

Mountain Grand, Deadwood, SD April 19, 2018

Meeting was called to order at 1500 hours, and the Pledge of Allegiance was led by President Josh Wermers. He introduced the following Distinguished Guests/Past Presidents - Bob Aiken, Don List, Jerry Eisenbraun, Ben Lamp, and Dale Greenfield.

MINUTES

The minutes from the last Executive Council Meeting held at the Ramkota in Pierre, SD were published in the Echo for everyone to read. Shelley Reeder made a motion to accept the minutes as printed in the last edition of the Echo and seconded by Bob Aiken. Motion carried.

ROLL

Roll was taken and the following members were present: Josh Wermers, Andy Meyers, Nate Hedin, Nancy Ausland, Erin Blom, Kayleigh Cihak, Chris Portice, Rick Vandenhoeck proxy for Jennifer Siebenahler, Charles Fincher, John Leffring, Jeremy Eccleston proxy for Chad Brooks, Chad Hartley, Joshua Schaefer, Shelley Reeder proxy for Louie Clement, Willis Hangman, Rob Cole proxy for Joshua Guthmiller, Derek Jaeger proxy for Briana Grage, Anna Simons, David Frock, and Robert Aiken. Enough were present for a quorum.

TREASURES REPORT

The treasurer's report was presented by Erin Blom. As of April 17, 2018 we have the following balances in our accounts: Wells Fargo Checking - \$8,721.09, Wells Fargo Savings - \$6,770.62, Wells Fargo CD - \$31,699.79, Dakota Bank CD - \$22,499.39, Air Guard FCU CD \$5,040.15. The Air Guard FCU CD was withdrawn. Erin has drafted a form for making deposits for the membership committee. It has more detailed information on each membership deposit. Erin Blom made a motion to accept the treasurer's report as presented and a second motion made by Nate Gomez. Motion carried.

COMMITTEE REPORTS

Committee Member At Large for Area 1 was presented by Kayleigh Cihak. Since our last meeting she has reached out to her BN Representatives and has offered to come out and speak to the units about the Association. Kayleigh suggested that we implement a station at the SRPs to help promote membership and to better explain the Enlisted Association to our Soldiers. If we could get a slot at every SRP in-brief to educate and inform we may see an influx in membership. The feedback that she has received from Soldiers isn't exactly a positive vibe, but more or less indifferent to the Association. All of the surrounding States has 100% tuition assistance while we still only offer 50% at the University level. There is also still the question in regards to Technicians receiving Tricare and whether or not we can get bonuses and SLRP for our Title 32 Soldiers. Kayleigh hopes to give the Association the exposure necessary to help ensure that our Soldiers have a better understanding of what the Association is and what it does for them. Andy Meyers brought up a good point in regards to the 50% versus 100% tuition assistance and the fact that fees are now included in that assistance. Ben Lamp suggested that

someone do a comparison among States. Kayleigh is the State Education person and will get some numbers by the next meeting. Shelley Reeder also has some informational pamphlets that can be used to get out to the units. Report will be filed as presented.

Committee Member At Large for Area 2: No Report

Committee Member At Large for Area 3: No Report

Committee Member At Large for Area 4: No Report

Committee Member At Large for Area 5 was presented by Chris Portice. This year on the Air side the membership has suffered due to other tasking and things getting pushed to the side.

However, they plan on starting up this next year's membership following the Conference.

During the November Turkey Feed they were able to raise enough money to sponsor 3 Airmen: Tori Haste, Amy Hermann, and Rachel French. Report will be filed.

Membership Report was presented by Will Hangman. Current membership at all levels is 2423. Last year's membership during the annual conference was at 2622 which is a drop of 199. The February report had us at 2370 members and we can attribute this gain to the Air Guard numbers from 275 to 418 in the last 2 months. Based on required enlisted strength and a goal of 100 percent paid retirees, the SDNGEA hit 90% of its membership goal. This is a drop of 7% from last year. 8 units (1 Air and 7 Army) qualified for the 100% membership level. Another five units achieved 90%. The overall membership decrease from previous years can be attributed to 16 Army and 11 Air units not even reaching 50% and nine of those under 10%. If these units would have hit 50%, the state would have exceeded the 100% goal. The focus going forward is to train the new Membership Chair and Committee Members at Large on the online system. This will be done face-to-face upon initiation of the 2019 membership drive. Bruce Anderson asked what percentages are used to determine 100%. We look at the authorized strength for each unit based off of their MTOE/TDA. Report will be filed.

The Legislative Report will be presented by Don List at the Annual Conference. He did mention that one of our Past President's, Al House passed away and will be buried at the National Cemetery in Sturgis on the 4th of May. Also, if you're around loud noises and stuff make sure you use your hearing protection and ear muffs so you don't lose what hearing you have.

President Josh Wermers introduced another Distinguished Guest, our Vice President for EANGUS, Brad Howell.

Resolutions Report was presented by Anna Simons. Looking at reaffirming a bunch from last year. She wrote one about bonus incentives for people that have served 13 years or more or are in the rank of E7 or higher to get some type of monetary bonus when they reenlist. Another suggestion was made by Andy regarding BAH, but further details will be discussed at the resolutions meeting following this meeting.

A list of all the Committee Meetings and times has been posted for those that want to attend.

OLD BUSINESS

Best Warrior Competition was presented by Josh Wermers. It was cancelled due to weather, so they did a paper competition. Both the NCO and Soldier of the Year will be in attendance at the Conference and will be presented their awards and certificate.

2021 National Conference Update was given by Shelley Reeder. A bid has been submitted and accepted, and we are competing against Hawaii to be the host State.

Corporate Sponsorship/Partnership Program – Shelley Reeder. This was started in February. There are 4 levels; Platinum, Gold, Silver, and then a Business Card. The income that comes in from this is split between the Conference Committee and the Association. We offer them advertising in the Echo and registration to the conference. USAA is in attendance at this year's conference and set up already. Please visit the vendor booths and sponsors – USAA, Kipper Tools, Power Promotions, 5 Star, and Military Benefits.

Update on the National Guard Insurance Program – 5 Star has stepped up and we have a 1 year contract with them. We have a representative from 5 Star and MBA to give us their brief on who they think we should choose after this first year. The first presentation was given by Roy Gibson from Military Benefit Association Insurance. He introduced his two team members Toby and Carl. MBA has been around since 1956. They are a non-profit organization (501C19). They are not an insurance association, but a benefit association. Mission Statement: Sponsor quality affordable life insurance and other benefits to the military and federal communities while developing new products and strategies for the benefit of the MBA membership. Some of the benefits they offer include: life event planning, online video seminars, financial calculators, hotel engine which helps you save money while you travel, and financial resources. The online seminars cover such topics as college planning, estate and retirement planning, and last anywhere from 30-40 minutes. The financial calculators can assist with auto loan payments, life insurance needs, retirement income, saving or investing, IRAs, and more. They have a scholarship program and the eligibility requirements include college age dependents, military members, and their spouses. Offer life and health insurance; underwritten by MetLife. Spouses are members in their own right and not a rider on the policy of the Service Member. You can buy this insurance even after you retire. Erin Blom asked a question about the statement from the power point slides (guarantee your current experience refund each year for three years; what is the three years)? The way they propose to do this is to go out to the local Chamber of Commerce and see who is in charge of keeping track of companies and what they donate to charities. Go to that individual and ask for military friendly employers/businesses. Ask if they would be willing to donate to the Enlisted Association. MBA will help raise money with us as an association. Ben Lamp asked where the benefit is in changing outside of all of these other additional insurances. Simple underwriting; this is a group insurance, not individual.

AFBA Insurance Brief / State Sponsored Life Insurance Program (SSLI): presented by Brad Howell. The SSLI is a benefit available to National Guard members. Most Soldiers are familiar with SGLI and FSGLI which has very reasonable premiums. The biggest issue with SGLI is that it takes so long to pay out, and unfortunately it goes away once you get out of the military. The nice thing with SSLI is that it pays out quickly upon notification; usually a family sees payment within 48 hours until their SGLI comes through. You can maintain the SSLI coverage after you get out of the military. Everyone currently in the National Guard automatically has \$1000 coverage. American Equity used to be the carrier for the SSLI program, but they no longer want to be a part of the National Guard market. Those that had coverage automatically rolled over to AFBA. The objective is to increase SSLI participation within the State and provide better coverage for military members and their families. Currently there are 342 members, 112 spouses, 172 children have coverage. The program has been decreasing every day. Want to help increase coverage from \$50,000 up to \$260,000. Units should receive a brief every 12-18 months on the SSLI benefit. Want to streamline administrative requirements by moving all processing to AFBA. Added revenue by opting into the Technician Disability Program. Recent success with other states such as West Virginia and New Mexico showed a significant increase in revenue. For every new enrollment, the state gets \$50.00. It is easiest to have it deducted as an allotment or payroll deduction. Nancy Ausland asked what happens after age 50? At age 50 they will want to raise your rate about \$26.00 per \$100,000 of coverage. However, you have to sign an allotment for that increase. You will be contacted at age 50 and given 3 options: pay the increase cost and maintain the same coverage, keep paying the same premium and it will adjust the death benefit down, or cancel all together. Currently goes to age 70.

NEW BUSINESS

Area V Caucus is going to be 19 May 2018 in Rochester MN. This is where we come together with our other Area States and discuss how we will present things at National. Josh Wermers asked for names to attend.

Future State Conferences

- 2019 - Sioux Falls Co-Located – still need a chairman; Ben Lamp is willing to help, but need a lead chairman.
- 2020 – Huron – Dale Greenfield has volunteered as chairman and is already in the planning stage
- 2021 – Still need to find a location for this one. Probably looking at a West River location / Rapid City. A decision needs to be made by the end of the annual conference.

Future National Conferences

- 2018 - Charleston, West Virginia, 12-17 August 2018; We will have around 15 delegate slots.
- 2019 – Des Moines, IA

- 2020 – Little Rock, AR
- 2021 – Rapid City, SD or Hawaii (Still Pending)

EANGUS Conference, Charleston WV information - August 11-16, 2018 is at the Charleston Civic Center. The hotel will be the Charleston Marriott Town Center and the number to call for rooms is 1-304-345-6500. Deadline for hotel rooms is 19 July 2018. There will be a site visit 18-20 May 2018.

Other new business: One of the duties of the 2nd Vice is to check the website for errors. We need to spend more time on our own website to ensure we have up to date and accurate information for all members. Contact Kim Chase if you have something that needs to be changed. Nate Hedin has an email detailing what is currently broken on the website.

Bruce Anderson asked who else is on the Ways and Means Committee. Need to have a Committee Member At Large to sit on the committee. Kayleigh Cihak was volunteered.

Nancy Ausland read a letter from the Youth Association Program Camp. They lost their Grant this year and are looking for donations from the Enlisted & Officer Associations. Nancy is proposing that we support the Youth Program and support this year only. Donation amounts will be discussed further.

Final reminder about committee meetings, times, and locations. Nancy Ausland will not be having a nominations meeting; just submit names to her.

The date and time of next Executive Council Meeting will be on 14 September 2018 at 1600 hours, Deadwood, SD (BHVMM)

With nothing further to discuss a motion was made by Nate Hedin to adjourn the meeting and Andy Meyers seconded. The meeting adjourned at 1700 hours.