



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



SUBJECT: Night Stalker Association Governor's Board Meeting Minutes – February 11 2010
(DRAFT)

Attendees: Tim Cash – President; Mike Zonfrelli – Vice President; Mark Gallegos – Secretary; Ken Helms – Quartermaster; Angel Gonzalez – Chairman Finance Committee; Wes Komulainen – Chairman Scholarship Committee; Bob Johnson – Chairman Strategic Planning Committee

Call to Order: The meeting was called to order at 1607.

Old Business:

1. Committee Chairman Reports. The meeting began with committee chairman reporting on the status of their committee's actions.

a. Finance Committee. The NSA has \$105, 300 in the Association checking account, \$39,000 in the donation account, and \$13,107 in the Children's Fund account. The Robertson scholarship account has \$26,746.82. The NSA has \$25,235 in securities and \$1500 in cash.

Vote: The Board voted to allocate one-half of the funds currently in the donation account towards 2010 scholarships.

The Finance committee is in the process of getting projections for expenditures in support of the upcoming functions, such as the Bass Tournament and WONSA.

b. Strategic Planning Committee. The NSA is moving ahead with establishing a mentor relationship with the Ft Campbell Historical Foundation to learn from that organization's experiences with fundraising. The NSA has made great strides in creating a support framework for fundraising. Key to the framework was the creation of the 501(c) (3) foundation. As part of the fundraising framework, the NSA will also establish "Levels" of funding. This will provide a way to communicate how we will recognize donors and publicize what the donors will receive, in addition to providing donors a way to measure how they are doing in reference to other donors. (POC: Bob Johnson)

c. Scholarship Committee. The committee sent out a draft of documents to support the upcoming scholarship process. Provide input and recommended revisions to the document to the committee chairman. One revision already added was a note not to send applications by

registered mail. In the past, we had issues receiving the registered mail in a timely manner because there is no one available to sign for the mail when it is delivered.

The Board established a goal to get up to date information on the 2010 Scholarship Process on the web site and in the News Letter no later than early April.

The NSA will solicit for support with grading the applications. This is still a manual system with copies of applications provided to graders. The NSA received approximately 120 applications last year. The average increase in number of applications per year has been 15-20%. The NSA will look at establishing an electronic tracking, grading, and voting system.

The NSA does have a scoring system for applications. The top scores receive the larger scholarships. In the past, all applicants who were qualified received a scholarship. The general fund was used to provide additional funds. In the future, as the number of applications grows, the NSA may need to look at not providing a scholarship to all qualified applicants. In addition, if there are no applicants that meet the requirements of the various special category scholarships, the committee asks permission of the sponsors to provide the scholarships to deserving applicants.

To this point, the NSA has not identified an issue with non-qualified personnel applying. Verification of qualifying status has been on as needed basis as most of the applicants' qualifying status is readily known.

2. Donations.

a. American Airlines Formal Donation: The NSA has submitted a "Proposal" to American Airlines for the donation to support travel and production costs for the LT Dan Band at the formal. American Airlines will put the NSA in contact with the USO to coordinate the additional donation.

b. Reduce Cost of Enlisted Formal Attendance: American Airlines has agreed to provide the NSA with two tickets to raffle. The NSA will also explore soliciting table sponsors. 3rd BN has had success with table sponsorships and the Board will research 3rd BN TTP and lessons learned. The Board will coordinate with the JAG concerning how to recognize the table sponsors. (POC: Tim Cash)

c. Corporate Solicitation: The Board set the goal of distributing the corporate donation letter by 1 March. The Board recognizes that the NSA is outside most corporate budget cycles. In the future, the Board will research the standard budget cycle and distribute the letter to coincide with the cycle.

d. Corporate Sponsored NSA Awards. There is currently no standardized process to establish donation levels for award sponsorship. The Board will look at establishing such levels and providing guidance to industry for the 2011 awards. The goal will be to provide industry an advance notice during this year's WONSA. There will be no changes to the current process for the 2010 awards.

Two award sponsors, LMT and DynCorp are no longer working on the 160th compound. The Board will determine if those companies still wish to sponsor awards. If not, then there are companies who have expressed an interest in becoming an award sponsor.

A request has been received to sponsor a Medic of the Year award. The Board will solicit more information and then vote on the matter with an implementation not earlier than the 2011.

3. Chapter Oversight, Communication, Coordination.

The Governor's Board will contact all chapter officers to exchange contact information and establish contact. Key will be for Board officers to establish contact and regular dialogue with their chapter counterparts.

One important area of communication is with the use of the NSA's EIN by the chapters. There are accounting and tax implications associated with using the EIN. Therefore, the chapters need to keep the NSA Quartermaster informed of their use of the NSA EIN and track where the funds came from and how they were disbursed. (POC: Tim Cash / Angel Gonzales)

4. Events.

a. WONSA Week Support.

The NSA has been asked to sponsor two social events: a social on Thursday night (20 May) to complement the Senior Stalker event and a VIP social prior to the formal on Friday (21 May). The Board will consider sponsoring a social on Thursday night that includes **all** corporate sponsors (not just award sponsors) and NSA awardees. This will provide another opportunity to recognize corporate sponsors and awardees, in addition to the opportunity for corporate sponsors to meet the awardees.

The Board is **not** inclined to use NSA funds to sponsor a VIP social prior to the formal. The NSA will look to other means to fund such a social. One possibility is a silent auction of professional sports memorabilia.

The NSA has reserved the Eagle's Roost for the picnic, instead of Wohali. Eagle's Roost is much bigger, with latrines, a large open shelter, and plenty of parking. Rental will be \$120.00 vice 100.00. Further details for the picnic will be coordinated in March.

There is concern that participation in the Golf Tournament will decrease based on being held on Tuesday. Many corporate participants will not arrive until later in the week. Ernie Salyer has volunteered to run the tournament this year and train a replacement.

c. Bass Tournament: The NSA is collecting raffle prizes. The NSA is soliciting fishing industry companies rather than aviation industry companies. Twenty plus boats are already registered.

5. Families of Fallen Night Stalkers. The Regiment is in the process of producing an accurate list of all families of fallen Night Stalkers. The list will provide the means to improve NSA outreach to these families.

6. NSA Member Financial Assistance Process. The Board voted to provide assistance to two soldiers this past month. In one instance, the NSA provided funds to assist with lodging for the spouse of a Night Stalker who was in the hospital in Nashville for several days.

In the other instance, the Board voted to provide assistance to a Night Stalker whose spouse will require travel to treat a medical condition.

7. Pavilion for the Restaurant.

This issue is not ready for a vote. The Board will continue to gather information before voting. A plan is in development and an artist's rendition has been developed. The pavilion is envisioned to be 40' x 80'. Current estimate is \$15-20,000.00. (Update: Proprietor is finalizing her proposal to the board. Suggest a separate meeting with her to discuss).

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

The Board will readdress with the Regiment and recommend pre-selling the PT uniforms to avoid an investment by the NSA. (POC: Kenny Helms) Meeting with vendor and RCSM was held on 25 Feb. Issues and concerns were addressed, and due outs identified, expect resolution of due outs by mid month Mar.

9. Store Automation and Business Database Stand-up.

The NSA is in the process of entering inventory items in more detail (by sizes). The priority is to get all 2009 data in so that 2009 tax year can be closed out. It is expected that 2009 data input will be completed by 1 March. The NSA is also looking at using Pay Pal.

10. Unit Membership Databases.

A couple volunteers have come forward to help set up the data base.

11. News Letter.

The Board will start the process of requesting input for the News Letter and putting it together. The goal is to publish the News Letter by the end of March.

12. Web Site Tender.

The Board is continuing to investigate.

13. National Executive Board Meetings.

The Board will query the Chapters concerning scheduling a National Executive Board meeting. The Board is looking at during AAAA and/or during WONSA.

14. Quad-A Participation. The Board voted to approve funding for two personnel to attend AAAA (14-17 April) to sell NSA paraphernalia. The NSA store at Ft Campbell will be closed during AAAA. Expenses are expected to be approximately \$2,000.00.

15. Board of Governor's Agenda. The Board of Governors meeting agenda will now have "priority" items and "other" items, vice old business and new business. This will ensure that priority items are discussed and that the other items can be discussed as required or a time permits. This will allow for a more efficient meeting.

Adjournment: The meeting was adjourned at 1755.