



WISCONSIN NATIONAL GUARD INSURANCE PLAN

SINCE 1971 • FAMILY PLAN • EXPANDED BENEFITS • GUARD MEMBER CARING • "GUARD FAMILY" ADMINISTERED

2400 Wright Street, Room 205, Madison, WI 53704-2572
Telephone: (608) 242-3100 or 242-3101
Fax: (608) 242-3106

SUBJECT: Insurance Committee Report
Annual Conference, 25- 27 April 2008

Your insurance program continues to remain strong.

You can take pride in the Wisconsin National Guard Insurance Program, as it supports members of the "Guard Family" during their time of need. We are part of their support group, if the need arises.

Over 4,495 miles were traveled last year in visiting community armories and/or air bases while administering our "Guard Family" caring programs. We also seized the opportunity to contact our "Guard Family" members during record reviews, conferences, conventions, seminars, open houses, Wisconsin Military Academy functions, Fort McCoy activities, mobilization exercises and SRPs.

We were active in insurance meetings at the national level held by the National Guard Executive Directors Association (NGEDA) annual meeting in San Juan, Puerto Rico, the Militia Insurance Trust meetings in Portsmouth, New Hampshire and the National Guard Association (NGAUS) General Conference in San Juan, Puerto Rico.

I am happy to report that year 2007 saw increases occurred in both new policies and requests for additional coverage on existing policies. For details, kindly refer to the attachments to this report.

The long range planning committee, consisting of Stuart Stultz, Ron Wagner, Robert DeGroot and Lowell Koehler, was active this year. The charter of this group is to develop an on going long range plan for the insurance program.

As always, Stuart Stultz and office personnel, Doris Gernetzke, Joyce Riemer and Lisa Howard function very well for the association as they assist our members.



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The insurance program is a benefit to all guard members and continued support by our Association members will provide a sound and economical insurance program for years to come.

The following members of your insurance committee have my heartfelt thanks for a job well done.

CW4 (Ret) Robert De Groot, ARNG
COL (Ret) Robert Klinger, ARNG
CSM (Ret) Lowell Koehler, ARNG
BG (Ret) John Larson, ARNG
LTC Joni Mathews
CMSgt (Ret) Dennis O'Loughlin, ANG
COL (Ret) Stuart Stultz, ARNG
Lt Col (Ret) Ronald Wagner, ANG

COL (Ret) Mathew J. Dew, ARNG
Chairman, Insurance Committee

HAVE YOU AUDITED YOUR INSURANCE PROGRAM LATELY?

Attachments:

- Statement of Operations
- Claims Paid
- Activity Report

WISCONSIN NATIONAL GUARD ASSOCIATION, INC. INSURANCE TRUST
STATEMENT OF OPERATIONS YEAR 37
As of 12/31/2007

	BUDGET	MONTHS 12	ACTUAL
Operating Revenue:	\$210,000	\$210,000	\$167,168.67
Operating Expenses:			
Salaries	\$139,750	\$139,750	\$138,833.47
Payroll Taxes	\$ 12,661	\$ 12,661	\$ 10,949.76
Health Insurance	\$ 8,560	\$ 8,560	\$ 8,381.88
Director's Bonus Paid	\$ 5,000	\$ 5,000	\$ -
Total Personnel Expenses	<u>\$165,971</u>	<u>\$165,971</u>	<u>\$158,165.11</u>
SBC Fees	\$ 7,000	\$ 7,000	\$ 3,592.00
Travel Expenses	\$ 5,000	\$ 5,000	\$ 4,148.90
Auto Rental	\$ 500	\$ 500	\$ 96.66
Office Utilities	\$ 3,000	\$ 3,000	\$ 3,292.10
Office Expenses	\$ 5,000	\$ 5,000	\$ 4,815.36
Telephones	\$ 1,000	\$ 1,000	\$ -
Postage and Envelopes	\$ 5,000	\$ 5,000	\$ 6,835.78
Printing	\$ 500	\$ 500	\$ 31.65
Security Bond	\$ 200	\$ 200	\$ 237.00
NGAUS / NGEDA / Insurance Meetings	\$ 4,000	\$ 4,000	\$ 5,878.93
Accounting Fees	\$ 1,200	\$ 1,200	\$ 1,333.80
Legal Fees	\$ 500	\$ 500	\$ -
Promotions-Products	\$ 4,000	\$ 4,000	\$ 3,437.63
Promotions-Services	\$ 1,000	\$ 1,000	\$ 231.07
Operating Expenses	<u>\$203,871</u>	<u>\$203,871</u>	<u>\$192,095.99</u>
Net Operating Gain (Loss):	\$ 6,129	<u>\$ 6,129</u>	\$ (24,927.32)
Other Revenue:			
Experience Refund	\$ 20,000		\$ 23,344.00
Interest - Checking	\$ 300		\$ 350.76
Interest - Partnership	\$ 100		\$ 1.36
Investment Income	\$ 20,000		\$ 22,540.40
Realized Capital Gains	\$ -		<u>\$ 25,941.45</u>
	<u>\$ 40,400</u>		<u>\$ 72,177.97</u>
Other Expenses:			
Office Equipment Purchase	\$ 1,000		\$ -
Interest - Line of Credit	\$ 1,000		\$ 18.47
Programming Automation	<u>\$ 2,000</u>		<u>\$ -</u>
	<u>\$ 4,000</u>		<u>\$ 18.47</u>
Net Gain before Distributions:	<u>\$42,529</u>		<u>\$ 47,232.18</u>
Distributions this Year:			
Transfers to WINGA, Inc	\$15,023		\$143,500.00
Transfers to WNGEA, Inc	<u>\$15,023</u>		<u>\$ 7,000.00</u>
	<u>\$30,046</u>		<u>\$150,500.00</u>
Net Change in Contingency Reserve	\$12,483		(\$103,267.82)

CLAIMS PAID
May 1, 1971 to December 31, 2007

May 1, 1971 to April 30, 1972	Claims – 2	\$10,000.00
May 1, 1972 to April 30, 1973	Claims – 6	\$9,400.00
May 1, 1973 to April 30, 1974	Claims – 5	\$37,400.00
May 1, 1974 to April 30, 1975	Claims – 5	\$68,000.00
May 1, 1975 to April 30, 1976	Claims – 10	\$38,500.00
May 1, 1976 to April 30, 1977	Claims – 6	\$66,000.00
May 1, 1977 to April 30, 1978	Claims – 8	\$50,900.00
May 1, 1978 to April 30, 1979	Claims – 7	\$60,000.00
May 1, 1979 to April 30, 1980	Claims – 14	\$116,400.00
May 1, 1980 to April 30, 1981	Claims – 12	\$110,000.00
May 1, 1981 to April 30, 1982	Claims – 13	\$207,500.00
May 1, 1982 to April 30, 1983	Claims – 13	\$93,300.00
May 1, 1983 to December 31, 1983	Claims – 15	\$244,400.00
January 1, 1984 to December 31, 1984	Claims – 12	\$218,000.00
January 1, 1985 to December 31, 1985	Claims – 14	\$122,200.00
January 1, 1986 to December 31, 1986	Claims – 18	\$347,550.00
January 1, 1987 to December 31, 1987	Claims – 20	\$417,750.00
January 1, 1988 to December 31, 1988	Claims – 16	\$271,000.00
January 1, 1989 to December 31, 1989	Claims – 10	\$314,500.00
January 1, 1990 to December 31, 1990	Claims – 23	\$537,650.00
January 1, 1991 to December 31, 1991	Claims – 18	\$270,000.00
January 1, 1992 to December 31, 1992	Claims – 12	\$123,500.00
January 1, 1993 to December 31, 1993	Claims – 25	\$444,250.00
January 1, 1994 to December 31, 1994	Claims – 20	\$400,000.00
January 1, 1995 to December 31, 1995	Claims – 11	\$142,000.00
January 1, 1996 to December 31, 1996	Claims – 26	\$392,000.00
January 1, 1997 to December 31, 1997	Claims – 17	\$424,000.00
January 1, 1998 to December 31, 1998	Claims – 14	\$225,934.87
January 1, 1999 to December 31, 1999	Claims – 27	\$556,412.90
January 1, 2000 to December 31, 2000	Claims – 19	\$381,368.91
January 1, 2001 to December 31, 2001	Claims – 20	\$366,939.25
January 1, 2002 to December 31, 2002	Claims – 17	\$372,481.18
January 1, 2003 to December 31, 2003	Claims – 15	\$363,228.84
January 1, 2004 to December 31, 2004	Claims – 17	\$320,678.47
January 1, 2005 to December 31, 2005	Claims – 23	\$462,129.65
January 1, 2006 to December 31, 2006	Claims – 19	\$270,632.48
January 1, 2006 to December 31, 2007	Claims – 16	\$244,207.56
	TOTAL: 545	\$9,100,214.11

ACTIVITY REPORT OF THE INSURANCE PROGRAM
1 January to 31 December, 2007

Policies on hand 1 January 2007		7,667
New policies since 1 January 2007	1,544	
Increases since 1 January 2007	140	
Lapses since 1 January 2007	1,499	
Declines since 1 January 2007	0	
Reinstated since 1 January 2007	0	
Claims paid since 1 January 2007	16	\$244,207.56
Policies on hand 31 December 2007		7,700
4 of the 16 decedents were dependents		