



NGAUS CORPORATE ADVISORY PANEL (CAP) NEWSLETTER

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INSIDE THIS ISSUE

**CAP CHAIR'S
CORNER**

**STATE
CONFERENCE
UPDATES**

**NGAUS
CONFERENCE
UPDATE**

**2020 CAP
ELECTIONS**

**EANGUS
COVID-19 RELIEF
FUND**

**A CALL TO
INDUSTRY:
SHARE YOUR
GOOD NEWS
STORIES OF
SUPPORTING THE
GUARD DURING
COVID-19**

**COVID-19
EMERGENCY
EQUIPMENT LISTS**

**RESOLUTIONS
UPDATE**

**ADJUTANTS
GENERAL LIST**

**EDITORIAL:
COVID-19 & THE
PROFESSIONAL
SOLDIER**

CAP CHAIR'S CORNER

A NOTE FROM OUR CAP CHAIR - CINDY RAMIREZ

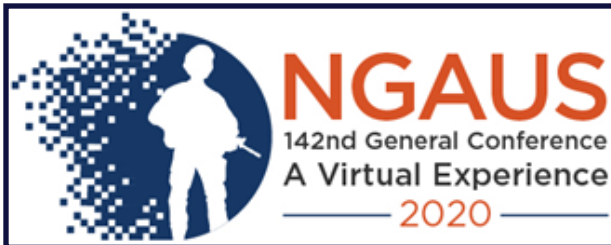


How quickly things can change. My last article focused on why we all do what we do for our National Guard and getting through the bad days. I encouraged everyone to explore Boston when they go to NGAUS 2020 and feel what I felt during NGEDA in the home of the original Minuteman. Who could have ever imagined what would happen just a month after that publication. But yet here we are – lamenting cancelled conferences, struggling to find new ways of doing business, working at home, staying home, social distancing, no business dinners, no golf tournaments, missing family & friends, virtual happy hours, and the never-ending struggle of finding toilet paper!

I think we are all learning a lot about ourselves through this ordeal. The one thing that has struck me the most is how much I miss those cancelled conferences and work events. Why? Because I realized I miss everyone there. I found out my work family means more to me than I thought. I've mentioned before that we are a family – whether industry, NGAUS, the State Associations, TAGs, the Guardsmen and women, but more than ever before I've realized just how great a National Guard family we truly are. It really stinks being away from everyone for so long and not knowing when the next time will be. I used to think things such as – “Another airplane-UGH!” - “I hate setting up and tearing down my exhibit!”- “That’s a really long day for exhibits to be open.” – “Is this session ever going to be over?” And here I sit, wishing I could have it all back again. And I’m guessing I’m not the only one feeling this way. Even when I do see you again, can I hug you or shake your hand? Will I even be able to see your face or will it just be your eyes I see behind that mask? When will things be normal again . . . or will they ever be? That old saying really is true – you never know what you have until it’s gone. I truly miss all of you and it makes me sad. But in this crisis, one like we’ve never seen before, I also salute all of you, for all you do to keep us going and keep our National Guard family strong.

I know we will eventually get through this mess and will be better and stronger for it, but in closing I must be quite frank . . . 2020 really sucks and I miss you man!

Take care my National Guard family; we will meet again. In the meantime, be safe and I hope you enjoy our newsletter.



NGAUS CONFERENCE UPDATE

Based on COVID-19 impacts and the unknowns on DoD travel policy, the NGAUS Board of Directors has elected to shift the Boston 2020 conference to a “one time” virtual event.

What does this mean for the industry partners?

According to the NGAUS, they are heavily into the restructuring process and we should expect to learn more no later than mid-June. There is currently “a lot in flux” developing the video-streaming platform, business session format and guest speaker schedules (to include presidential candidates) so many details aren’t yet known.

However, NGAUS relayed the industry partners should anticipate “nominal” (low cost) registration fees and guidance on event sponsorship opportunities. Expect more information in our CAP Summer Newsletter & we will continue working closely with NGAUS to ensure industry remains an organic part of the vConference.

RESOLUTIONS UPDATE

With the transition of the annual NGAUS General Conference to a virtual event on 28-29 Aug 20, quite a few questions are swirling around the corporate member family about how certain events will be conducted. In particular, the NGAUS Corporate Advisory Panel (CAP) has fielded questions regarding the resolutions process. In April, several CAP members attended a video conference call with the legislative team and a number of state Executive Directors to discuss various aspects of the resolutions process in preparation for the virtual conference. The NGAUS leadership has decided to extend the draft resolution submission deadline by 30 days to 31 Jul 20.

Resolutions received by close-of-business on 31 Jul 20 will be treated as normal draft resolutions. All state association approved draft resolutions must be submitted via the NGAUS resolutions portal by the association director. For corporate members who are working resolutions at the state level, make sure you follow-up with the sponsoring state on the status of a resolution first. Once it departs the state, you can then check with the NGAUS legislative team to close the loop on the process. Also, you can check the resolutions website at <https://www.ngaus.org/legislation/resolutions> for an additional check to see if it has been uploaded into the NGAUS database.

The key is to be proactive and don’t wait until it is too late in the process. Once the resolution is added to the database, then it will be considered by the state resolution delegates during the conference. The NGAUS team continues to work with the resolution chairs regarding the method of virtual voting. NGAUS is planning separate Joint, Army, and Air resolution meetings on Friday, 28 Aug 20 to consider this year’s resolutions. The overall plan for the virtual NGAUS General Conference is expected to be posted on the organization’s website no later than mid-June.

2020 CAP ELECTIONS

This will serve as an on the horizon announcement for the upcoming CAP elections, as it will quickly be time to elect next year's new panel members. The CAP consists nominally of no more than 15 elected representatives from Industry and is comprised of a proportional mix of the following NGAUS Corporate Membership categories:

- Large business: The largest defense corporations, doing in excess of \$500M/year in DoD business
- Medium business: Companies with less than \$500M/year but more than \$25M year in DoD business
- Small business: Companies with less than \$25M/year in DoD business

We will specifically be looking for **one medium-sized business representative, and one small-sized business representative** to accurately represent our NGAUS corporate membership. This years elected members terms will run for 3 years, from December 2020 through December 2023.

CAP members represent Industry and serve as liaisons to the NGAUS leadership, taking Industry concerns and issues forward and addressing solutions that best represent Industry in their support of the National Guard and NGAUS as a whole. Members on the CAP are asked to commit to being present at four industry meetings each year: NGAUS Industry Day (Dec), NGEDA Annual Conference (Jan), AGAUS Summer Conference (Jun), and the NGAUS General Conference (Aug/Sep). Additionally, CAP Members need to be available for conference calls that will be scheduled by the CAP Chairperson. The CAP is an active body, and each member will be called upon to contribute to the Panel's goals and objectives. For more information about the current CAP members, purpose, goals and composition please go to:

<https://www.ngaus.org/about-ngaus/board-directors-committees/corporate-advisory-panel>

How do you become a member of the CAP? To qualify as a CAP representative, the business/service/agency being represented must have been a Corporate Member of NGAUS for at least one year prior to their representative's nomination, and continue NGAUS membership throughout their CAP representative's incumbency.

The window for new CAP nominations from NGAUS Corporate Members will run from mid-June through early-August (exact dates still to be determined); be on the lookout for a notice from NGAUS regarding the nomination period. Due to the cancellation of the upcoming NGAUS Conference in Boston, voting this year will occur in late-August/early-September via email ballots. The electorate will consist of industry-appointed NGAUS Corporate Member representatives (one vote per company) as determined and verified by the NGAUS Industry representative.

The CAP needs dedicated and knowledgeable new members that will carry on the good work the CAP has accomplished over the last several years. Please consider being a CAP member and talk to any current CAP member if you have questions.

STATE CONFERENCE UPDATES

Since the response to COVID-19 has touched every American in some way in the last few months, it's no surprise that the schedule of National Guard state conferences has changed significantly too. A few states – like Ohio and Virginia – got their conferences off before America started to shut down and large numbers of Guard service members were called to active duty to augment the response.

A few states are still planning to hold their conferences in a live, in-person format that we would recognize, although some dates have changed. We encourage all those interested in these state conferences to reach out to the Executive Directors for the most up-to-date details.

A few years ago, **Pennsylvania** moved its conference to Veterans Day weekend, November 6-7, in Lancaster, PA. As of press time, their plans are moving forward. Executive Director Kathleen Fabrizi says PNGAS (Pennsylvania National Guard Associations) spends a lot of time and energy with its Commonwealth Club corporate members in order to assure not only its conference but every planned interaction between industry and the PA Guard is fruitful for both sides. "This year we hope to extensively use [select] industry partners for presentations, workshops and briefings as ready-made experts in their specialties....[and] we will work with every industry partner to understand their goals and objectives in participating in the PNGAS conference. By listening, the conference is exceedingly more interesting, valuable and fun," says Fabrizi. PNGAS is one of a few associations nationwide that is 'joint' (both officers and enlisted), which for many corporate members is an important draw.

Like Pennsylvania, **Kentucky's** conference used to be held earlier in the year – in fact, it used to start the 'parade of state conferences,' as it were, in early February. Lately, they have moved to the fall and plans are still full steam ahead for October 2-3, in Bowling Green, KY. Executive Director Jim Simms says the current plans will be familiar to corporate members, from the golf tournament starting the weekend's events, to their Presidents Reception specifically planned so that industry partners can spend key time with senior leaders on Friday evening. Officer Professional Development is scheduled in conjunction with the conference, and senior enlisted are invited to participate as well. Ultimately, Simms says, "The conference will be geared towards the exhibitors – we can always have a virtual business meeting."

Mississippi just pushed its conference back to 28-30 August in Biloxi, MS. In addition to their familiar schedule of events, Mississippi plans to tie in to the virtual NGAUS conference being held at the same time. Executive Director Allen McDaniel says that Mississippi will, as in past years, invite people from other state associations to exchange best practices and give industry partners exposure to other state leaders. This effort may be more helpful than ever, since they are aware how many other states are unable to hold their own conferences. McDaniel says "We have always keyed on two basic points with our industry partners. First, we want to provide them an environment where they can best focus on gaining contacts...Second, we try to provide an environment where the exhibitors will have a good time." The planned sporting and social events are designed to encourage attendees to bring their families – a big key when serving Army and Air Guard spend so many weekends away from their loved ones already. While not a traditional 'joint' association, senior enlisted leaders do attend this conference.

Like Mississippi, the **Arizona** conference has changed dates a few times, but is now scheduled for Saturday, 15 August, in Tucson, AZ. The day will begin with a 0600 VIP breakfast where exhibitors and senior leaders get to spend some dedicated time together. Later in the day, 800 Guard service members are expected for a 4-hour professional development session (for which they will be under orders to attend). Executive Director Mike Krause says a similar number are expected for the evening's Civilian, Air Force, Soldiers of the Year (CASY) gala dinner. Like Pennsylvania, Arizona is a joint conference – both officers and enlisted attend.

Vermont's Executive Director Steven Lamos says they are still planning to hold their first state conference in some years. It is scheduled for 7-8 August in Essex Junction, VT. Lamos says they will hold an evening reception for exhibitors with senior leaders, and their daytime activities include a tie-in with professional development for O5s (Captains) and above, meaning Guard service members will be there at least for that time on orders. Vermont is not a joint association, but they are including E9s in the PD.

In conclusion, to repeat, if you wish to exhibit at any of these events, please reach out to the Executive Director. So many things have changed in our lives in a very short time, and no doubt some of the above-listed plans will change too.

Please see the table on the next page giving quick details about State conferences in which you might have interest. This information is as correct as we could make it when we went to press. If the immediate past is any indication, details can and will change quickly, so we encourage you to reach out to the Executive Directors for the most up-to-date details. This list can also be found at: <https://www.ngaus.org/states-territories/state-association-directory>.

CURRENT STATE CONFERENCE SCHEDULE

STATE	CONFERENCE INFO	STATE	CONFERENCE INFO
Alabama	Cancelled.	Montana	Cancelled
Alaska	Postponed. No further details known at this time.	Nebraska	Held in February.
Arizona	Rescheduled to 15 August, Tucson, AZ. See article.	Nevada	Cancelled
Arkansas	Cancelled.	New Hampshire	Postponed. No further details known at this time.
California	Cancelled.	New Jersey	Held in February.
Colorado	Cancelled.	New Mexico	Postponed. No further details known at this time.
Connecticut	Postponed. No further details known at this time.	New York	May do a Professional Development day in August
Delaware	Possible October event – 4-5 hours – meeting, happy hour, & dinner – industry invited to exhibit.	North Carolina	Cancelled. Industry Day for current corporate members TBD.
District of	Cancelled.	North Dakota	Cancelled.
Florida	Cancelled. Considering a virtual conference with some corporate participation in September or October.	Ohio	Held in February.
Georgia	Holding Industry Days at JFHQ (Marietta, GA) 21-22 October.	Oklahoma	Held in February.
Guam	No information available.	Oregon	Cancelled.
Hawaii	Held in February.	Pennsylvania	6-7 November, Lancaster, PA. See article.
Idaho	Held in February.	Puerto Rico	No information available.
Illinois	Cancelled.	Rhode Island	No information available.
Indiana	Nothing definite but there might be an Industry Day in conjunction with annual car show at Johnson County Armory	South Carolina	Cancelled. A Fall 2020 senior leadership meeting that includes corporate members is being considered
Iowa	Cancelled.	South Dakota	Cancelled.
Kansas	Cancelled. Might be holding an Industry Day later this year.	Tennessee	Cancelled. Something may be scheduled in the fall
Kentucky	2-3 October, Bowling Green, KY. See article.	Texas	Cancelled.
Louisiana	Postponed. No further details known at this time.	Utah	Cancelled.
Maine	Postponed. No further details known at this time.	Vermont	Rescheduled to 7-8 August, Essex Junction, VT. See article.
Maryland	Postponed. No further details known at this time.	Virgin Islands	Postponed.
Massachusetts	Cancelled.	Virginia	Held in February.
Michigan	Cancelled.	Washington	Cancelled.
Minnesota	Virtual meeting held 25 March.	West Virginia	Postponed. No further details known at this time.
Mississippi	Rescheduled to 28-30 August, Biloxi, MS. See article.	Wisconsin	There may be a virtual conference in conjunction with NGAUS
Missouri	Cancelled.	Wyoming	Cancelled.

COVID-19 EMERGENCY EQUIPMENT LISTS

At the NGAUS Board of Directors meeting in March, the CAP was asked if they could quickly put together a list of corporate partners who might have items, equipment, etc that would be helpful in the COVID 19 national emergency since the States were going to be in need of various items and there was a potential for State emergency funding. TAGs present at the meeting indicated they would be able to push this information to their State purchasing offices.

An email was sent from the CAP to all NGAUS corporate partners and within days, three lists of corporations, items, and contact information were subsequently released to the TAGs.

In light of the NGREA budget cuts, it is hopeful these procurements helped Industry as well as our Guard, and helped to shed light on the need for NGREA funding.

CALL TO INDUSTRY: SHARE YOUR GOOD NEWS STORIES

As with all challenging times and moments in history, there are silver linings, and glimmers of hope. Navigating COVID-19 is no exception. We know that, as they always do in our hours of need, the National Guard has stepped up with 47,000 service members deployed performing COVID-19 response duties. We are humbled by and grateful for their on-going efforts.

But we also know that Industry has also stepped up to support the National Guard in the fight against COVID-19. For this reason, we invite you to share your stories with the rest of us. As is frequently mentioned, this Industry is a family; we share our triumphs and tragedies, celebrate our achievements, and support each other in our darkest hours.

As we see in the signs in our neighbors' windows, commercials in the extra hours of our screen time, and every hashtag on social media, **we are in this together**. So, let's take pause where we can, and acknowledge the good things happening around us wherever possible.

The CAP will feature quotes and stories received in our Summer Newsletter. We look forward to hearing from you and sharing your stories within our family.

Please send your articles to: katie.roberts.cap@gmail.com

Sending our best to you and your loved ones – Your Corporate Advisory Panel (CAP) Members

CAP EDITORIAL: PROFESSIONAL SOLDIERS & COVID-19

All over the country, medical professionals are battling an invisible enemy in COVID-19. They are the forefront in the media when it comes to the face of response efforts. Often operating in the shadows are the men and women of the National Guard. Tens of thousands of these Citizen Soldiers have been activated to fill vital roles in the fight to prevent the spread of the virus.

Over the past few decades, the National Guard has been asked to step up for a variety of missions, both home and abroad. From the Global War on Terror to riot control and security; wildfires in Idaho to floods in West Virginia; protecting the southern boarder to Hurricanes Katrina, Harvey, Irma, and Maria; Guardsmen have answered the nations call on every occasion.

The National Guard has a resume that is mirrored by few. The knowledge, skills, and experience that Guardsmen bring to the team are unparalleled. However, in this current fight, no one has had to face the trials ahead. We are in uncharted waters. This operational environment has limitations that have never been experienced. Social distancing, lack of personal protective equipment, and the unknown provide challenges in every aspect of the mission.

The men and women of the National Guard bring a skill-set that is unlike that of their Active Component brethren. They may be serving as a supply clerk in the Guard but are a trained paramedic or mechanic in their civilian occupation. They oftentimes have a more diverse background than the typical Active Duty Soldier. In a situation like COVID-19 (and other National Guard activations) is the ability for Soldiers to have more to offer than their formal military training.

What that also means is most National Guard Soldiers have a civilian occupation as well. They must find the proper work/life balance just like everyone else, but they also have the additional stresses of the National Guard. COVID-19 is the most recent example of National Guard Soldiers having to make the decision between their military or civilian occupation. Often, the civilian employer will have to shoulder the burden of the temporarily vacant position.

As an example, Stanley Black & Decker, a NGAUS Corporate Partner, has two National Guardsmen who have responded to the call to serve during this historical battle. Both Soldiers have chosen to contribute in different capacities. The first, a Lieutenant in the Connecticut Army National Guard is serving several hours a day, seven (7) days a week providing PPE and supplies to hospitals and healthcare facilities. He has paused his civilian career in order to provide leadership and guidance to his Soldiers and support members of his community. The second, a Major in the Kentucky Army National Guard, is serving on weekends while continuing to work for Stanley Black & Decker throughout the week.

This virus has turned the world as we know it upside down. It has also provided another opportunity for the National Guard to prove they are a vital asset to the Department of Defense as well as their States and local communities. Time and time again, the National Guard has proven they can respond to any mission that is placed in front of them and not only succeed but excel. Guardsmen continue to be a valued resource to our corporate partners and our communities. The National Guard industry partners appreciate and continue to fight for the men and women of our National Guard. God Bless our Troops, God Bless America and God Bless our National Guard Members!

EANGUS COVID-19 RELIEF FUND

The COVID-19 pandemic has materially changed our world and the way we do business and our National Guard is engaged in the fight against the virus. Unfortunately, some of our Guard members may be suffering from the effects of the pandemic—loss of their job, loss of their health care, struggling to put food on the table, etc.

Through a generous donation from USAA to the EANGUS We Care for America Foundation, EANGUS started a COVID-19 Relief Fund. Seeded with \$250,000 from USAA, the relief fund will provide grants to National Guard members, officer and enlisted, without requiring association membership, to help them get through this challenging time. Many are, and will continue to struggle through this crisis for a long time.

If you would like to make a donation to the We Care for America COVID-19 Relief Fund, you can do so online at <https://eangus-wcfa.org/wcfa-donation/>. Donations of any amount are greatly appreciated.

ADJUTANTS GENERAL UPDATE

We'll continue to keep you informed of changes in the ranks of Adjutants General as a result of retirements and new governors.

STATE	ADJUTANT GENERAL	STATE	ADJUTANT GENERAL
Alabama AL	MG Sheryl E. Gordon	Montana MT	MG Matthew Quinn
Alaska AK	MG Torrence Saxe	Nebraska NE	MG Daryl Bohac
Arizona AZ	MG Michael McGuire	Nevada NV	MG Ondra L. Berry
Arkansas AR	MG Kendall Penn	New Hampshire NH	MG David Mikolaities
California CA	MG David Baldwin	New Jersey NJ	BG Jemal Beale
Colorado CO	Maj Gen Michael Loh	New Mexico NM	MG Kenneth Nava
Connecticut CT	MG Francis Evon	New York NY	MG Ray Shields
Delaware DE	MG Michael Berry	North Carolina NC	MG M. Todd Hunt
District of Columbia DC	MG William Walker	North Dakota ND	MG Alan Dohrmann
Florida FL	MG James "Jim" O. Eifert	Ohio OH	MG John Harris
Georgia GA	MG Tom Carden	Oklahoma OK	MG Michael Thompson
Guam GU	MG Ester C. Aguigui	Oregon OR	MG Michael Stencel
Hawaii HI	MG Kenneth S. Hara	Pennsylvania PA	MG Anthony Carrelli
Idaho ID	MG Michael Garshak	Rhode Island RI	MG C. Callahan
Illinois IL	MG Richard R. Neely	South Carolina SC	MG R. Van McCarty
Indiana IN	BG R. Dale Lyles	South Dakota SD	MG Jeffrey P. Marlette
Iowa IA	MG Benjamin Corell	Tennessee TN	MG Jeff Holmes
Kansas KS	MG David A. Weishaar	Texas TX	MG Tracy Norris
Kentucky KY	BG Haldane Lamberton	Utah UT	BG Michael J. Turley
Louisiana LA	BG Keith Waddell	Vermont VT	BG Gregory C. Knight
Maine ME	MG Doug Farnham	Virginia VA	MG Timothy Williams
Maryland MD	MG Timothy E. Gowen	Virgin Islands VI	BG K. Knox-Limbacker
Massachusetts MA	MG Gary Keefe	Washington WA	MG Bret Daugherty
Michigan MI	MG Paul Rogers	West Virginia WV	MG James Hoyer
Minnesota MN	MG Jon Jensen	Wisconsin WI	MG Paul E. Knapp
Mississippi MS	MG "Durr" Boyles	Wyoming WY	MG Gregory C. Porter
Missouri MO	BG Levon Cumpton	Puerto Rico	MG Jose J. Reyes

GET TO KNOW YOUR CAP REPRESENTATIVES!



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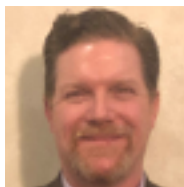
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