



NIGHT STALKER ASSOCIATION
11304 Bell Station Road
Oak Grove, KY 42262



SUBJECT: Night Stalker Association Governor's Board Meeting Minutes – January 13 2010

Attendees: Tim Cash – President; Mike Zonfrelli – Vice President; Mark Gallegos – Secretary; Ken Helms – Quartermaster

Call to Order: The meeting was called to order at 1605.

Old Business:

1. Donations.

a. American Airlines Formal Donation: American Airlines has offered to provide the Night Stalker Association a targeted donation of \$45,000.00. The donation is targeted to fund the entertainment for the 160th SOAR(A) Formal in May 2010, specifically expenses for the LT Dan Band, such as lighting, stage setup, renting of instruments. Governor's Board members have been in an ongoing discussion with the 160th leadership regarding the donation. The Governor's Board determined that accepting the donation to fund the entertainment would require approval of the National Executive Board based on the dollar amount. The Governor's Board has determined that the donation is legal and meets the goals and objectives of the Night Stalker Association as outlined in the Constitution and Bylaws. The Governor's Board will establish contact with the American Airlines representative. **(Disposition pending outcome of ongoing voting process)**

b. Reduce Cost of Enlisted Formal Attendance: The Governor's Board discussed options to reduce the cost of the formal for 160th SOAR(A) enlisted personnel. Options discussed included: Raffling hotel and parking accommodations for the night of the formal; soliciting corporate table sponsors; conducting a membership drive with portions of the dues slated for this purpose; and including in the corporate donation letter.

c. Corporate Donation Letter: The Governor's Board discussed the objective of developing a letter meant to be a one time per year, all encompassing request for donations from corporations. The letter would include donations for the Golf Tournament, NSA Awards, Scholarships, providing assistance to families of fallen Night Stalkers, etc. It would not include requests for donations of prizes or physical goods from local merchants for events such as the Bass Tournament. **(Draft complete in for final revision)**

2. Chapter Oversight, Communication, Coordination.

The Governor's Board will research acquiring a teleconferencing capability to facilitate National Executive Board and Chapter communications. It was noted that it is not clear if some Chapters are using the NSA EIN. If they are, the Chapter need to keep National informed of the details of its use so that National can properly account for its use for tax filing purposes. The consensus was that Chapters should have their own EIN's. The Board desires to improve communications between National officers and their counterparts at the Chapter level. Setting up Chapter web pages would assist the effort. The Board will continue to encourage Chapter participation on the various committees.

3. Events.

a. Christmas Party AAR. The NSA made over \$2700 from the raffles. The Governor's Board is still working on Thank-You letters for companies who donated prizes. The Board acknowledged that it was important to quickly acknowledge support, even if a greater recognition was planned for some time in the future. Comments on the execution of the Christmas were favorable: sustain the location, food, Thursday night. We will look to set up an area off to the side for Santa and provide Santa with a small gift to hand out, such as candy canes.

b. WONSA Week Support. The Governor's Board will look at requesting additional active duty member volunteer support. Key discussion was held on the location for the picnic. Cav Country, Old Clarksville Base, and the Horse Stables were viewed as leading options. We expect to be asked to start the picnic later based on the conduct of the formal the night before. The Board did not see that as an issue as the normal 1300 start time should accommodate that request. There was also discussion concerning whether the picnic should be an NSA event or a 160th SOAR(A) event. The Board discussed setting aside a proportional amount of funds to be used by 3rd and 4th Battalions for picnics at HAAF and Ft Lewis. The NSA will continue to conduct the Motorcycle Ride based on its popularity. **(Picnic site reserved / Wohali Pavilion, assessing suitability and in final coordination with Out Door Rec. Bike Rally Flyer being addressed now, ready to distribute mid Feb time frame).**

c. Bass Tournament: The solicitation letter for Bass tournament is complete. Again, the discussion was that this letter would be different than the annual solicitation letter. This letter focuses on requesting "items" for raffle and will be focused on companies that won't be the focus of the annual letter. Last year, the tournament had 180 boats paid for. The tournament made \$5500. Part of the proceeds will go to keep the separate account for the terminally ill at

about \$15,000. The fund is currently at about \$13,000. The proceeds will also go towards the general fund and scholarship fund.

4. Deceased Night Stalker and Family Support.

The NSA is in the process of drafting a document that will provide guidance for providing support. Currently no detailed guidelines exist. Guidelines will include recommendations for amounts of funds to be provided as well as what the funds should be spent on. This will help determine what immediate support should be provided after an incident, especially to 3rd and 4th Battalions. The NSA will contact the Families of Fallen Night Stalkers (FoFNS) to determine what support the NSA can provide.

5. NSA Member Financial Assistance Process.

The guidelines contained in the NSA Bylaws were determined to not be sufficient. The document that will provide guidance on deceased Night Stalker and Family support will also include additional guidance on NSA member financial assistance.

6. Pavilion for the Restaurant.

There is a proposal to extend the restaurant to expand its capabilities. Discussion included whether the extension should be done in phases, possibly beginning with an open air extension and then closing it in at a later date. More research needs to be done on the proposal before it can be put to a vote. **(Waiting for the restaurant owner to submit plans and proposal)**

7. Selling Night Stalker PT Uniform at the NSA Store.

OCIE will no longer issue the unique 160th PT uniform. AAFES will provide the uniforms, but at greater cost than the NSA. Key issue is that the NSA Store still has a significant number of the old PT uniforms that it is unable to sell. The general consensus based on past history was that there was moderate to high risk that selling the PT uniforms would be a losing proposition. The Board will determine how many of the old PT uniforms are still on hand.

8. Store Automation and Business Database Stand-up.

A new Point of Sale system is up and running in the NSA Store. The system is easy to work with. The NSA will get more folks trained on the system. Inventory has been put into the system in terms of gross totals of merchandise, but not to the level of details of inventory by size. The system monitors inventory and reorder levels. The Quartermaster is in the process of

importing old data, Aug-Dec 2009, into Quicken to close out 2009. The NSA still needs to get payroll set up and establish accountability for on the business side, including daily activities. The NSA is also exploring the capability to order merchandise on-line. We will look at establishing a single POC in each Chapter. for ordering NSA merchandise. We had not been charging tax for units ordering merchandise. We will now be charging the tax. We will also gain a better understanding of overdue accounts. Discussion was allowing 60 days to pay bills.

9. Unit Membership Databases.

The Board discussed keeping better records on the status of membership dues, developing a capability to query the database, and sending out reminders. Right now the NSA has no triggers for expiring memberships. The Board also discussed the need to also keep the contact information current on members. We will determine how the News Letter may help in this matter.

10. News Letter.

The Board discussed providing a more robust news letter. Currently the news letter is produced twice a year, in Spring to coincide with the scholarship drive and in the Fall. The news letter has been posted on the NSA web site. The Board will consider including a Financial Report, distributing through SOARPOINT, printing and distributing locally, and reenergizing unit input. We will also look at getting more folks involved.

11. Web Site Tender.

The Board discussed paying a professional to upgrade and maintain the NSA Web Site. Initial estimates were that it would take about \$1500-3000 to upgrade the sight and less than \$3000 per year to maintain. Discussion included incorporating the capability to accept Pay Pal, membership dues, donations, and link to the NSA Store.

12. Additional Duties and Volunteers.

The Board reviewed the current committees and status of chairman and members. The Strategic Communications Committee Chairman position is currently unfilled. Also additional participation from the Chapters is needed.

13. Governor's Board Meeting.

We will continue to hold the Governor's Board meeting monthly. We will invite all committee chairmen to the February Board meeting. In the future, we will look at setting up

block times for committee chairman and others who have business with the Board in conjunction with the monthly Board meetings.

14. National Executive Board Meetings.

The Board discussed holding the NEB meetings quarterly, with the capability to participate by telecom. We will look at WONSA and AAAA for open membership meetings.

Adjournment: The meeting was adjourned at 1805.