

NGAND Meeting Minutes

17MAR2023/1645-1805

- Meeting was called to order by Lucas Klettke, NGAND Chairman
- Agenda was covered. Minutes from the previous meeting were not available, and the voting of the approval of minutes was dismissed.
- **Attendance roll call was taken as follows:** Nick Hanson, Kimberly Nelson, Matt Voeller (Proxy for Waylon Tomac), Pat Flanagan, Greg Goodman, Dave Hall, Steve Hoikkala (filled in as Secretary), Luke Klettke, Justin Johnson (Proxy for Jacob Danduran), Brett Nelson (ED), Brett Nelson (Army), Dennis Huffman, Josh Roller, Dave Anderson, Chris Domitrovich (ED), Randy Fuss, Stan Brown (Proxy for Matthew Winters), Al Dohrmann, Lee Teigen, Jeff Steckler
- New Board of Directors were welcomed (Josh Roller, Amanda Tang), and Jared Huibregtse was given a thanks from the board for his service as NGAND Secretary.
- **Reading of the Finance Report was given by Matt Voeller.**
 - Audit is completed annually, but is awaiting completion this year and is scheduled at the end of March 30-31, or 13-14 April.
 - Governors Ball funding is being assisted by NGAND to ensure everything is paid.
 - Money In/Money out was covered with our main ways we make money and expenses. Expenses included memberships as well in the form of rebates on life memberships.
 - Exec. Director expenses currently have been split between Brett Nelson and Chris Domitrovich until Brett Nelson has officially taken over with the handoff.
 - Money out for FY22 was reported \$115,213.71
 - Money in for FY 22 was reported \$67,507.13
 - Dave Hall asked about the sustaining of more in expenses vs. income and whether we need to “tighten our belt”, and if this is a “one off” type of year. Matt Voeller responded that we haven’t touched our investment account, and that is doing fantastic. Part of it is the nature of the association. There was discussion from Greg Goodman on whether there are some items on the Money Out could be reduced or eliminated. Discussion continued about reducing expenses was needed, but Matt Voeller thought that more discussion could be had with the Executive Board on the budget. Stan Brown voiced that what he observed in his years that we play it conservative with money and don’t spend, and just have other years where we spend money in order to get visibility and be active in the state. Chris Domitrovich thought that we haven’t touched our retirement account, and we are trying to get people excited about the association, and keep seeing growth, so we are needing to sometimes spend money to try to see what works in the benefit of the organization.
 - Money out for FY22 was reported \$12,326.99
 - Money in for FY 22 was reported \$26,113.47
- **Executive Director Update**
 - Chris Domitrovich briefed \$33k in Corporate Sponsorship in FY23, and there were \$27k in FY22
 - We paid \$8,500 for our key speaker, and that he is excited to see the feedback, and he thought the price was reasonable compared to others.

- Chris will be attending the Insurance Trust Meeting 24-26 in Charleston, SC
- NAGUS Conference in Reno, NV, we had the #2 pick and have a great hospitality room this year.
- Legislative Reception in DC will be happening in Nov 23
- Brett Nelson briefed Membership Life Metal Cards, that some were not receiving them and they should reach out to him if they haven't received them.
- 30SEP23 is the handoff date between Brett and Chris. Continue to use the ngandexecutivedirector@gmail.com email for communication.
- He urged members give feedback on the website and our social media.
- Pat Flanagan asked about the RRC QR code so they can register instead of giving cash, and Brett said he has that ready at the registration table.
- Conferences for the next 3 years were briefed and will continue to alternate with Fargo and Bismarck.
- Committee Updates
 - Membership Report – Steve Hoikkala
 - Legislative Committee - NSTR
- Old Business
 - Lucas Klettke spoke about the ED Contract Approval
 - NGAUS AUSA Partnership
 - RR & NGAUS Scholarships are available, please take advantage of them.
 - (2) new directors for the 1-188 ADA and 142 EN
 - Legislative Spaghetti Dinner was funded
 - Legislative Update was received to the board from Jay Sheldon
- New Business
 - Pat Flanagan discussed the 2023 Golf Tourney Planning. Pat talked about the advantages of holding the golf tourney, but it has cost the association \$2-4k per tourney annually. Pat questioned if Fargo can do everything that Bismarck offered.
 - 15K for Hawktree, if we increase fees to \$100 per golfer, it may help costs. 8SEP, and 22SEP, Fridays is what is available.
 - Fargo is a possibility, but would need a different organizer of the tourney. Brett spoke about Rose Creek. They are replacing their food vendor. \$49 per golfer for golf, \$20 for food is the current cost estimate Brett was able to get. They don't allow Fridays, because they have them for their members so we are looking at Mondays. The only day open is 1OCT23 this year on a off Monday. The concern is that it is late into the year. Brett thinks there would be a larger participation if it was held in Fargo from the Air Guard, and that we should consider that. Brett said an organizer would be needed for the tournament if held in Fargo. Pat said he can coordinate the teams, but someone has to coordinate with the golf course, and he is not able to do that. Pat communicated that Hawktree is a premier golf course and that we get a good price for that course. Hawktree supports us, and the tourney is easy to set up.
 - Pat didn't think we had much time to be able to take much time to wait on Hawktree to do the tourney at that golf course.

- Steve Hoikkala made a motion for the tourney to be held at Hawktree due to the lack of dates available, logistics for the tournament, and with the dates getting closer to where we need to set up the tourney. Greg Goodman gave a second to the motion. Pat Flanagan suggested the 22SEP date to be the preferred date before being voted on. Dave Hall shared his thoughts on the event being a good investment (socially/networking) with members even though not all attend. Pat talked about Food being \$2,600 for lunch, \$1,000 for breakfast. Pat said that there is no beverage cart on the course because they don't have employees to do it, but the golf course doesn't want the liability.
 - Steve Hoikkala brought up an option about paying a cut of the cost of food in the registration. Pat said that is not something he could do without help to ensure people are getting the food they paid for. Steve Hoikkala also brought up the idea that came from golfers last year about paying for mulligans. Pat said that the money should go to a charity instead, and the idea was discussed further but dismissed. An idea was brought up by Brett to possibly have
 - Dave Hall motioned for the golf tourney on the 22 of September at Hawktree, and Josh Roller seconded the motion, and it was approved by all.
 - Dave Hall made a motion for a laptop for a no more than \$1,000 laptop for the G6, and was seconded by Greg Goodman, and was approved by all.
- **Other Notes**
 - Lucas talked about the upcoming Capital Summit in which Justin Huber is attending. Discussion was had about the Capital Summit and how good of an experience it was for those that have come back with good feedback.
 - Membership will discuss Legislative Initiatives at the RRC Meeting.
 - State Sponsored Life Insurance \$10,000 for all members of the ND National Guard, paid for by the State of ND. Al Dohrmann thought the estimate of a \$40k annual cost was something that could be possible if brought forward for legislation.
 - Lucas spoke about the Chair position changing to Nick Hanson, and other upcoming events.
 - Upcoming conferences are Detroit, Milwaukee, and then Indianapolis for the next 3 following years.
- **Final Thoughts**
 - Chris Domitrovich spoke about the RRC key events for the next day, and reminder for the bingo cards, and the giveaway. Books that are signed will be given away, gift cards, and other great prizes. Hotwash in the Van Gogh room at 0800 on Sunday March 19th, to cover an AAR on the RRC.
 - Greg Goodman asked about NGAND branded swag that was ordered. Chris mentioned he has the swag here.
 - Al Dohrmann mentioned we need to ensure we are recognizing elected officials that are supporting NGAUS and NGAND. MAJ Sheldon was offered up as person to assist with these awards. Plan would be to recognize a couple at the next year Fargo RRC, but we need to put up some of these legislators for national awards as well.

- Chris Domitrovich mentioned how other states have legislators at national getting awards, and we need to do the same. Al Dohrmann mentioned how Jay Sheldon would be the best POC to help with these awards.
- Brett Nelson (ED) presented Chairman Lucas Klettke a plaque congratulating him for a job well done in his time as chairman. Lucas thanked everyone for support, and welcomed his new replacement Nick Hanson.
- Lucas Klettke called for a motion for the meeting to be adjourned which was motioned by Greg Goodman, seconded by Stan Brown, and approved by all.

//END OF NOTES