



THE NATIONAL GUARD ASSOCIATION OF ARKANSAS

P.O. BOX 663

NORTH LITTLE ROCK, ARKANSAS 72115

**MEMORANDUM FOR RECORD**

**Officers Present:** COL (ret) Damon Cluck (Exec Dir), MAJ Sharetta Glover (President), Lt Col Ryan Workman (1<sup>st</sup> Vice President), MAJ Trey Marable (2<sup>nd</sup> Vice President), Maj Seana Eason (Past President), MAJ Melissa Shipman, Maj Jason Kulaga, CPT Garrett Nelson, MAJ John Chase, 1LT Zach Plumlee, MAJ Clayton Shelley, 1LT Jason Cline, MAJ Michael Battle-Smith, MAJ Byron Glass, CPT Cibeles Ramirez-Rodriguez (pending), MAJ Lorne Kelley, SSgt Melody Daniel, CPT Jacob Allen (pending), MAJ Matthew Sweeney, Maj Jon Ferricher, COL Joel Lynch (pending), LTC Matt Leimberg, CPT John Graves, CPT Dalton Shannon, MAJ Mario Butler,

**Others Present:** Maj (ret) James Lamb (Staff), Mrs. Elizabeth Jara (Staff), Ms. Barbara Scott (Staff)

**Note:** All officers except COL (ret) Cluck, MAJ Glover, Maj Eason, MAJ Marable, and CPT Shannon called-in to this meeting to continue to allow for social distancing measures during the Covid-19 pandemic

**SUBJECT:** Minutes from the August 4, 2020 NGAA Board of Directors Meeting

1. The National Guard Association of Arkansas (NGAA) Board of Directors convened a quarterly meeting 4 August 2020 after a quorum was confirmed to be in attendance, MAJ Glover called the meeting to order.
2. Board Members were given copies of the following before the meeting. These documents are also attached to the minutes.
  - a. August Meeting Agenda
  - b. May Meeting minutes (not attached to these minutes, accessible on NGAA website or at NGAA)
  - c. May Executive committee mtg minutes (also found on website or at NGAA)
  - d. Insurance Committee Recommendation slides
  - e. NGAA Finance/Budget Report slides

**Old Business**

1. The Board was asked if there were any questions or concerns about the May meeting minutes and it was noted they had already been approved by the Executive Committee.
2. MAJ Glover announced that at the May meeting the Board failed to elect the even-year-termed Unit Representatives. The following Unit Reps were either approved for another term or voted on for the first time due to their predecessor's term expiring.
  - a. COL Joel Lynch, JFHQ
  - b. MAJ Clint Leonard, 239<sup>th</sup> BEB
  - c. 1LT Jason Cline, 1-153<sup>rd</sup>
  - d. CPT Jacob Allen, 1-206<sup>th</sup>

- |  |   |
|--|---|
| e. CPT Alex Miller, 1-142 <sup>nd</sup>    | f. LTC Matt Leimberg, ISU                 |
| g. MAJ Byron Glass, Title 10               | h. CPT Dalton Shannon, 875 <sup>th</sup>  |
| i. MAJ Lorne Kelley, FCJMTC                | j. LTC Brad Massey, MEDCOM                |
| k. MAJ Mario Butler, 777 <sup>th</sup>     | l. SSgt Melody Daniel, HQ AR ANG          |
| m. Capt Phil Stevens, 184 <sup>th</sup> AS | n. Maj Jason Kulaga, 189 <sup>th</sup> AW |

i. CPT Shannon made a motion to accept the nominations of these members into the listed positions. 1LT Cline offered a second. The Unit Representatives were elected to new terms unanimously.

1. 217<sup>th</sup> BSB and the Air Retiree Rep positions remain vacant at this time

3. MAJ Glover announced that CPT Alec Baldwin, 871<sup>st</sup> TC, will not be able to finish the remainder of his term and that CPT Cibeles Ramirez-Rodriguez has been nominated to fill the Representative position.
  - a. Barbara noted that CPT Ramirez-Rodriguez has not had a nominating memo submitted from 871<sup>st</sup> TC on her behalf
  - b. 1LT Cline made a motion that CPT Ramirez-Rodriguez be approved to fill the position, pending receipt of a nominating memo from the 871<sup>st</sup>
    - i. CPT Shannon offered a second. There was no discussion and the vote passed unanimously.
4. Lt Col Workman, chair of the Insurance Committee appointed by MAJ Glover in May, began a brief of their findings and recommendations. COL (ret) Cluck took over as needed due to connection issues.
  - a. The Insurance Committee met July 8, 2020 at the NGAA office
    - i. Members of the committee: Lt Col Ryan Workman (Chair), Col Paul Jara, COL Russel Betts, CMSgt (ret) Gary Wynn, Mr. Steven Finley
    - ii. Others present: COL (ret) Damon Cluck, Mr. James Lamb, Ms. Barbara Scott, and Ms. Christel Combs
  - b. The Committee received a briefing on the history of the NGAA SSLI (State-Sponsored Life Insurance) program and its performance specifically in the last 3 years compared to performance before the change to LifeShield from the NGAA Staff
    - i. The Committee discussed the main points of information that they were looking for from both companies that would be presenting that day
  - c. A representative from LifeShield, Mr. Steve Taylor, briefed the committee via Zoom phone call on the current layout of the agreement between NGAA and LifeShield and things that could be modified if the partnership continued.

- d. Five employees of (Armed Forces Benefits Association) AFBA 5Star then briefed the committee via Go-To Meeting presentation.
  - e. A summation of the findings from both presentations has been attached to the meeting minutes, titled: NGAA Insurance Committee Report
  - f. The NGAA Insurance Committee recommends to the full Board of Directors that the Association change insurance carriers for the SSLI program, from LifeShield to AFBA 5Star beginning October 1, 2020
  - g. COL (ret) Cluck asked if the Board had any questions. There were no questions or discussions.
  - h. Major Kulaga made a motion to accept the Insurance Committee's recommendations to change to AFBA 5Star as the carrier for the SSLI program beginning October 1, 2020
    - i. LTC Leimberg offered a second in support of the motion.
    - ii. No further discussion was had and the motion passed unanimously.
5. COL Cluck updated the Board on the changes in NGAA office personnel
- a. As a cost-cutting measure and to assist with the transition to the new insurance underwriter, a staff member was terminated (fiscally 1 September)
  - b. Beginning 1 September James Lamb will return to full-time status and reassuming the duties as Insurance Administrator
  - c. The responsibilities of Budget and Accounting Manager will be recombined with the Office Manager role
  - d. Eventually we may explore the possibility of having another part-time staff person brought in to help with the Insurance office but not immediately
6. CPT Dalton Shannon, chair of the Finance Committee, then briefed the BoD on findings and recommendations from his committee.
- a. If anyone has interest in joining this committee let CPT Shannon or NGAA staff know, as of now the committee only has CPT Shannon and 2LT Vance Morris studying the finances and budget
  - b. CPT Shannon presented the slide deck, titled: NGAA Fiscal Report (attached to these minutes)
    - i. Status of funds, historical performance (income vs expenses), proposed budget
  - c. The Finance Committee recommends the following actions to improve the finances of the Association:
    - i. Define the budget categories more accurately and transparently
    - ii. Support the Insurance Committee's recommendation to change insurance underwriters for the SSLIP
    - iii. Look into the outside products (anything aside from SSLIP) that the Association can offer to Guardsmen (as it was done before 2018)
    - iv. Establish an NGAA SOP for spending and travel

- v. Research what possible government stimulus options are available for nonprofits/small businesses that NGAA might qualify
- vi. More Board members/Association members sharing local businesses that might want to support NGAA
- vii. Working on ideas and suggestions to balance the State Conference budget
- d. ILT Cline made a motion to accept the FY 2021 budget as presented under the condition that the Finance Committee continue to review and recommend to improve the overall profit/loss for the Association.
  - i. COL Lynch offered a second to the motion. There were no other questions or discussion and the motion passed unanimously.

**New Business:**

- 7. Moving on to time and place for 2021 Conference, the chair Lt Col Workman and his committee, reviewed proposals from the 5 cities that submitted proposals, and their recommendation to the Board is that the 2021 Conference be 26-28 February in Fort Smith.
  - a. The Committee also recommends due to the uncertainty of the Covid-19 pandemic, that there be a contingency date set in case of cancellation
  - b. The contingency plan date for the 2021 Conference is 14-16 May, also in Fort Smith.
  - c. LTC Leimberg made a motion to accept the committee's recommendation of set time, place, and contingency dates for the 2021 Conference
    - i. MAJ Shelley offered a second in support of the motion
    - ii. There was no further discussion and the motion passed unanimously.
- 8. COL (ret) Cluck gave an update from the Arkansas National Guard Foundation
  - a. They voted to have a \$0 Spend Plan for FY 21 including the NGAA Endowment held under the ANGF, excluding the administrative fees and liabilities for the year
    - i. Admin fees: NGAA Support agreement, Annual Audit, CFC application, and Bookkeeping
    - ii. Liabilities: ANGF Scholarships
- 9. Awards update: MAJ Glover announced that all award nominations that NGAA submitted to NGAUS for consideration at the national level were selected by NGAUS
  - i. Charles Dick Medal of Merit: Gov Hutchinson
  - ii. Patrick Henry Award: Ms. Alison Williams (Gov Hutchinson's Chief of Staff)
  - iii. Theodore Roosevelt Leadership Award for Company Grade Officers: both NGAA ARNG and ANG state level winners
  - iv. Eagle Rising Award for Warrant Officers: the NGAA WO state level winner

- b. NGAUS has requested to be involved in the presentation of the Governor's award with TAG and NGAA so that will be done at the next NGAA State Conference
  - c. MAJ Glover, COL (ret) Cluck, and JFHQ are coordinating on the awards for the state level CGOY to be presented
  - d. State level 100% membership awards will be presented as available to the commanders of the units that reached that level for this membership year
10. Virtual NGAUS: MAJ Glover briefed that the registration fees for the first 20 people to sign up through the NGAA website were covered by the Association.
- a. This year NGAA is allotted 31 delegates for the conference and 20 was the remaining at large delegate positions after the required assigned positions were decided
  - b. Anyone can still sign up for the NGAUS Virtual conference through the link on the NGAA website, registration is \$18.78
  - c. The staff will initiate a poll among those registered to decide if a watch party will be organized for Saturday 29 August
11. MAJ Glover announced the next full NGAA Bod Meeting will be 6 October 2020 at 1700
12. The first 2021 Conference Committee meeting date will be 4 November 2020
13. 1LT Cline made a motion to adjourn
- a. COL Lynch offered a second
  - b. There were no further alibis
  - c. The motion passed unanimously

Minutes approved by a unanimous vote from the NGAA Executive Committee August 7, 2020.

Attachments:

AUG 4 Mtg Agenda; NGAA MAY 5 Exec Com Mtg Mins; NGAA Fiscal Report Slides; NGAA Insurance Com Report Slides

\*For the sake of document length, NGAA May 5, 2020 Board Meeting Minutes can be found at [www.ngaa.org/about-us/board-meeting-minutes/](http://www.ngaa.org/about-us/board-meeting-minutes/)



National Guard Association of Arkansas

Board of Directors Meeting

4 August 2020

Old Business

- Review May Meeting Minutes
- Approve Board of Directors
- Required reports
  - o Insurance (brief from Lt Col Workman)
  - o Budget/Finance (update from CPT Shannon)

New Business

- Vote on New board members
  - o JFHQ: COL Joel Lynch
  - o 1-206<sup>th</sup>: CPT Jacob Allen
  - o 871<sup>st</sup> TC: CPT Cibeles Ramirez-Rodriguez
  - o 217<sup>th</sup> BSB: still vacant
  - o Air Ret: still vacant
- Vote on Time and place for 2021 Conference and contingency date
- Foundation Update
- Awards Update
- Virtual NGAUS
- ANGAA Update?
- Set next meeting date
  - o Conference Committee
  - o Full Board







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**Officers Present:** COL Damon Cluck (Exec Dir), MAJ Sharetta Glover (President), Lt Col Ryan Workman (1st Vice President), MAJ Trey Marable (2<sup>nd</sup> Vice President) Maj Seana Eason (Past President)

**Others Present:** Barbara Scott (Office manager/Secretary)


**SUBJECT:** Minutes from the May 5, 2020 NGAA Executive Committee meeting

1. The National Guard Association of Arkansas (NGAA) Board of Directors Executive Committee convened a meeting 5 May 2020.
  - a. All committee members were in attendance
2. COL Cluck discussed with the committee the state of the Association operating and reserve accounts
  - a. The Escrow Account, which is to serve as a cashflow account for premiums received from policyholders and then paid to the insurance underwriter and to the Association currently has a residual amount of approximately \$50,000 from previous insurance programs.
  - b. COL Cluck requested that the Association transfer the residual amount into the Association reserve accounts. Divided between the Set Aside account and the Strategic Fund.
  - c. COL Cluck officially requested that \$30,000 of the excess in Escrow go to the Strategic Fund.
    - i. The Strategic Fund is the account used to pay Insurance Claims within 24 hours/one business day of receipt. The Association fronts the money and is reimbursed by the underwriter when a death certificate is received.
    - ii. Currently the Strategic Fund has a balance of approximately \$95,000, which is not enough to pay two simultaneous claims of \$50,000 should that need ever arise. This transfer would increase the Strategic Fund to \$125,000.
  - d. COL Cluck's request is that the remaining \$20,000 from the residuals in the Escrow account be transferred into the Set Aside account which is the Association's primary reserve account.
    - i. Currently this account holds Corporate Membership money that is not immediately needed for operations as well as the Experience Refund from the Insurance Underwriter. Any shortfalls in income are absorbed by this account. It has a balance of \$64,782.27.
  - e. The committee had no further questions or discussion
  - f. MAJ Glover called a vote and the request was approved unanimously to transfer those residual funds.

3. COL Cluck recommends bringing the already requested funds from the NGAA Endowment maintained by the Arkansas National Guard Foundation into the budgeted income for FY 2020
4. COL Cluck requests \$6,500.00 to be transferred from the Set Aside account into the operating account to still make payroll and pay operating costs for May
  - a. The Association has less income this month due to the Arkansas National Guard not Drilling in April due to Covid-19 and allotments were not paid.
  - b. The allotments will catch up when Drill resumes and the plan is to return the money to the Set Aside account when the income is made up.
  - c. There is potential for a similar shortfall in the month of June due to reduced Drills and allotment collection in May.
  - d. There was no discussion or questions.
  - e. MAJ Glover called for a vote and the request was approved unanimously.
5. COL Cluck suggested that MAJ Glover consider appointing an Insurance Committee to begin reviewing the relationship the Association has with its current insurance underwriter, Lifeshield and potentially explore the idea of changing to a new insurance underwriter.
  - a. The Association has been approached by AFBA 5-Star as a potential replacement at this time
6. There were no other requests made or business discussed at this time.
7. MAJ Glover adjourned the committee meeting.






# NGAA FISCAL REPORT

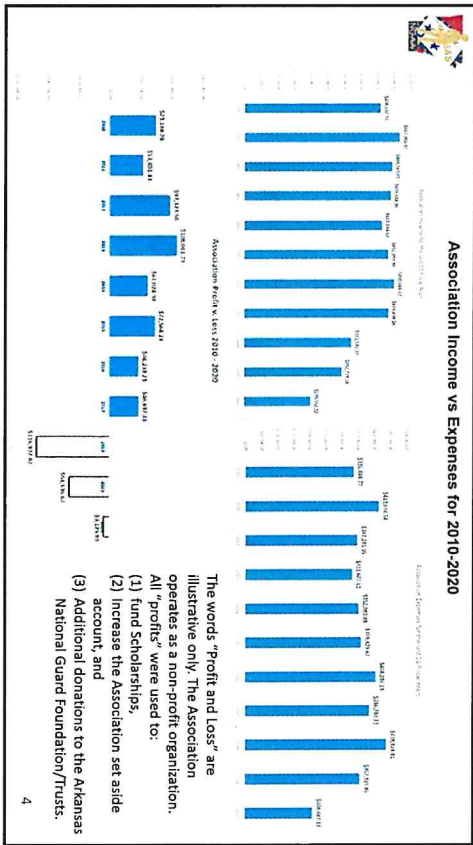


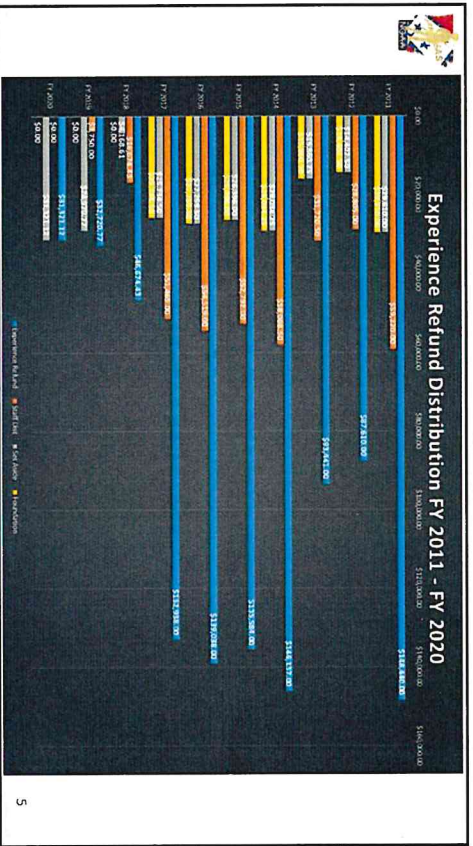
**Status of Funds  
As of 4 Aug 2020**

Primary Checking (US Bank)	\$ 4,486.39*
Strategic Fund	\$ 124,582.22
Escrow Fund	\$ 39,852.20
Set Aside	\$ 83,005.81
Commissions	\$ 3,453.43
Claims out: none	
*due out: Final paycheck and one commission check totalling: \$1,096.80	

# Historical Performance

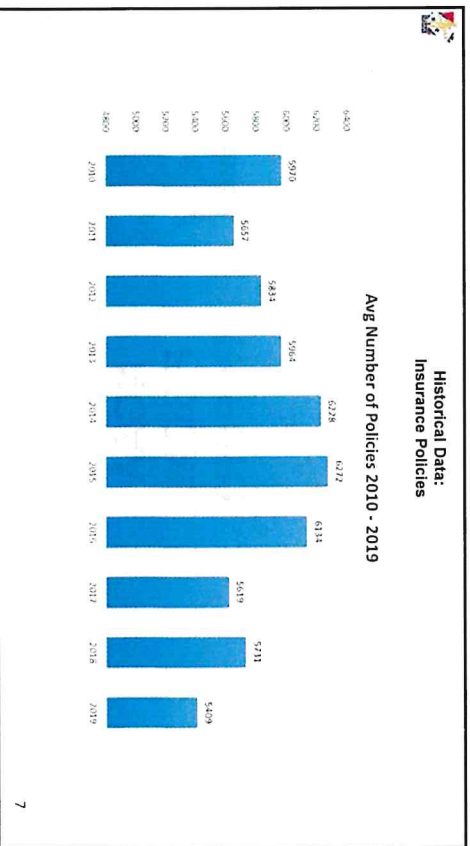




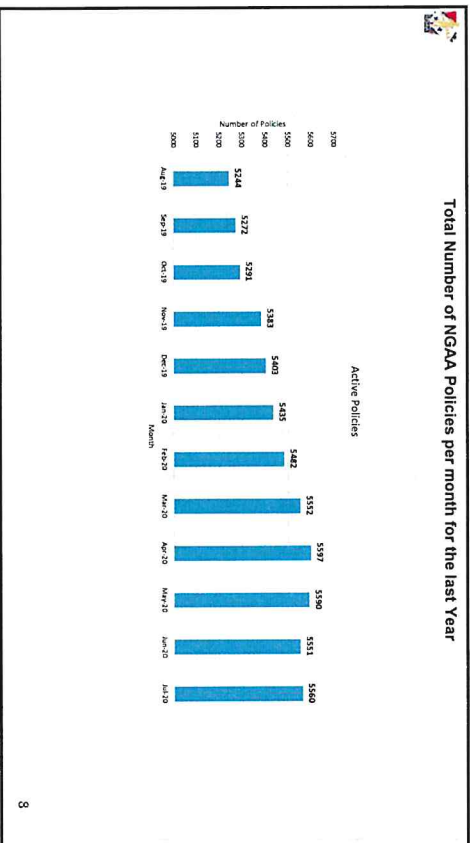
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**NGAA Insurance Program**

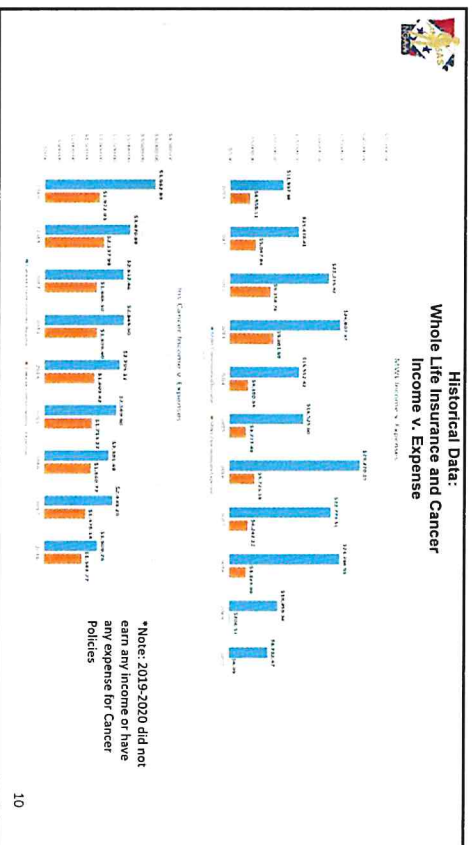
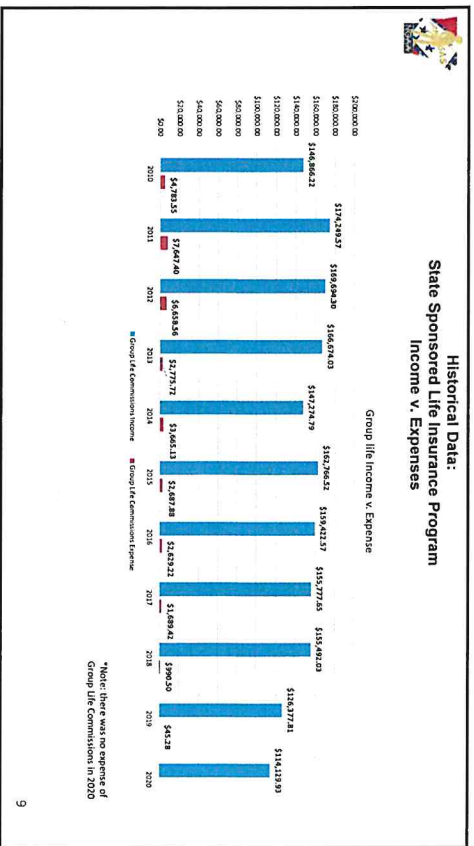
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### Insurance Claims for 2020

Death Claims	January	February	March	April	May	June	July	August	September	October	November	December	Total
Number of claims	3	1	2	2	1	1	1	1	1	1	1	1	9
Cost of Claims	\$ 25,000.00	\$ 10,000.00	\$ 15,000.00	\$ 15,000.00	\$10,000	\$20,000	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$90,000
Status Men	2	1	2	2	1	1	1	1	1	1	1	1	7
Status Dep	1	0	0	0	0	0	0	0	0	0	0	0	2
Status Spouse	0	0	0	0	0	0	0	0	0	0	0	0	0
Reimbursed	\$ 25,000.00	\$ 10,000.00	\$ 15,000.00	\$ 15,000.00	\$10,000	\$20,000	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$60,000

## Corporate Membership

**Partners in Patriotism**

**Upcoming Events (short term)**

- Air Force Birthday 2020 18 Sep 20
- National Guard Birthday 2020 13 Dec 20

**Perspective Members Leads**

- Garver - Wallace Smith
- Murphy USA - Kelly Caldwell
- Elite Performance Meals
- HHL Corporation- Derek Korh

Income Fiscal Year to date	Paid Current FY	Admin/Issues/Concerns
• 11 Basic Members	\$ 11,000.00	
• 1 Gold Member	\$ 500.00	
• 0 Palladium Members	\$ 0.00	
• 1 Headline Members	\$ 10,000.00	
• 1 Joint Member	\$ 1,500.00	
<b>Total This FY</b>	<b>\$ 23,000.00</b>	<b>Current FY</b>
<b>Income Fiscal Year to date 2021</b>	<b>\$ 2,000.00</b>	<b>Paid Current FY</b>
• 1 Gold Member	\$ 2,000.00	<b>Current FY</b>
• Total This FY	\$ 2,000.00	

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**Corporate Members for FY 2020**

ORGANIZATION	Amount Invoiced	Amount Paid	LEVEL
AM General LLC	\$15,000.00		Corporate
American Public University System, Inc (AMU)	\$15,000.00		Gold
Blue Systems, Land & Airports	\$2,000.00	\$2,000.00	Corporate
Coastal Enterprises of Alabama	\$6,000.00	\$1,000.00	Corporate
Don Knicker - McKinney Kelly	\$1,000.00		Corporate
DIG Group Operations, Inc	\$12,000.00		Corporate
Eye Safety Systems (ESS), Inc	\$2,000.00		Corporate
General American Mechanical System	\$1,000.00		Corporate
Global Performance Systems (GPS)	\$2,000.00		Corporate
Uniflight Systems	\$2,000.00		Corporate
Melroe	\$1,000.00		Corporate
Melroe Construction Services	\$1,000.00		Corporate
Nabholz Construction Services	\$13,000.00		Corporate
Northwest Construction Services	\$1,000.00		Corporate
Parsons Technical Services, Inc	\$2,000.00		Corporate
USA K, Inc	\$1,500.00		Corporate
New Members	\$1,000.00		Corporate
Frontline USA, Corp	\$1,000.00		Corporate
Capital Adaption Group	\$1,000.00		Corporate
Metal Defense	\$1,000.00		Corporate
Traction Motion Defense	\$1,000.00		Corporate
Uniflight Martin	\$1,000.00		Corporate
Uniflight Defense	\$1,000.00		Corporate
<b>Total</b>	<b>\$151,500.00</b>	<b>\$13,000.00</b>	

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**Corporate Members for FY 2021**

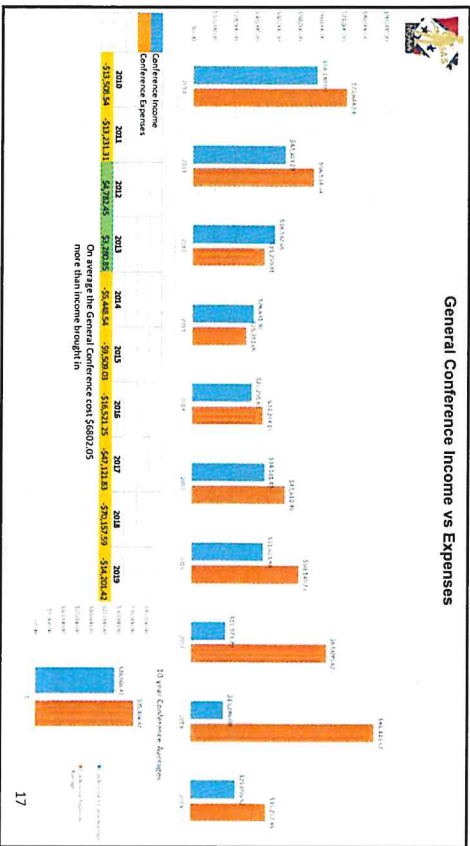
ORGANIZATION	Amount Invoiced	Amount Paid	LEVEL	Yrs as member
AM General LLC	\$15,000.00		Corporate	7
American Public University System, Inc (AMU)	\$15,000.00		Gold	
Blue Systems, Land & Airports	\$2,000.00		Corporate	8
Coastal Enterprises of Alabama	\$6,000.00		Corporate	
Don Knicker - McKinney Kelly	\$1,000.00		Corporate	
Don Brock - McKinney Kelly	\$1,000.00		Corporate	
Edward Brown	\$2,000.00		Corporate	
Eye Safety Systems (ESS), Inc	\$2,000.00		Corporate	
General American Mechanical System	\$1,000.00		Corporate	4
Global Performance Systems (GPS)	\$2,000.00		Corporate	
Uniflight Systems	\$2,000.00		Corporate	
Melroe	\$1,000.00		Corporate	12
Melroe Construction Services	\$1,000.00		Corporate	
Nabholz Construction Services	\$10,000.00		Corporate	5
Northwest Construction Services	\$1,000.00		Corporate	
Parsons Technical Services, Inc	\$2,000.00		Corporate	
USA K, Inc	\$1,500.00		Corporate	
New Members	\$1,000.00		Corporate	
Frontline USA, Corp	\$1,000.00		Corporate	
Capital Adaption Group	\$1,000.00		Corporate	
Metal Defense	\$1,000.00		Corporate	
Traction Motion Defense	\$1,000.00		Corporate	
Uniflight Martin	\$1,000.00		Corporate	
Uniflight Defense	\$1,000.00		Corporate	
<b>Total</b>	<b>\$151,500.00</b>	<b>\$13,000.00</b>		

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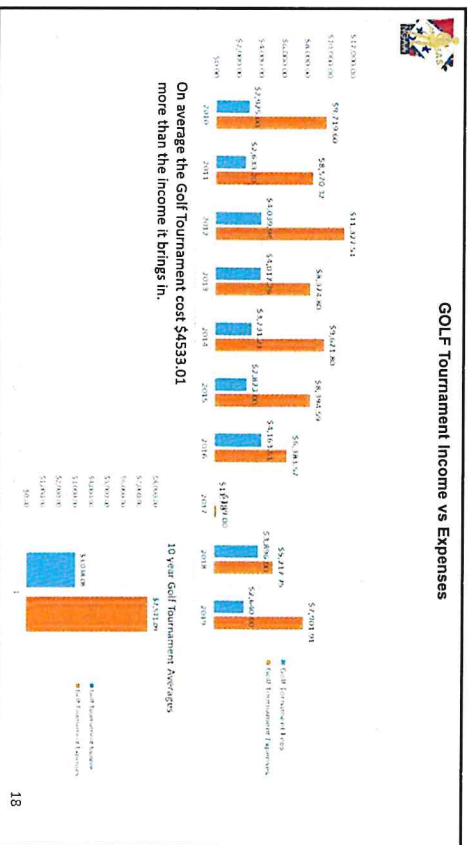
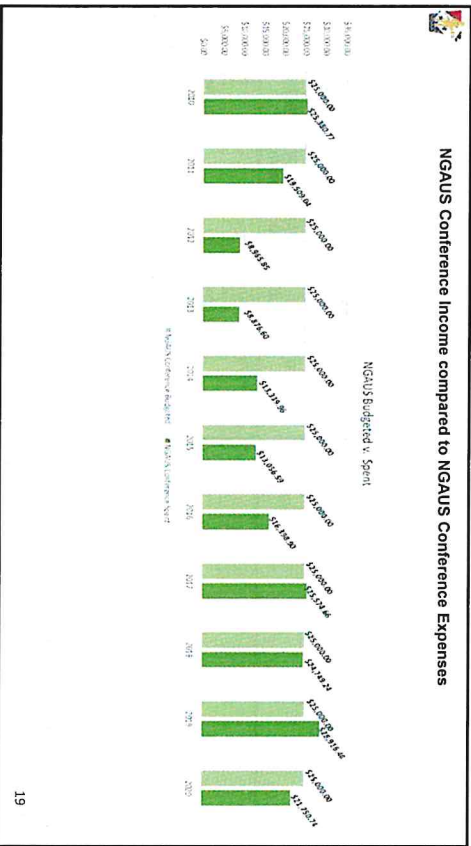


# Conference Expenses

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# Foundation

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Foundation		Long Range Events / Plans:
<b>Status of Funds :</b> • Backchecking \$ 55,932.44 • Bass and Bell Cash \$192,044.07* • Bass and Bell Equity \$1,012,160.20* • Diamond Fund \$1,002,861* • NGAA \$45,873.50* • FAANG \$22,501.50* • Museum \$68,446.00* • WYC \$872.50* • SOS \$1005.50*		
<b>Current Month Obligations:</b> • Scholarships to be distributed: \$37,500.00 • Qily Fee to Priddy and Hoffield: \$150.00 • Qily Fee to NGAA \$250.00 • MM Youth Camp: \$873.00 • SOS: \$1,000.00 • CFC Application: \$15.00		
*June \$1005.50*	Issues: • Foundation declared a 4.3% Spend Plan on the Diamond fund to cover Scholarships and Expenses. • The Foundation declared a 0% Spend Plan for the remaining Endowments for 2021.	

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Projected Revenue		
	FY 2021	FY 2020 Actuals
NGAA Annual Dues	\$7,500.00	\$7,225.17
NGAA Life Dues	\$1,500.00	\$1,650.00
NGAUS Rebates	\$11,000.00	\$10,441.00
Interest	\$5.00	\$1.21
Convention Income (Registration, Exhibitor Fees and Corporate Convention)	\$25,000.00	\$0.00
Golf Tournament Fees	\$3,800.00	\$0.00
Annual Corporate Member	\$22,000.00	\$21,374.20
Insurance Fees - Group Life	\$114,000.00	\$114,129.93
Ins Commissions - WL	\$8,000.00	\$8,281.50
Ins Commissions - VW	\$0.00	\$0.00
Ins Commissions - Tech	\$0.00	\$0.00
Ins Commissions - AHJAC	\$800.00	\$855.76
Ins Commissions-OTHER	\$2,500.00	\$2,325.41
Miscellaneous	\$2,000.00	\$2,012.08
Foundation Distribution	\$5,800.00	\$5,800.00
Experience Refund	\$0.00	\$31,321.12
<b>TOTAL INCOME PROJECTED</b>	<b>\$198,105.00</b>	<b>\$205,617.38</b>

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# Purposed FY 21 Budget

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Projected 2021 Expenses		
	1/1	
Staff		
Administrative		
Total Staff Salaries plus payroll taxes	\$139,200.00	\$115,482.53
Admin Travel	\$1,000.00	\$362.16
Board Travel	\$9,000.00	\$4,969.12
Janitorial	\$2,500.00	\$2,211.28
Lawn and Grounds	\$2,000.00	\$2,076.01
Building Repair	\$2,900.00	\$2,463.61
Equipment Repair	\$650.00	\$0.00
Board Meetings	\$200.00	\$187.61
Membership Fees	\$600.00	\$125.00
Accounting/Audit Fees	\$16,500.00	\$10,250.00
Office Supplies	\$4,000.00	\$3,166.77
Telephone	\$4,500.00	\$4,268.87
Postage and Mailing	\$5,000.00	\$4,758.47
Printing and Photocopy	\$6,500.00	\$5,005.02
IT Services	\$3,200.00	\$2,916.60
Equipment/Furniture Purchase	\$1,000.00	\$0.00
Insurance - Building	\$2,500.00	\$2,656.26
Insurance - Other	\$4,300.00	\$4,284.84
Payroll Admin Fee	\$700.00	\$667.54

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Projected 2021 Expenses  
2/2

Program	Amount	Amount	Amount
Insurance Program			
Ins Commissions - Group Life	\$5,600.00	\$1,725.70	
Ins Commissions - MWL	\$0.00	\$0.00	
Ins Commissions - Cancer	\$0.00	\$0.00	
Ins Commissions - AFLAC	\$0.00	\$0.00	
Ins Commissions - OTHER	\$1,000.00	\$620.55	
Insurance Travel	\$9,000.00	\$4,956.05	
ACH (bank draft) fees	\$3,500.00	\$3,401.51	
Promotion Activity	\$4,000.00	\$6,000.00	
Program			
Awards	\$2,500.00	\$2,700.00	
Corporate Recruiting	\$6,500.00	\$0.00	
Golf Tournament Expenses	\$7,000.00	\$0.00	
General Conference Expenses	\$25,000.00	\$0.00	
NGAUS Conference Expenses	\$2,000.00	\$21,750.74	
Miscellaneous			
AG Activity Fund	\$6,000.00	\$0.00	
Miscellaneous	\$1,000.00	\$2,861.92	
Staff Experience refund distro	\$0.00	\$0.00	
Legislative	\$0.00	\$0.00	
TOTAL EXPENSES	\$278,950.00	\$309,998.16	25
	-\$80,945.00		





# NGAA INSURANCE COMMITTEE REPORT

CHAIR: LT COL. RYAN WORKMAN

- AFBA 5Star**
  - Death Benefits
    - Standard increments from \$10000 to 50,000
  - Enhanced coverage options for add'l DB under the "Group" pool?
    - 5 Star offers the Better Alternative Plan which provides coverage options up to \$250,000.
    - If enhanced is available, age it will end or decrease in DB till what age. Is that negotiable?
      - Age out at 70
  - Conversion Options (Very important option for NG members)
    - Conversion options at age 60 and 65
- Lifeshield**
  - Death Benefits
    - Standard increments from \$10000 to 50,000
  - Enhanced coverage options for add'l DB under the "Group" pool?
    - Not currently available
    - If enhanced is available, age it will end or decrease in DB till what age. Is that negotiable?
      - Not currently available
  - Conversion Options (Very important option for NG members)
    - Conversion options at age 60 and 65

- AFBA 5Star Responses**
  - Service/Support
    - 5 Star has personnel who will come to Camp Robinson to train the staff on software, policies and procedures
    - Online format for billing? Policy submission? Mobile device compatible?
      - Currently in the process of providing these capabilities, but currently used the software formerly used by American Equity
    - In-person training on software/policy for staff
      - 5 Star pays for two personnel from each state to attend Annual training that covers policy software for the staff.
      - Currently using the 2017 Morality Table.
      - No Rate hike forecasted anytime soon.
    - Direct online support? Or go thru NGAA? Mobile device compatible?
      - Currently use the software formerly used by American Equity
    - Security of Data/Personal Information
      - Compliant with current industry standards.
    - Policy Rates
      - Currently using the 2017 Morality Table.
      - No Rate hike forecasted anytime soon.
- Lifeshield Responses**
  - Service/Support
    - Minimal Administrative Support
  - Online format for billing? Policy submission? Mobile device compatible?
    - Not Available
  - In-person training on software/policy for staff
    - Lifeshield does not provide annual training to the staff.
  - Direct online support? Or go thru NGAA? Mobile device compatible?
    - Lifeshield Provides a contact person for issues with the company data base.
    - No plan to provide direct support to policy holders under the current fee arrangements.
  - Security of Data/Personal Information
    - Compliant with current industry standards.
  - Policy Rates
    - Currently using the 1980 Morality Tables.
    - Lifeshield has not decided if a Rate hike is necessary

- AFBA 5Star**
  - Payout timeline for claims
    - 5 Star offers a 24-48 hour check either to the beneficiary or to NGAA within 24-48 hours
  - \$1,000 DB for every NG member regardless of membership?
    - Yes, 5 Star provides a \$1000 benefit to all members of the National Guard, regardless of membership status. Claims are paid by the pool, an affect the Experience Return.
  - Costs and Experience Refunds
    - After all deductions from total gross premiums for fees of 25% to NGAA, 16% Company Expenses to 5 Star, all claims are paid from the pool, equal to the Association's percentage of contribution to the pool.
- Lifeshield**
  - Payout timeline for claims
    - Lifeshield provides a 30-60 day turnaround for payment and Lifeshield reimburses NGAA in 2-4 Weeks
  - \$1,000 DB for every NG member regardless of membership? Or only members?
    - No
  - Costs and Experience Refunds
    - After all deductions from total gross premiums for commissions of 32.5% (25% to NGAA) 16% Company Expenses, all claims, catastrophic reinsurance gross premium and the insurer has earned cumulative underwriting profits of eight percent of program. Contracted premium since inception, such deficit in contract is covered by the insurer's surplus. Premium as well, then the Association's agency shall be entitled to up to six percent of premium form the remainder.
  - How transparent is that throughout the year?
    - Lifeshield does not provide a monthly pool report.

AFBA SStar	Lifeshield
<ul style="list-style-type: none"><li>• Ancillary Products<ul style="list-style-type: none"><li>• Whole Life/Universal Life?<ul style="list-style-type: none"><li>• Not currently available</li></ul></li><li>• Guaranteed Issue WL/UL?<ul style="list-style-type: none"><li>• Not currently available</li></ul></li><li>• Other misc. product options?<ul style="list-style-type: none"><li>• Numerous other products available. See AFBA/SStar presentation</li></ul></li></ul></li></ul>	<ul style="list-style-type: none"><li>• Ancillary Products<ul style="list-style-type: none"><li>• Whole Life/Universal Life?<ul style="list-style-type: none"><li>• Available but NGAA is not currently authorized to sell</li></ul></li><li>• Guaranteed Issue WL/UL?<ul style="list-style-type: none"><li>• Not currently available</li></ul></li><li>• Other misc. product options?<ul style="list-style-type: none"><li>• Lifeshield had developed Cancer and Critical illness products for NGAA but we currently do not sell them</li></ul></li></ul></li></ul>
<ul style="list-style-type: none"><li>• Relationship Building<ul style="list-style-type: none"><li>• Will be a Corporate Member at the Gold Level (\$2,000).</li></ul></li></ul>	<ul style="list-style-type: none"><li>• Relationship Building<ul style="list-style-type: none"><li>• Lifeshield has never become a corporate member.</li></ul></li></ul>

**Insurance Committee Recommendation**

- The Insurance Committee Recommends that NGAA transition from Lifeshield to AFBA/SStar effective 1 October 2020.