Industry Day
Blaise Lemke
NGAUS Welcome

MG Janson Boyles
NGAUS Chairman of the Board
NGAUS Senior Leader Remarks

BG (Ret.) J. Roy Robinson
NGAUS President
GEN Daniel Hokanson
Chief of the National Guard Bureau
NGB Legislative Priorities

Maj Gen April Vogel
Director, NGB-LL
NGAUS-Update
12 Dec 23
Major General April Vogel

Director, NGB-LL
NGB-LL Roles and Responsibilities

What We do:
• **Serves as a THE conduit of communication** between Congress, its agencies, and National Guard Bureau (NGB)
• **Inform and educate Congress** on National Guard (NG) plans, programs, budget, policies, activities, and issues
• **Advise Chief of the National Guard Bureau (CNGB) and other senior NGB leaders** on congressional activities which may impact NG interests
• **Manage NGB’s legislative program:**
  • Deliberate legislative planning (i.e. congressional objectives)
  • Legislative proposal development
  • Prepare CNGB for hearing testimony
  • Respond to formal congressional correspondence (inquiries)

What We Don’t Do:
• Advocate for policies/programs outside President’s Budget, or contrary to Administration position
• Portray ourselves as subject matter experts
• LOBBY
• **Congressional Objective (CO):** Objectives chosen by CNGB relative to Congress, if achieved, will enable CNGB to achieve their organizational vision

• **Legislative Proposal (LP):** Any proposal (usually containing legislative text) intended to change an existing law or be enacted by the Congress into law
These inform(ed) the FY24 National Defense Authorization Act (NDAA) and FY24 Defense Appropriations

PEOPLE
• Sustain a positive work culture and environment
  o Educate Congress on NG’s efforts to implement Independent Review Commission (IRC) recommendations
• Military Technician (MILTECH) Modernization Act

READINESS
• Educate Congress on NG Role in Cyber
• Educate Congress on Air National Guard (ANG) Space Forces

MODERNIZATION
• Ensure relevant modernization for NG
  o ANG Fighter Recapitalization
  o Army National Guard (ARNG) Modernization Requirements

REFORM
• 4-star Vice Chief of the National Guard Bureau (VCNGB)
  o In FY24 NDAA Conference Report
• Healthcare coverage for NG members
• Implementation of Duty Status Reform (DSR)
FY24 National Defense Authorization Act (NDAA)
Legislative Proposals (8 total)

• Disapproved by Deputy Secretary of Defense (DSD)
  • VCNGB Elevation

• DSD Approved, Deferred by White House Office of Management & Budget (OMB)
  • NG Military Service Deposit into the Federal Civilian Retirement System

• Transmitted to Congress (6 total)
  • State Active Duty (SAD) Reimbursement
  • MILTECH Modernization
  • Dual Basic Allowance for Housing (BAH) for Training
    (In FY24 NDAA Conference Report)
  • Allow Officers/Warrants in the Inactive National Guard (ING)
  • Allow MILTECHs to Serve Until Age 62
  • Allow T10 Members to the Air Force Reserve Forces Policy Committee
    (In the FY24 NDAA Conference Report)
<table>
<thead>
<tr>
<th>Category</th>
<th>CO/LP/BO TH</th>
<th>Description</th>
<th>Senate</th>
<th>House</th>
<th>Both</th>
<th>Conference</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>People</td>
<td>CO</td>
<td>Keep Congress informed on NG’s efforts to implement IRC recommendations</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
<td>No prescriptive language is positive</td>
</tr>
<tr>
<td>People</td>
<td>BOTH</td>
<td>Technician statute modernization</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
<td>Late transmission: hyper-partisan</td>
</tr>
<tr>
<td>Readiness</td>
<td>CO</td>
<td>Educate Congress on NG’s cyber role</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>No prescriptive language is positive</td>
</tr>
<tr>
<td>Readiness</td>
<td>CO</td>
<td>Educate Congress on ANG space forces</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>Report language for a study of long-term tactical fighter force structure</td>
</tr>
<tr>
<td>Modernization</td>
<td>CO</td>
<td>ANG fighter recapitalization</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>Divestment limitations</td>
</tr>
<tr>
<td>Modernization</td>
<td>CO</td>
<td>ARNG modernization requirements</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>-</td>
<td>Appropriations driven</td>
</tr>
<tr>
<td>Reform</td>
<td>BOTH</td>
<td>4-star VCNGB</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>Authorizes 4 Star VCNGB</td>
</tr>
<tr>
<td>Reform</td>
<td>CO</td>
<td>No-fee healthcare for NG members</td>
<td>NO</td>
<td>YES</td>
<td>NO</td>
<td>NO</td>
<td></td>
</tr>
<tr>
<td>Reform</td>
<td>CO</td>
<td>Duty Status Reform</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>NO</td>
<td>OMB Rejected LP, DoD adjudicating</td>
</tr>
<tr>
<td>LP</td>
<td></td>
<td>Allow Officers/Warrants in the ING</td>
<td>NO</td>
<td>YES</td>
<td>NO</td>
<td>NO</td>
<td></td>
</tr>
<tr>
<td>LP</td>
<td></td>
<td>SAD Reimbursement</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
<td>Jurisdictional issue; $500M pay-go; Lee Amendment</td>
</tr>
<tr>
<td>LP</td>
<td></td>
<td>Dual BAH for Training</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>LP</td>
<td></td>
<td>Allow MILTECHS to Serve until Age 62</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
<td>Partisan issue; funding based</td>
</tr>
<tr>
<td>LP</td>
<td></td>
<td>Allow T10 Members to the AF Reserve Policy Committee</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>
These inform the FY25 National Defense Authorization Act (NDAA) and FY25 Defense Appropriations

**PEOPLE**
- Attract and Retain Talent within the NG
- Healthcare Coverage for NG Members *(SUSTAIN)*

**READINESS**
- Future of the Total Force Optimization - Mix and Integration
- NG Infrastructure

**MODERNIZATION**
- ANG Fighter Recapitalization *(SUSTAIN)*
- ARNG Modernization Requirements *(SUSTAIN)*
- National Guard and Reserve Equipment Account (NGREA)

**REFORM**
- State Partnership Program (SPP)
FY25 National Defense Authorization Act (NDAA)

Legislative Proposals (11 total)

• Approved DSD, advanced to OMB
  • SAD Reimbursement
  • MILTECH Modernization Act
  • Unrestricted NG Access to Defense Environmental Restoration Program (DERP) (In FY24 NDAA Conference Report)
  • Allow Officers/Warrants in the ING
  • Allow MILTECHs to Serve until Age 62
  • Civilian Disability Retirements Processing for NG Dual Status Technicians
  • Student Loan Repayment Program Rate Increase From 15% to 20%
  • 30-Day Rule for Reserve Component General Officers
  • Emergency Response Authority for NG Employees

• DOD Coordination
  • Modification of SPP Congressional Notification (LATE)

• Deferred
  • NG Benefit Parity (NSC Non-Concur)
Questions
Legislative Priorities and Congressional Overview

Mike Hadley
Vice President, Government Affairs
### 118th Congress, First Session Overview

- House of Representatives - 221-213 Republican Majority
- Senate - 51-49 split, Democratic Majority
- New Chairs in HASC, SAC, HAC, HAC-D, HVAC

<table>
<thead>
<tr>
<th>Committee</th>
<th>Senate Chair</th>
<th>Senate Co-Chair/Ranking Member</th>
<th>House Chair</th>
<th>House Ranking Member</th>
</tr>
</thead>
<tbody>
<tr>
<td>Armed Services</td>
<td>Jack Reed (D-RI)</td>
<td>Roger Wicker (R-MS)</td>
<td>Mike Rogers (R-AL)</td>
<td>Adam Smith (D-WA)</td>
</tr>
<tr>
<td>Appropriations</td>
<td>Patty Murray (D-WA)</td>
<td>Susan Collins (R-ME)</td>
<td>Kay Granger (R-TX)</td>
<td>Rosa DeLauro (D-CT)</td>
</tr>
<tr>
<td>Defense Subcommittee</td>
<td>Jon Tester (D-MT)</td>
<td>Susan Collins (R-ME)</td>
<td>Ken Calvert (R-CA)</td>
<td>Betty McCollum (D-MN)</td>
</tr>
<tr>
<td>VA/MILCON Subcommittee</td>
<td>Martin Heinrich (D-NM)</td>
<td>John Boozman (R-AR)</td>
<td>John Carter (R-TX)</td>
<td>Debbie Wasserman Schultz (D-FL)</td>
</tr>
<tr>
<td>Veterans’ Affairs</td>
<td>John Tester (D-MT)</td>
<td>Jerry Moran (R-KS)</td>
<td>Mike Bost (R-IL)</td>
<td>Mark Takano (D-CA)</td>
</tr>
</tbody>
</table>
Notable FY23 Accomplishments

**Army**
- $1.2B to modernize 90 M1 Abrams for the Army
- $923.4M for 35 UH-60M Black Hawks for the ARNG
- $693.8M for the 35 AH-64 Apache Block IIIA helicopters for the ARNG
- $350.0M for MQ-1C Gray Eagles for the ARNG
- $120.0M for ARNG High Mobility Multi-purpose Wheeled Vehicle (HMMWV) modernization program
- $680.0M for the Paladin Integrated Management System for the Army

**Air**
- $1.7B for 16 C-130J Super Hercules aircraft for ANG
- $224.7M for C-130H modernization, includes:
  - $60.7M for NP2000 propeller upgrades
  - $41.2M for T-56 Series 3.5 engine mods
  - $20.0M for Modular Airborne Firefighting System
- $53.0M for F-16 Viper AESA radars for ANG
- $1.2B for 20 HH-60W Jolly Green II helicopters for AF

**Joint/Personnel**
- Backdates effective date of rank for reserve officers in the National Guard due to delays in Federal Recognition
- Inclusion of natural and man-made disaster response items in CNGB’s unfunded priorities report
- Robust National Guard MILCON:
  - $459.0M for the ARNG
  - $279.3M for the ANG
- $1.0B for the National Guard and Reserve Equipment Account (NGREA), includes:
  - $335.0M for ARNG
  - $305.0M for ANG
- Additional support for National Guard Counterdrug, State Partnership, Youth ChalleNGe, and Starbase programs
- Continued support for FireGuard and wildfire prevention and response programs
FY24 President’s Budget

**President’s Budget – Requested $886.0 Billion in total defense spending**
- $842.0 Billion requested for the Department of Defense
- Released March 9, 2023

FY24 Authorizations

**Conference report to accompany H.R.2670: National Defense Authorization Act for Fiscal Year 2024**
- The House and Senate negotiators filed a compromised version of the NDAA on December 6, 2023.
- Authorized $886 billion for the Total National Defense Topline, including $842 billion for the DOD topline; matches the President’s Budget request.
- Senate opened debate on the committee report on December 7, 2023.

FY24 Appropriations

**H.R.4365 – Department of Defense Appropriations Act, 2024**
- Passed on September 28, 2023, with a vote of 218 to 210.
- Provides $826.45 Billion in new discretionary spending.
- $1.0 Billion is for NGREA, with $312 Million designated for the ARNG and $305 Million for the ANG

**S.4633 – Fiscal 2024 Defense Appropriations**
- The Senate Appropriations Committee for Defense passed S.4633 on July 27, 2023. It has not been brought to the Senate floor.
- Provides $831.8 billion in new discretionary spending, $33.5 billion above the amount provided in FY23.
- $850 million for NGREA, with $278.1 million for the ARNG and $255.1 million for the ANG
Priorities for a 21st Century National Guard
Ensuring Deployability, Sustainability, and Interoperability with the Active Component through...

The **Same** Organization
- Future Multi-Domain Battlefield Interoperability, including:
  - Deployable & Interoperable Force Structure that is Validated & Doctrinally Consistent
  - Space National Guard as Primary Combat Reserve within Space Force
  - Continued National Guard Integration into Total Force Cyber Mission & Training

The **Same** Equipment
- Deployable, Interoperable & Sustainable Equipment
- Concurrent & Proportional Fielding of Equipment to the National Guard, including:
- National Guard Equipment Modernization & Recapitalization, including:
  - AH-64E, HMMWV, M1 & M2, C-130H, A-10, F-15 & F-16 Modernization

The **Same** Resources and Benefits
- Zero Cost TRICARE to Ensure Reserve Component Medical Readiness
- Post 9/11 GI Bill Parity
- Robust National Guard & Reserve Equipment Account (NGREA) Funding
- Tax Incentives for Guardsmen & Employers
- Ready Access to Mental Health Care & Suicide Prevention
- Increased National Guard Military Construction (MILCON) Funding
Questions?
NGAUS Industry Program Update

Blaise Lemke
NGAUS Industry Liaison
# Restructured Membership Benefits

## Old Benefits

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Platinum (≥ $100K)</th>
<th>Gold (≥ $50K-$99K)</th>
<th>Silver (≥ $10K-$49K)</th>
<th>Bronze (≤ $9K)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company name inscribed on platinum plaque displayed on wall at the National Guard Memorial</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Member “one-on-one” meeting with NGAUS Chairman of the Board or President</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Two invitations to NGAUS-hosted congressional and board receptions</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>“One-on-one” business strategy meeting with NGAUS staff</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>15% discount to advertise in NATIONAL GUARD magazine</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>$100 discount per 10” x 10” booth when exhibiting at the NGAUS annual conference (Category A, B &amp; C only)</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Company name and product/service description in June issue of National Guard Magazine</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Industry Day registration</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Company and logo displayed on NGAUS website with direct link to your website</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Preferred booth space at annual conference</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Invitation to NGAUS-sponsored Business Development Seminars: Industry Day, annual conference or at the National Guard Armory</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Participate in state industry partnership program</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Distinctive membership plaque and lapel pin</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Complimentary magazine subscription</td>
<td>7 Copies</td>
<td>5 Copies</td>
<td>3 Copies</td>
<td>1 Copy</td>
</tr>
<tr>
<td>Access to members-only section of the NGAUS website</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Licensed to use the NGAUS Corporation logos on company publications</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Subscription to Washington Report, the NGAUS weekly newsletter</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Complimentary office and parking at the National Guard Memorial</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

## Restructured Benefits

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Platinum (≥ $100K)</th>
<th>Gold (≥ $50K-$99K)</th>
<th>Silver (≥ $10K-$49K)</th>
<th>Bronze (≤ $9K)</th>
</tr>
</thead>
<tbody>
<tr>
<td>One-on-one meeting with NGAUS Leadership</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Company name/logo displayed at the National Guard Memorial</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Distinctive membership plaque</td>
<td>✗</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Two invitations to NGAUS-hosted receptions</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Business strategy meeting with NGAUS subject matter experts</td>
<td>✗</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Complimentary office and parking at the National Guard Memorial</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Discount to rent NGAUS event spaces</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Introductory meeting to NGAUS at the National Guard Memorial</td>
<td>✗</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Discounts for exhibiting at the NGAUS annual conference (per 10’x10’ booth, Category A, B &amp; C only)</td>
<td>✗</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Industry Day Registration</td>
<td>2</td>
<td>1</td>
<td>✖</td>
<td>✔</td>
</tr>
<tr>
<td>Discount to advertise in NATIONAL GUARD magazine and the Washington Report</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>✔</td>
</tr>
<tr>
<td>Preferred booth space at annual conference</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Early-bird invitation and Discount to NGAUS Industry Day</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Eligibility to serve on NGAUS GAP</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Complimentary magazine subscription</td>
<td>3 Copies</td>
<td>5 Copies</td>
<td>3 Digital Copies</td>
<td>1 Digital Copy</td>
</tr>
<tr>
<td>Company name/logo displayed on NGAUS website. License to use the NGAUS Corporation logos on company publications</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Company name and product/service description in June issue of NATIONAL GUARD magazine. Access to NGAUS Washington Report and Corporate News</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>
Corporate Notes Rebrand

Old Format

NGAUS News Digest
November 15, 2023

Note: Attached, you’ll find Defense Morning Clips, news stories compiled by DoD.

1. U.S. Senate Committee on Small Business & Entrepreneurship press release - Shaheen Introduces Legislation to Expand Small Business Loan Program to Veteran-Owned Businesses

U.S. Senator Jeanne Shaheen (D-NH), Chair of the U.S. Senate Committee on Small Business and Entrepreneurship, introduced legislation to expand the Small Business Administration’s (SBA) 7(a) loan program to veteran-owned small businesses.

---

"For National Guard veterans, starting a business is another way to showcase their commitment, resiliency, and deciding to own - the loan process for many veterans and make it more accessible. Once again, we thank Chairwoman Shaheen for her efforts to help make this possible."


FULL STORY BELOW

2. Dakota New Now - Promise Crawford is the SD Army National Guard’s first female Native American Sergeant Major

Elizabeth “Promise” Crawford was promoted to the rank of Sergeant Major in the South Dakota Army National Guard. Crawford is from Poplar, Montana, and the Fort Peck Assiniboine and Sioux Indian Reservation. She is the South Dakota Army National Guard’s first female Native American Sergeant Major.


FULL STORY BELOW

3. Oswego County Today (N.Y.) - Oswego Air Guardsman Receives State’s Top Valor Medal For Car Crash Actions

U.S. Air Force Lt. Col. Joshua Carter, the director of the 174th Operations Support Squadron’s commander’s action team, received the State’s Top Valor Medal for his actions during a car crash.

New Format

Blaise’s Bulletin

Corporate Notes
11/14/2023

DRAFT AGENDA BELOW: Industry Day - December 11-12, 2023. SLOTS ARE FILLING FAST! Get your registrations in to secure your spot. We operate the registration as first come, first serve and have limited capacity at NGAUS. Capitalize on this opportunity to register for Industry Day and take full advantage of your Corporate Member Benefits.

Please fill out the link below and email it back to me at blaise.lemke@ngaus.org. Your registration will be complete as soon as I process the form and receive payment - if applicable.

Thank you for being great supporters of the Association and I look forward to hosting a great Industry Day.

Industry Day DRAFT Agenda
Industry Day Registration Form

NEW WAVE CR? The House is scheduled to consider Speaker Mike Johnson’s tiered plan to keep the government funded past Friday. One thing became clear Monday ... It’s never too late to try new things. Enough Republicans have come out against the measure, with some saying they won’t even vote in favor of the rule to open debate on the proposal. Johnson, for his part, anticipated needing Democrats to help him clear the bill. But with the clock ticking to avert a government shutdown, House
Corporate Member Directory Update

Old Format

Old Format

New Format

Acuity International enable mission continuity and stability for government and enterprise organization, tackling some of the toughest projects on earth.

Contact
Robert Hardin

No Info Format

Adobe
Contact
Phillip Jackson
NEW PLATINUM MEMBER BENEFIT

All platinum members may submit one free advertisement to the Washington Report per year.
Break until 1030
Break until 1030

Commemorative Ornament

The National Guard Educational Foundation recognizes the 80th anniversary of D-Day with our 2023 ornament. The Guard’s significant contributions to that momentous offensive are represented by the insignia of the first three National Guard divisions to land in France appearing over the French flag.

Now Available in the NGAUS Library

Proceeds benefit the National Guard Educational Foundation, a 501(c)3 not-for-profit organization that preserves 387 years of National Guard history.

Guardsmen in Congress: Protecting Guard Equities

Rep. Steve Womack
R-Arkansas-3
ANG Modernization Priorities and Efforts

Col Astro Wenthe
Deputy Director, ANG A5
Morning’s Objectives

- INFORM...
  - Understand ANG Acquisition and Procurement Process
  - How to engage in that process as industry partners

- INVITE...
  - Longtime partners to continue partnering with ANG
  - New partners to begin working with ANG team

- CHALLENGE...
  - Work with us to identify new game-changers
  - Provide combat capability to the warfighter faster!!!
Represent the ANG in DoD Requirements Development Processes

Develop, Coordinate and Execute ANG Modernization Plans in Support of NGB and AF Leadership

Identify, Verify, Validate and Field Material Solutions for ANG Airman Operating at Home and Abroad
“Strategic Approach”

- ENDS – Field Combat Capability to the Warfighter Fast

- MEANS –
  - Clear descriptions of the operational capabilities (WEPTAC/DCP)
  - Active program management (you can talk to us!)
  - Off-the-shelf capabilities (TRL 7+) (leverage your investments)
  - Funding sources are our challenge

- WAYS – Relationships
  - ...with Industry
  - ...with MAJCOMs, CCMDs
  - ...with Program Offices
  - ...with the Hill
  - ...with other Services
NGREA

- National Guard and Reserve Equipment Account (NGREA) is a “separate direct appropriation” from Congress to all DoD Reserve Components; NOT budgeted nor guaranteed
- NGREA is not necessarily taken from USAF or DoD TOA
- Procurement only; no research and development (TRL 7+)
- Spend plan informed by WEPTAC/DCP critical capability gaps
- Spend plan approved directly by Congress
- Coordinated with the ARNG and AF Reserves

NGREA is a procurement account (3 year funding)
FY20-23 NGREA Financial Data

Plan Obligation by Mission Area

- Agile Combat Support: $115M (11.6%)
- Air Superiority and Global Precision Attack: $136M (13.6%)
- Personnel Recovery, Special Operations, and Special Warfare: $220M (22.0%)
- Rapid Global Mobility: $267M (26.7%)
- Simulation, DMO, and Ranges: $157M (15.7%)
- Unallocated: $52M (5.2%)

Percent Obligated by Mission Area

- Agile Combat Support: 90.24%
- Rapid Global Mobility: 72.28%
- Space, Cyber/I/O, C2, and ISR: 63.60%
- Personnel Recovery, Special Operations, and Special Warfare: 61.44%
- Air Superiority and Global Precision Attack: 60.81%
- Simulation, DMO, and Ranges: 54.30%

Planned Obligation by Currently Obligated

- Agile Combat Support: $115M
- Air Superiority and Global Precision Attack: $136M
- Personnel Recovery, Special Operations, and Special Warfare: $220M
- Rapid Global Mobility: $267M
- Simulation, DMO, and Ranges: $157M
- Space, Cyber/I/O, C2, and ISR: $100M
1. Identify and prioritize capability shortfalls at two field-driven conferences
   • Weapons and Tactics Conference (WEPTAC)
   • Domestic Capability Priorities Conference (DCP)

2. Verification and Validation
   • Aircraft requirements and modifications are validated through the JCIDS process
   • Non-aircraft equipment validated by NGB

3. Manage NGREA and Acquisition Progress thru 3-year budget cycle

*It Doesn’t Count Until Its In The Hands of The Warfighter*
Scope and Scale

- Majority of NGREA modifications under $50M
- Rapid acquisition and completion (~2-3 years to complete)
- Programs tend to be “smaller” than the AF programs
- “Dual use” preferred: meets both overseas and domestic missions
- AATC can demonstrate the operational utility (TRL 7+)
What We Need…

- High TRL Solutions… Ok not to pass Operational Test
- We need lethality, connectivity, and survivability for all aircraft/weapons systems in all potential threat environments
- What are the gamechangers that AF is not tracking?
- “Can we do it?” approach vs. “Should we do it?” approach
- Open architecture solutions able to be spiral upgraded
- The Mod Books are your roadmaps

80% of the Solution for 20% of the Cost
How You Can Help…

- Relevant technologies have a rapid refresh rate!
- We are seeing global pressure from near-peer threats
- Leverage our strengths to mutual benefit of our warfighters
  - SPP in 90+ nations – Interopability and Innovation
  - Political influence: we are in every District, State and Territory
  - We both have unique expertise
  - We are smaller, more agile = Technical risk mitigation
- The ANG can be your conduit into the DOD-wide effort
Points of Contact

Colonel Mathew “Astro” Wenthe
Mathew.wenthe.1@us.af.mil
240-612-9366

Mr. Frank “Lips” Ballinger
Franklin.ballinger@us.af.mil
240-612-9351

Start with us and we’ll direct you to the subject matter experts
Patrick Henry Award Presentation

COL (Ret.) John Bonsell, Staff Director, SASC
Nick Runkle, MLA, Rep. Womack
Lunch until 1300
Lunch until 1300

Commemorative Ornament

The National Guard Educational Foundation recognizes the 80th anniversary of D-Day with our 2023 ornament. The Guard’s significant contributions to that momentous offensive are represented by the insignia of the first three National Guard divisions to land in France appearing over the French flag.

Now Available in the NGAUS Library

Proceeds benefit the National Guard Educational Foundation, a 501(c)3 not-for-profit organization that preserves 387 years of National Guard history.

ARNG Modernization Priorities and Efforts

COL Kevin Ressel
Chief, ARNG Force Development
National Guard & Reserve Equipment Appropriation (NGREA) Process Overview

COL Kevin D. Ressel
Chief, Force Development Division
• Authority / Intent of NGREA
• Requirements vs. Spend Plan
• Historical NGREA Amounts
• Historical Funds Availability
• NGREA Process: Step-By-Step
• Modernization Equipping Requirements Conference
• NGREA Council of Colonels
• NGREA Business Rules
• NGREA Glidepath
• Summary
• Created by Congress in 1981 as a response to Headquarters, Department of the Army (HQDA) budget priorities to supplement the Army’s base procurement appropriations for the Reserve Components (RC)
• Special 3-year Defense Procurement Appropriation to improve Army National Guard (ARNG) combat and activities in the homeland readiness by procuring critical shortfall and modernization items the base procurement appropriations do not fund
• **Not meant to relieve HQDA from appropriately funding & equipping the ARNG**
• NGREA is not programmed or budgeted as part of the Planning, Programming, Budgeting, Execution (PPBE) process…No President’s Budget Request
• Complies with Appropriation language and:
  – Equipment/systems require sustainment funding or sustainment plan
  – Not intended for Operational Needs Statement (ONS) or JUONS
  – A validated requirement – MTOE, TDA, or JCADP-approved

**Until the Army can support total Army modernization, NGREA funding allows the ARNG to procure critical equipment in order to improve operational readiness and ensure interoperability, deployability, and sustainability**
The ARNG’s annual NGREA equipment requests do not reflect all shortfalls or capability gaps.

FY23 NGREA requests exceed funded amount by $733M.

As the Army modernizes in a resourced constrained environment, capability gaps continue to grow due to increasing equipment costs.

This does not factor items the Army is fielding the ARNG at the end of equipment fielding cycles.

NGREA enhances the ARNG’s equipment posture to execute both Federal and State missions.

<table>
<thead>
<tr>
<th>Item</th>
<th>Requested</th>
<th>Total Funded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assured Mobility</td>
<td>6.05 M</td>
<td>5.44 M</td>
</tr>
<tr>
<td>Aviation</td>
<td>219.75 M</td>
<td>73.78 M</td>
</tr>
<tr>
<td>CBRNE and DSCA</td>
<td>72.49 M</td>
<td>38.04 M</td>
</tr>
<tr>
<td>IEW</td>
<td>21.81 M</td>
<td>24.13 M</td>
</tr>
<tr>
<td>Installations</td>
<td>454.46 M</td>
<td>123.77 M</td>
</tr>
<tr>
<td>Sustainment</td>
<td>1.68 M</td>
<td>1.57 M</td>
</tr>
<tr>
<td>Training</td>
<td>156.45 M</td>
<td>32.80 M</td>
</tr>
<tr>
<td>Transportation</td>
<td>94.87 M</td>
<td>15.46 M</td>
</tr>
<tr>
<td>Unified Mission Command Network</td>
<td>40.48 M</td>
<td>20.00 M</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,068.03 M</strong></td>
<td><strong>335.00 M</strong></td>
</tr>
</tbody>
</table>
### Historical NGREA Amounts

<table>
<thead>
<tr>
<th>FY</th>
<th>$</th>
<th>FY</th>
<th>$</th>
<th>FY</th>
<th>$</th>
</tr>
</thead>
<tbody>
<tr>
<td>2023</td>
<td>335</td>
<td>2009</td>
<td>779</td>
<td>1995</td>
<td>117</td>
</tr>
<tr>
<td>2022</td>
<td>285</td>
<td>2008</td>
<td>1,268</td>
<td>1994</td>
<td>191</td>
</tr>
<tr>
<td>2021</td>
<td>285</td>
<td>2007</td>
<td>1,075</td>
<td>1993</td>
<td>387</td>
</tr>
<tr>
<td>2020</td>
<td>0</td>
<td>2006</td>
<td>770</td>
<td>1992</td>
<td>344</td>
</tr>
<tr>
<td>2019</td>
<td>421</td>
<td>2005</td>
<td>111</td>
<td>1991</td>
<td>806</td>
</tr>
<tr>
<td>2018</td>
<td>429</td>
<td>2004</td>
<td>99</td>
<td>1990</td>
<td>332</td>
</tr>
<tr>
<td>2017</td>
<td>248</td>
<td>2003</td>
<td>29</td>
<td>1989</td>
<td>256</td>
</tr>
<tr>
<td>2015</td>
<td>415</td>
<td>2001</td>
<td>50</td>
<td>1987</td>
<td>146</td>
</tr>
<tr>
<td>2014</td>
<td>315</td>
<td>2000</td>
<td>30</td>
<td>1986</td>
<td>532</td>
</tr>
<tr>
<td>2013</td>
<td>460</td>
<td>1999</td>
<td>20</td>
<td>1985</td>
<td>150</td>
</tr>
<tr>
<td>2012</td>
<td>320</td>
<td>1998</td>
<td>64</td>
<td>1984</td>
<td>100</td>
</tr>
<tr>
<td>2011</td>
<td>250</td>
<td>1997</td>
<td>101</td>
<td>1983</td>
<td>50</td>
</tr>
<tr>
<td>2010</td>
<td>575</td>
<td>1996</td>
<td>96</td>
<td>1982</td>
<td>50</td>
</tr>
</tbody>
</table>

* Amounts listed are in million of dollars

- NGREA Funds removed in FY20 and appropriated for other uses
- FY24: In development
• FY16 ARNG NGREA: Funds available May 2016
• FY17 ARNG NGREA: Funds available Aug 2017
• FY18 ARNG NGREA: Funds available Jul 2018
• FY19 ARNG NGREA: Funds available Jan 2019
• FY21 ARNG NGREA: Funds available Mar 2021
• FY22 ARNG NGREA: Funds available May 2022
• FY23 ARNG NGREA: Funds available Mar 2023

Availability of funding impacts ability to meet OSD obligation rates
**NGREA Process: Step-By-Step**

- **Senior Leader Guidance issued (NLT 01OCT)**
  - Nominations from States & National Guard Bureau (NGB) Staff (Army and Joint) into JCADP
- **Senior Leader Touchpoint (G-3/5/7, DARNG, J-Staff)**
  - MERC Conference (NDA)
    - States, portfolio chairs/co-chairs, NGB staff, Modernization Readiness Advisory Council (MOD RAC)
    - Review all nominated systems
    - Validate equipment and forward to Council of Colonels (CoC)
- **Senior Leader Touchpoint (G-3/5/7, DARNG, J-Staff)**
  - NGREA Council of Colonels (NDA)
    - NGB Staff, portfolio chairs/co-chairs, MOD RAC
    - Prioritize list of validated equipment requirements
    - Develop recommended buy-list
    - Forward to DARNG
- **Senior Leader Touchpoint (G-3/5/7, DARNG, J-Staff)**
  - Final list adjustment and legal review
- **CNGB approves and submits combined ARNG & ANG list to OSD**
  - OSD submits final buy-list to Congress 30 days after budget appropriation

CNGB: Chief, National Guard Bureau
DARNG: Director, Army National Guard
• Provides the NGREA Council of Colonels a synchronized, prioritized, and staffed list of validated requirements shaped by the States and Territories

• Empowers the States and Territories with a direct / coordinated voice through representation:
  – Designated MOD RAC representative
  – State portfolio chairs and/or co-chairs
  – 2 attendees per State
  – ARNG G-staff

• Process
  – Off-site to ensure participation and engagement
  – Industry invited to attend
  – Shapes the following fiscal year’s NGREA buy-list
  – Create synergy with activities in the homeland programs

The MERC is the prime opportunity for industry to demonstrate capability and affect future State JCADP submissions
• ARNG G-staff chairs, co-chairs, portfolio managers, and system managers
• State chairs and co-chairs
• Only CNGB or DARNG can add a submission after JCADP window closes
• Final list narrowed down by same business rules used in MERC
• Objective criteria-based formula creates Order of Merit List (OML) list; informs distribution of funding percentage
• NGREA amount unknown until budget is enacted
• Planning figures used; if higher or lower, formula self-adjusts
• May require more than one iteration

The ARNG’s objective criteria method ensures the process remains consistent with senior leader guidance and removes the ability to subjectively shape the list.
FY25 NGREA Buy List Glidepath

**A Continuing Resolution (CR) will delay these steps**

- **DEC24**: List Approved (Or 30 days after receipt from OSD)
- **NOV24**: List Submitted to Congress (Or within 30 days of appropriation)
- **OCT24**: List Submitted to OSD (Or 2 weeks after appropriation)
- **SEP24**: CNGB Approval of List
- **AUG24**: Legal Review
- **AUG24**: FD Final Adjustment to Draft List
- **JUL24**: Senior Leader Touchpoint (G-3/5/7, DARNG, J-Staff)
- **JUN24**: Resource Alignment (Council of Colonels 2)
- **JUN24**: Nomination Validation (Council of Colonels 1)
- **MAY24**: Senior Leader Touchpoint (G-3/5/7, DARNG, J-Staff)
- **MAY24**: Modernization Equipping Requirements Conference (MERC)
- **FEB24**: Senior Leader Touchpoint (G-3/5/7, DARNG, J-Staff)
- **OCT23-JAN24**: State JCADP Window
- **OCT23-NOV23**: Staff JCADP Window
- **OCT23**: Nomination solicitation for JCADP sent to stakeholders
- **31AUG23**: Senior Leader Guidance Finalized (G-3/5/7, DARNG, J-Staff)

*Note: yellow dots and stars represent senior leader engagement areas*
The development of the NGREA Buy List is a collaborative and transparent effort across the ARNG enterprise, led from the bottom-up.

It is imperative for participants to provide their inputs during their window of opportunity.

NGREA funding varies from year-to-year.

NGREA funding is not known until Appropriations Bill is passed.

The same business rules used to allocate funding across the list are the same rules used to manage the list to the last dollar.
NGB Acquisitions

Ms. Monica Williams
ED of Acquisitions and
Head of Contracting Activity, NGB
National Guard Bureau
Executive Director of Acquisitions & Head of Contracting Activity

Ms. Monica C. Williams, SES
Operational Contracting (AQ-C) Overview

LTC Michael Wade
Deputy Division Chief, AQ-C
The Operational Contracting Division provides *timely, effective and efficient* cradle-to-grave acquisition support to the CNGB, VCNGB, Director of the Army National Guard, Director of the Air National Guard, and Director of the Joint Staff.
• Executes and oversees 400+ NGB contract actions for supplies and services valued at more than $355M annually.

• Approves assisted acquisitions for the entire enterprise ~$2B per year.

• Oversees all visit requests between AQ-C customers and industry.

• Responds to Freedom of Information Act requests.

• Executes and manages all Cooperative Agreements on behalf of NGB related to Army Compatible Use Buffers.

• Provides emergency assistance to the Field (54 states, territories, and District of Columbia).
What we buy?

- INFORMATION TECHNOLOGY AND TELECOMMUNICATIONS: 38%
- PROFESSIONAL SERVICES: 1%
- TRANSPORTATION AND LOGISTICS SERVICES: 4%
- HUMAN CAPITAL: 5%
- MEDICAL: 11%
- FACILITIES & CONSTRUCTION: 0%
- EQUIPMENT RELATED SERVICES: 0%
- TRAVEL & LODGING: 0%
- OFFICE MANAGEMENT: 0%
- MISCELLANEOUS S&E: 6%
- INDUSTRIAL PRODUCTS & SERVICES: 0%
AQ-C Small Business Metrics

FY23 SB Spend

Year Over Year SB Spend

Approved for Public Release: Distribution Unlimited
1. Who – YOU, AQ-C and NGB requirement holders
2. What – AQ-C Industry Day / Matchmaking
3. When – December 2024 (Actual Day is TBD)
4. Where – Joint Base Andrews JBA, MD
5. Why – Provide industry with upcoming requirements for the Joint Staff, Army National Guard and Air National Guard and improve/create partnerships between contractors.

We need your help in shaping what you want to see at Industry Day. If you are interested in sharing your requests please email Ms. Candace Medina, Chief and LTC Michael Wade, Deputy Chief at NGB-AQIndustryDay2025@army.mil
Questions
AMC Priorities

Brig Gen Daniel Begin
Special Assistant to the AMC/CC
Air Mobility Command Priorities

Brig Gen Daniel J. Begin

Special Assistant to the AMC/CC
‘Vintage’ Aircraft Reality

- “Heartbreak Hotel” by Elvis Presley was #1 this year
- “The Ten Commandments” was the #1 movie this year
- Average price of a car in the U.S. was $3,120
- Average price of yearly college tuition was ~$900
- A six pack of beer was ~$1.20

The Year
1956

The Aircraft
KC-135
Air-refueling Generations

**GEN 1 – 1950s**
- **Platform:**
  - Power: Propellers/Turbojet
  - Airframe: Straight wing
  - Comms: LOS voice
  - Infrastructure Requirements: Military
- **Mission System:** Boom Only
- **Survivability:** Permissive environments
- **Automation:** None / Early Autopilot tech

**GEN 2 – 1970s**
- **Platform:**
  - Power: Turbofan / High-bypass
  - Airframe: Swept wing
  - Comms: Commercial SATCOM
  - Infrastructure Requirements: Military
- **Mission System:** Boom
- **Survivability:** Permissive environments
- **Automation:** Autopilot

**GEN 3 – 2010s**
- **Platform:**
  - Power: High Efficiency Turbofan
  - Airframe: Composite material Tube and wing form
  - Comms: Some tactical datalink Military SATCOM
  - Infrastructure Requirements: Commercial/Cyber
- **Mission System:** Integrated Boom & Drogue
- **Survivability:** Permissive environments
- **Automation:** Fly-by-wire

**GEN 4 – 2030s?**
- **Platform:**
  - Architecture: Open
  - Power: Very High Efficiency Turbofan
  - Airframe: Evolutionary
  - Comms: Multi-Path
  - Secure Comms / Battlespace Awareness Suite
  - Infrastructure Requirements: Platform Dependent
- **Mission System:** UAS refueling
- **Survivability:** Denied environments
- **Automation:** Advanced Task Automation

**GEN 5 – 2050s?**
- **Platform:**
  - Architecture: Open
  - Power: Revolutionary
  - Airframe: Revolutionary
  - Comms: Cognitive
  - Infrastructure Requirements: Platform Dependent
- **Mission System:** Fully Automated
- **Survivability:** Denied environments
- **Automation:** Mission level

**Version dated 4/26/2023 3:56 PM**
Legacy Operations
OVERSEAS COMBAT OPERATIONS
18.10M PASSENGERS
7.89M TONS OF CARGO
1,017,211 SORTIES

TOTAL FORCE TEAM
48,216 ACTIVE DUTY & CIVILIAN
35,657 AIR NATIONAL GUARD
22,613 AIR FORCE RESERVE

One Departure Every 4.2 Minutes...Every Day...365 Days a Year!

AIRLIFT SINCE 9/11
29.06M PASSENGERS
10.72M TONS OF CARGO

AIR REFUELING SINCE 9/11
24.5B POUNDS OF FUEL (3.66B GALLONS OF FUEL)

AEROMEDICAL EVACUATION SINCE OIF
52,106 SORTIES
252,346 PATIENT MOVEMENTS
Distance + Limited Basing + Current Joint Integration = Readiness Shortfall

Courtesy: Google Earth
Scaling the Pacific

- Yokota AB (Bismarck ND)
- Misawa AB (Winnipeg, Canada)
- Guam (Scott AFB, IL)
- Kadena AB (Flagstaff, AZ)
- Manilla IAP (Cabo San Lucas, Mexico)
- Darwin IAP (San Jose, Costa Rica)
- Tanker Orbit Hill, AFB
- Blue CAP NTTR
- Red CAP Edwards, AFB
- Taiwan

UNCLASSIFIED
Operational Problem at Scale

DESERT STORM
9.5 million Sq miles

INDOPACOM
100 million Sq miles
“Victory will be delivered on the shoulders of Mobility Airmen and Victory Starts Now.” - AMC Strategy, March 2022

• Mobility Air Forces must be able to:
  1. Communicate
  2. Navigate
  3. Maneuver

• At the tempo required to win inside the first island chain and anywhere else
• Air Mobility will be contested in all domains
• Demand for logistics will exceeds supply, both in mass and velocity
• Air Mobility is the meaningful maneuver of the Joint Force and provides an asymmetric advantage to the warfighter, delivering lethality
WHAT DOES THIS MEAN TO YOU

• Tanker / Airlift / GAMSS – Connectivity Needed ASAP
  - Federated not integrated
  - Line of Sight / Beyond Line of Sight
  - Interoperable across weapons systems

• We will likely go to war with the tools we currently have
  - Precision, Navigation, Timing solutions needed
  - Technical solutions at the back end of the aircraft still needed
    (i.e. material handling, loading equipment upgrades)

• Asymmetric AMC solutions/ ‘Game Changers’ to the Joint Force
  - Palletized Effects
  - Max Endurance enablers
• AMC to Industry (Marco) – Spring Industry Preview, 10-12 Apr 23
  - AMC presentations on capability gaps to Industry
• Industry to AMC (Polo) – Fall Industry Panel, 8-9 Nov 23
  - Industry presentations to AMC Panels

• Results:
  - Potential follow-up with broader AMC staff and others
  - Continual dialogue to include whether a defined requirement exists/will exist (i.e. Requirements/Planning Council Process)

• Next Event:
  - 2024 Spring Industry Preview, 16-17 Apr 24 – Location TBD
• 12-14 Feb 24 – AFA Warfare Symposium, CO
• 27 Feb 24 – AMC Joint Industrial Capacity & Capability Board (JICCB), Scott AFB – to determine industrial capacity and capabilities of US aviation industry and the ability to quickly support MAF in conflict (AMC/A4 led)
• 16-18 Sept 24 – Air, Space, and Cyberspace Conference, DC
• 31 Oct-3 Nov 24 – Airlift/Tanker Association Conference, TX

• AMC Industry POC:
  - Mr. Amanda Dahm
  - Phone: (618)-229-2268
  - Email: HQ.AMC.IndustryEngagement@us.af.mil
Questions
NGAUS Industry Program Update

Blaise Lemke
NGAUS Industry Liaison
## Restructured Membership Benefits

### Old Benefits

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Platinum ($50,000+)</th>
<th>Gold ($50,000+)</th>
<th>Silver ($25,000+)</th>
<th>Bronze ($10,000+)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company name inscribed on platinum plaque displayed on wall at the NGAUS National Guard Memorial</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>“One-on-one” with NGAUS Chairman of the Board or President</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Two invitations to NGAUS hosted congressional and board receptions</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>“One-on-one” business strategy meetings with NGAUS staff</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>15% discount to advertise in the NATIONAL GUARD magazine</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>$250 discount per 10 x 10 booth when exhibiting at the NGAUS annual conference (Categories A, B &amp; C only)</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Company name and product/service description in June issue of National Guard Magazine</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Industry Day Registration</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Company logo displayed on NGAUS website with direct link to your website</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Preferred booth space at annual conference</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Invitation to NGAUS sponsored Business Development Sessions: Industry Day, annual conference or at the National Guard Armory</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Participate in state industry partnership program</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Distinctive membership plaque, card and lapel pin</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Complimentary magazine subscription</td>
<td>7 Copies</td>
<td>5 Copies</td>
<td>3 Copies</td>
<td>1 Copy</td>
</tr>
<tr>
<td>Access to members only section of the NGAUS website</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Licensed to use the NGAUS Corporation logo on company publications</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Subscription to Washington Report, the NGAUS weekly newsletter</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Complimentary office and parking at the National Guard Memorial</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

### Restructured Benefits

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Platinum ($50,000+)</th>
<th>Gold ($50,000+)</th>
<th>Silver ($25,000+)</th>
<th>Bronze ($10,000+)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company name/logo displayed at the National Guard Memorial</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Distinctive membership plaque</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Two invitations to NGAUS hosted Receptions</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Business strategy meetings with NGAUS subject matter experts</td>
<td>3</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Complimentary office and parking at the National Guard Memorial</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Discount to rent NGAUS event spaces</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Introductory meeting at NGAUS at the National Guard Armory</td>
<td>$200</td>
<td>$200</td>
<td>$200</td>
<td>$200</td>
</tr>
<tr>
<td>Discount for exhibit space at the NGAUS annual conference (Categories A, B &amp; C only)</td>
<td>$200</td>
<td>$200</td>
<td>$200</td>
<td>$200</td>
</tr>
<tr>
<td>Industry Day Registration</td>
<td>2</td>
<td>1</td>
<td>$100 disc</td>
<td>$100 disc</td>
</tr>
<tr>
<td>Discount to advertise in NATIONAL GUARD magazine and the Washington Report</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Preferred booth space at annual conference</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Early-bird invitation and Discount to NGAUS Industry Day</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Eligibility to serve on NGAUS GAP</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Complimentary magazine subscription</td>
<td>7 Copies</td>
<td>5 Copies</td>
<td>3 Digital Copies</td>
<td>1 Digital Copy</td>
</tr>
<tr>
<td>Company name/logo displayed on NGAUS website. License to use the NGAUS Corporation logo on company publications</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Company name and product/service description in June issue of NATIONAL GUARD magazine</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Subscription to Washington Report, the NGAUS weekly newsletter</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Complimentary office and parking at the National Guard Memorial</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>
Corporate Notes Rebrand

Old Format

NGAUS News Digest
November 15, 2023

Note: Attached, you’ll find Defense Morning Clips, news stories compiled by DoD.

1. U.S. Senate Committee on Small Business & Entrepreneurship press release - Shaheen Introduces Legislation to Support Veteran-Owned Businesses

U.S. Senator Jeanne Shaheen (D-NH), Chair of the U.S. Senate Committee on Small Business and Entrepreneurship, released legislation aimed at making it easier for veteran-owned small businesses.

---

"For National Guard veterans, starting a business is another way to showcase their commitment, resiliency, and discipline. It also benefits the loan process for many veterans and makes it more accessible. Once again, we thank Chairwoman Shaheen for her leadership."


FULL STORY BELOW

2. Dakota New Now - Promise Crawford is the SD Army National Guard’s first female Native American Sergeant Major

Elizabeth “Promise” Crawford was promoted to the rank of Sergeant Major in the South Dakota Army National Guard. Crawford is from Poplar, Montana, and the Fort Peck Assiniboine and Sioux Indian Reservation. She is a 14-year veteran of the South Dakota National Guard.

https://www.dakotanewsnow.com/2023/11/10/promise-crawford-is-sd-army-national-guards-first-female-native-

FULL STORY BELOW

3. Oswego County Today (N.Y.) - Oswego Air Guardsman Receives State’s Top Valor Medal For Car Crash Actions


New Format

Blaise's Bulletin

Corporate Notes
11/14/2023

DRAFT AGENDA BELOW: Industry Day - December 11-12, 2023. SLOTS ARE FILLING FAST! Get your registrations in to secure your spot. We operate the registration as first come, first serve and have limited capacity at NGAUS. Capitalize on this opportunity to register for Industry Day and take full advantage of your Corporate Member Benefits.

Please fill out the link below and email it back to me at blaise.lemke@ngaus.org. Your registration will be complete as soon as I process the form and receive payment - if applicable.

Thank you for being great supporters of the Association and I look forward to hosting a great Industry Day.

Industry Day DRAFT Agenda

Industry Day Registration Form

NEW wave: The House is scheduled to consider Speaker Mike Johnson’s tiered plan to keep the government funded past Friday. One thing became clear Monday: it’s never too late to try new things. Enough Republicans have come out against the measure, with some saying they won’t even vote in favor of the rule to open debate on the proposal. Johnson, for his part, anticipated needing Democrats to help him clear the bill. But with the clock ticking to avert a government shutdown, House
Corporate Member Directory Update

Old Format

Acuity International
10701 Parkridge Blvd.
Reston, VA 20191
United States
Contact
Torrey Hubred

New Format

Acuity International

Platinum

Acuity International
Acuity International enable mission continuity and stability for government and enterprise organization, tackling some of the toughest projects on earth.

Contact
Robert Hardin

No Info Format

Adobe
GOLD
Contact
Phillip Jackson
NEW PLATINUM MEMBER BENEFIT

All platinum members may submit one free advertisement to the Washington Report per year.
146th NGAUS Conference and Summer AGAUS Save the Dates

TJ Pierce/Deb Salters, NGA-Michigan
COL Ed Suarez/Kevin Rose, NGA-Minnesota
Attending the AGAUS Summer 2024 Conference in Minnesota will provide you with valuable networking, knowledge, and professional development opportunities, as well as a chance to stay updated on developments in the National Guard and defense communities. It's an excellent platform to connect, learn, and collaborate with the senior appointed military leader from each state, territory, and the District of Columbia.

Event Registration & Hotel Reservations

$750 per person or $1,000 for two!

25 Exhibitor Spaces

32 Sponsorship Opportunities

All Exhibitors & Sponsors include:
- Conference Registration for up to (2) attendees.
- Sponsor logo on all print and on-line event website.
- Attend all general sessions and open committee meetings with The Adjutants General.
- Attendance at the Reception, off-site dinner, all breaks, and meals.
- Scrolling logos throughout breaks or meals on main screen.
- Unlimited sponsor provided collateral left at seats/tables for guests.
- Display sponsor provided signage.

Cancellations & Refunds: Sponsorships are 100% non-refundable.

Joint us at the Hilton Minneapolis/St. Paul Airport in Bloomington, Minnesota. Showcase your company’s products, services, and solutions by adding on a special event sponsorship. Industry partners who wish to sponsor a conference event will receive an opportunity to provide a brief presentation to the senior appointed military leader from each state, territory, and the District of Columbia. For more information contact: Kevin Olson at 651-212-0573 or email: kevin@snowglobepr.com
Break until 1515
Break until 1515

Commemorative Ornament

The National Guard Educational Foundation recognizes the 80th anniversary of D-Day with our 2023 ornament. The Guard’s significant contributions to that momentous offensive are represented by the insignia of the first three National Guard divisions to land in France appearing over the French flag.

Now Available in the NGAUS Library

Proceeds benefit the National Guard Educational Foundation, a 501(c)3 not-for-profit organization that preserves 387 years of National Guard history.

Air National Guard Brief

Lt Gen Michael Loh
Director of the Air National Guard
NGAUS Legislative Panel

Ms. Marcy Weldin, Ms. Julian Plamann, Mr. Russel Read
Army National Guard Brief

LTG Jon Jensen
Director of the Army National Guard
Special Recognition

Col (Ret.) Bruce VanSkiver
NGAUS CAP Chair
Final Thoughts and Close Out
Questions?
Backup
Mission

• Serve as a strong advocate for National Guard service members, their families, and veterans in Washington, D.C.

• Continuously improve National Guard readiness, modernization, and quality of life within the Total Force

• Preserve and promote the National Guard’s rich militia heritage as the first military organization of the U.S.
Grassroots engagement

Collaboration with:
- DoD, NGB, VA and DHS
- Military Service Organizations, Veteran Service Organizations

Develop strong relationships with Congress and staff

Lobby for National Guard equipment parity and benefits equity

Strategic Overview

• Advocacy
• Apolitical & Non-Partisan

Grassroots engagement
Priorities for a 21st Century National Guard

Ensuring Deployability, Sustainability, and Interoperability with the Active Component through...

The Same Organization
• Future Multi-Domain Battlefield Interoperability, including:
  – Deployable & Interoperable Force Structure that is Validated & Doctrinally Consistent
  – Space National Guard as Primary Combat Reserve within Space Force
  – Continued National Guard Integration into Total Force Cyber Mission & Training

The Same Equipment
• Deployable, Interoperable & Sustainable Equipment
• Concurrent & Proportional Fielding of Equipment to the National Guard, including:
• National Guard Equipment Modernization & Recapitalization, including:
  – AH-64E, HMMWV, M1 & M2, C-130H, A-10, F-15 & F-16 Modernization

The Same Resources and Benefits
• Zero Cost TRICARE to Ensure Reserve Component Medical Readiness
• Post 9/11 GI Bill Parity
• Robust National Guard & Reserve Equipment Account (NGREA) Funding
• Tax Incentives for Guardsmen & Employers
• Ready Access to Mental Health Care & Suicide Prevention
• Increased National Guard Military Construction (MILCON) Funding
# Defense Congressional Cycle

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Defense Authorizations</td>
<td>House</td>
<td>Senate</td>
<td>House</td>
<td>Senate</td>
<td>Committee Amends Bills</td>
<td>House Floor</td>
<td>Committee Amends Bills</td>
<td>Senate Floor</td>
<td>Conference Committee</td>
<td>House and Senate Pass Identical Bill</td>
<td>President Signs into Law</td>
<td>Formulation of Budget/ Administration and DoD Priorities</td>
</tr>
<tr>
<td>Defense Appropriations</td>
<td>House</td>
<td>Senate</td>
<td>House</td>
<td>Senate</td>
<td>Committee Amends Bills</td>
<td>House Floor</td>
<td>Committee Amends Bills</td>
<td>Senate Floor</td>
<td>Conference Committee</td>
<td>House and Senate Pass Identical Bill</td>
<td>President Signs into Law</td>
<td>Formulation of Budget/ Administration and DoD Priorities</td>
</tr>
</tbody>
</table>

- **Defense Authorizations**
  - **House**
  - **Senate**

- **Defense Appropriations**
  - **House**
  - **Senate**

- **Key Dates**
  - President's Budget Released
  - Senate Appropriations Defense Subcommittee (SAC-D) Hearings
  - Senate Appropriations Defense Subcommittee (HASC) Hearings
  - House Appropriations Defense Subcommittee (HAC-D) Hearings
  - Senate Floor (All Members Offer Amendments)
  - House Floor (All Members Offer Amendments)
  - Conference Committee
  - House and Senate Pass Identical Bill
  - President Signs into Law
  - Fiscal Year Begins
  - Fiscal Year Ends
What Can You Do?

- Get Informed
- Communicate & Socialize
- District Congressional Staff Outreach
## Membership Type and Dues Structure

<table>
<thead>
<tr>
<th>Membership Type</th>
<th>Pay Grades</th>
<th>Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company Grade</td>
<td>O1, O2, O3, WO1, CW2, CW3</td>
<td>$40.00</td>
</tr>
<tr>
<td>Field Grade</td>
<td>O4, O5, O6, CW4, CW5</td>
<td>$80.00</td>
</tr>
<tr>
<td>Flag Officer</td>
<td>O7, O8, O9, O10</td>
<td>$130.00</td>
</tr>
<tr>
<td>Digital Life/Active Life Membership</td>
<td></td>
<td>$500/$1,000</td>
</tr>
</tbody>
</table>

- **Active Annual Membership:** Dues are collected based on pay grade
- **Digital or Active Life Membership:** Paid once or in installments for a lifetime membership
  - Monthly Installments available (up to two years to pay off)
  - Your Annual Membership can be applied to the Life Payment