



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



Night Stalker Association Notes

Night Stalkers, a belated Happy New Year to you all, I wish each and every one of you a great 2010. Let me apologize up front for not communicating with you over the past three months. It has been a busy time, but a productive one as well. The new Board of Governors met in January and February and I would like to highlight a few items from the minutes of these meetings as well as to speak to you about a few other items.

I would ask you all to welcome COL(R) Mike Zonfrelli and 1SG(R) Kenny Helms to the board of Governors. These Night Stalkers were voted in during last year's election and have been busy helping us to move the NSA forward. I thank you both for your friendship, dedication and enthusiasm as we continue the good fight. I know that the NSA will be in good hands when I depart next January.

For those that are not aware, the new Board of Governors is:

- Tim Cash, President : president@nsa160.com
- Mike Zonfrelli, Vice President: vicepresident@nsa160.com
- Mark Gallegos, Secretary: secretary@nsa160.com
- Kenny Helms, Quartermaster: quartermaster@nsa160.com

The minutes of both January and February's BOG meeting can be found on the NSA Website (http://www.nsa160.com/NSA_Updates.htm). I would like to expound upon a few items from these minutes in hopes that you can not only assist in getting the information out, but also provide valuable input:

- American Airlines Formal Donation: The National Executive Board approved the acceptance of approximately \$45,000 from American Airlines/USO to fund the costs associated with the LT Dan Band performing at this year's 160th SOAR (A) Formal at Opryland Hotel. Special thanks to Mike Zonfrelli for taking on the paperwork and coordination on this action.
- Efforts to reduce cost to Night Stalker Association Members and their Families to the 160th SOAR (A) Formal: The NSA has been granted approval from the 160th SOAR(A) to sell tickets to Corporate Friends in hopes of reducing the cost of this great event for our Night Stalker Soldiers and Families. The concept is either sale tickets to our Corporate Friends @ \$400 (minimum) a pair. The seats would be at a table with Soldiers of the Regiment (Decided by the Regiment) and a thank you from the NSA. The other option would be as part of a larger Corporate Solicitation which I will speak of below.
- Corporate Donation Letter: Many of our Corporate Friends have commented that they are being asked numerous times over the course of the year for donations for such events as: Golf Tournament, Bass Tournament, Scholarships, etc. We are working on one letter to be sent out each year (preferably before the budget process) to solicit Corporate Donations. In this letter (See draft attached) we will announce Corporate Sponsor levels as well as Corporate Sponsors for different events. The key is to solicit one time and to recognize our Corporate Friends accordingly. Additionally, we will provide receipts for

tax purposes as well as recognize our Corporate Friends on the NSA website to include the amount donated. In year's past, we have done a poor job in not only solicitation, but in defining what we consider a 'Corporate Sponsor'. Many Corporations give but the amounts vary greatly where we have Corporations that give \$25,000.00 receiving the same recognition as one that gave \$300.00. We hope to have our first mailing, albeit late, out by the end of next week.

- NSA Team Bass Tournament: We are working towards this year's Bass Tournament held on the 24th of April 2010 (Lick Creek). We are starting to receive donations for our raffle with the major item at this point being a very generous NASCAR Package from the Atlanta Motor Speedway (Owner's Box, Pit Passes, Pace Car Ride, Concert, etc). Thanks to Andy Milani for assisting in this. The solicitation for this year's tournament was separated with only local and outdoor sports type companies contacted. As always, we certainly look for new sponsors for the tournament – all monies raised go to the NSA Terminally Ill Children's Fund and the NSA Scholarship fund. We would love to have you come fish with us as well. For more information:
http://www.nsa160.com/BASS_TOURNY_2010.pdf
- NSA Store automation and business database: The new Point-of-Sale system is in operation. The NSA still has to get our people trained on the system as well as to finalize the input of the inventory. Once this is complete, we will have the ability to quickly produce the financial reports and inventory on hand to provide to members and the Board. The next step will be to explore an on-line store for our Night Stalkers who are across the country.
- Membership Database and Website: We are exploring different options and certainly solicit your input or ideas in regards to this. The Special Operations Warrior Foundation has an excellent platform, but there is a cost associated with this. We still have some research to do, but if you are interested, here is the host company:
<http://www.yourmembership.com/>. In the end, we would like to give the members and chapters the ability to view active membership, renew memberships, as well as to blog and provide a better platform for communicating as we grow. Additionally, it provides our Corporate Friends and individuals the ability to make donations.
- 2010 Scholarship Program: The applications will come out with the Spring Newsletter which we are working on now (Expect 1st Week in April). Last year we gave out \$60,000 in scholarships to Family Members of Night Stalkers. We would like to be able to exceed that amount for 2010!
- Financial Reports: Currently, the NSA has \$105,300.00 in the General Fund; \$39,000.00 in the Donation Fund; \$13,107.00 in the Children's Fund; \$26,746.82 in the Robertson Scholarship Fund; \$25,235.00 in securities; \$1500 in cash on hand. Last year saw four very generous donations to the NSA: \$10,000 from ITT, \$25,000 from Dillon Aero, \$40,000 from The Number's Family Foundation and a check for \$34,000.00 from NSA North. The NSA has prepared framed prints and plaques to be presented to each in appreciation of their contributions to the Night Stalkers and their Families.
- WONSA: I hope that you all will be able to attend this year's WONSA. The schedule for this year's events can be found below and at the following URL:
http://www.nsa160.com/WONSA_2010.pdf. This is a week earlier than normal, but we are sincerely hoping for a large gathering of Night Stalkers, both past and present. In

addition, the Golf Tournament will be held on Tuesday, 18 May. As soon as the Golf Tournament and Formal Tickets become available I will be sure to pass it along. The Formal will be held at the Opryland Hotel and Resort in Nashville. If you are planning on attending – be sure to reserve your room now. A reservation code has been made available for this event: Z-FC160 so ensure you reserve utilizing this code.

Week Of Night Stalker Activities Schedule (WONSA)

17 May (Monday) – Softball Tournament

18 May (Tuesday) – Golf Tournament

20 May (Thursday) – Memorial Ceremony, Building Dedications

21 May (Friday) – Awards Ceremony, Corporate Luncheon, Formal Banquet

22 May (Saturday) – Picnic, Motorcycle Ride

The above are just a few of the agenda items that we are currently working through, with many more that are working in the committees and within the Chapters. It is definitely a team effort but it is also a worth-while effort as our work only leads to the betterment of the NSA and the support that we provide to our Night Stalkers and their Families.

I look forward to hearing from you all and hope that you will assist me in reaching out to Night Stalkers who we may have lost touch with.

Sincerely,

Timothy J. Cash
President
Night Stalker Association
president@nsa160.com