

## **Executive Director Report**

**22 October 2005**

**Statement of Concern.** The most significant issue facing the board of director's at this time is a negative cash flow resulting in an alarmingly low operating account. Our monthly bills at present exceed our income. At the same time, as a result of the war and combat deaths we have had several claims that have put us into the negative numbers for insurance income. The only positive numbers come from a vitalized corporate member program. Please pay attention to the Financial Report as you, the board, decide the best course of action for the very near term.

**The Pennsylvania Guardians Magazine.** I am seeking options regarding a contract that will establish magazine requirements and advertising agreements. It is imperative that we begin to receive advertising funds to offset the cost of the magazine. Our last edition, while a beautiful product cost us \$12,600. Our objective is to publish the magazine four times a year and to have the ads virtually pay for the cost. We may consider a more competitive printer, while seeking someone to solicit ads for the magazine. This needs to be a priority.

**2006 Corporate Membership Program.** The 2006 corporate membership campaign is set to begin on 1 Jan 2006. Any memberships that we receive before that will be honored for 2006. Our success has resulted in providing corporate members an opportunity to interact with our Centers of Influence.

-We have several initiatives in the next several months that will serve to retain and attract membership.

--We have invited our corporate members to Capitol Day with a reception to follow. Invited to the reception will be State Legislators, PNGAS Officers, PNG Leadership, and our Corporate Members. The reception will take place at Scott's Grille, downtown Harrisburg. These events while costing much needed funds, are investments in corporate member contributions.

--We are inviting our corporate members to the TAG Review. We will pay for their dinner, and recognize them from the podium. We are very pleased that The Adjutant General has invited them all to her home, Quarters 1, following the day's activities. There PNGAS will host a small reception. This invitation from our TAG sends a loud and clear message that she is very supportive of our Association! We are going to hire the Community Club to avoid liability issues with serving alcohol.

--We also plan to have a reception for our corporate members and staffers, on the evening of our D.C. Legislative Visit. More details to follow.

**PNGAS Yearbook.** We are reformatting the yearbook to make this more of a PNGAS conference program, to include the Association year in review photos, Associations' officers, Awards, Financial page, and PNG directory. I have negotiated and signed the contract with the publisher/printer. I am requesting the assistance of our Public Affairs Committee to guide us on the format and content. I recommend that we start now.

**2006 Legislative Visit/Breakfast.** Plans are in place for next year's visit and breakfast. I have reserved the same hotel as last year. I need to reserve the bus (is this a good idea, we had 20 people on a 55 passenger bus). I reserved the Gold Room and paid the caterer in advance. NGAUS has reserved a room for our AAR/reception. Congresswoman Melissa Hart is our host and I have contacted her staff and begun working logistics. The dates are 7-8 March 2006.

**Data Base Management.** We continue to fine tune our new data base management system. Rosie, Preston, and Buddy are working on email enhancements to our membership. On-line conference registrations are the next challenge. We are also ready to sell our system to smaller states. When this happens our system will become an investment as opposed to a cost of doing business.

**2006 PNGAS Conference.** Next year's conference will be at Toftrees in State College, Pa. The 112 AOS, Col Joel Pannebaker is our host. They are actively planning the conference and it really looks great. I visited the hotel and found it to be affordable and attractive. Rooms \$55. and parking is free. I have negotiated the hotel contract and expect to sign it today. I have a concern regarding seating for 250 people at the state's dinner. I will discuss a closed circuit TV into an overflow room. Seating in this room will be based on registrations received after the 250 threshold has been met.

**PA Guard at the State Capitol.** The 18<sup>th</sup> of October is Pennsylvania National Guard Day at the State Capitol. PNGAS will be in attendance and is sponsoring the afternoon meal. It is our intent to invite our corporate members to this event. This is a TAG initiative that we support. We will follow the event with a reception for Legislators, senior Guard Leadership, Corporate Members and PNGAS officers at Scott's Grille.

**NGAUS Business and Industry Day.** This is a day when NGAUS invites their corporate members and potential members to discuss the benefits and relationship of corporation to the NGAUS and State Associations. I recommend that I and perhaps one other attend. The date is 7 Dec 2005 at the NGAUS Building. Registration = \$500. NGAUS will subsidize the cost for Exec Dir's and State President = \$50.

**SGLI Supplement.** There is discussion regarding the increase of SGLI to \$400,000 of deployed personnel with the additional cost covered by state funding. Our SSLI program may be the instrument to accept and make payment. More discussion to follow.

**Web page.** The web page continues to be the best place for our members to stay informed of our association's activities. We still need to add a page for our merchandise, i.e., pins, shirts, posters, coins, and miniature medals. Also, we will be creating a link to certain merchandisers that are offering a discount to military members, e.g. Joseph A. Banks.

**Grantham University.** We have found that Grantham University is not an accredited institution of higher learning. The Chief is looking into the PA Guard's

training office. They may already offer opportunities more appropriate to our soldier's and airmen.

**Internet Café' Printer.** Preston Smith installed the printer.

**Internet Café' System Down Time.** Preston Smith looked into this problem, cleaned up the gremlins, and the downtime has been virtually eliminated.

**Scholarship Fund.** This year we received our annual SSLI check in the amount of \$20,335.49. Our policy has been to provide the Scholarship Fund 10% of that amount not to exceed \$12,000. Therefore, it would be appropriate to contribute \$2,034. to the fund.

**BGen Ron Schultz Resigns.** Retired/Life Committee requires a replacement.

**Resolutions Accepted.** All PA resolutions were accepted at the national level. Credit to Dave Gerstenlauer, Tim Guinn, and Bob Petersen for their efforts.

**Scotland School Pledge.** We have pledged to donate \$10,000 over five years. To date we have paid \$4,000 and have an outstanding commitment of \$6,000.

### **Future Events**

#### **2005**

--7 Dec, NGAUS Industry Day, NGAUS Building, Washington, DC

--9 Dec, TAG Review, Ft. Indiantown Gap

#### **2006**

--?????, NGEDA Conference, Albuquerque, NM

--27 Jan, 0800hrs, PNGAS Board Meeting, Biddle Hall.

--7-8 Mar, Washington, DC Legislative Visit

--28-29 Apr, PNGAS Conference, Toftrees Resort, State College, PA. 112<sup>th</sup> AOS Host

--1 May, 0800 hrs, PNGAS Board Meeting, State College, PA

--29 July, 0900 hrs, PNGAS Board Meeting, Biddle Hall

--16-19 Sep, NGAUS Conference, Albuquerque, NM

#### **2007**

--21-25 Jan, NGEDA Conference, San Juan, PR

--24-27 Aug, NGAUS Conference, San Juan, PR

**Report submitted by:**

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