG
Chairman of the Board