



Surface Navy Association

**Board of Directors Meeting
11 January 2016**

BOD 11 Jan 2016



Welcoming Remarks

ADM Jim Hogg

BOD 11 Jan 2016



Secretary's Report

CAPT Dave Lee

BOD 11 Jan 2016



Agenda

- 2015 Board of Directors Minutes
- 2016 Board of Directors Elections



2015 Board of Directors Minutes

- Minutes provided on the web site
 - BoD web site (<http://www.navysna.org/bod>) contains minutes for all BoD and EXCOM meetings
- Action items have been addressed at committee meetings throughout the year
- Propose that the minutes be approved



Board of Directors - Election

■ Timeline

- Request for nominations: 1-30 Sep
 - Promulgate e-mail 1 September
 - Letters to expiring Board members
- Ballot preps: 1 Oct – 1 Nov
- Notification of ballots online: 1 Nov
- Voting period: 2 Nov – 4 Dec
- Complete validation of results: 7 Dec



CY 16 Board of Directors

■ Expiring terms:

VADM Terry Blake
CDR Matt Bonner
CAPT Bill Daly
CAPT Mike Davis
CAPT Rick Hoffman
LCDR Rob McFarlin
CAPT Troy Stoner
CMDRCM David Twiford
LT Graham Van Hook



2016 BOD Election

	CY15	Expiring Terms	No. of Nominations
E1 – E6	1	0	0
E7 – E9	3	1	3
O1 – O4	7	2	10
O5 – O6	8	5	15
O7 – O10	5	1	1
Civilian	<u>1</u>	<u>0</u>	<u>2</u>
Total	25	9	31


Notes:

- Max number of board members IAW by-laws is 25
 - Can select 9 new members
- Category for One USCG Officer



Election Results


- FORCM James Monroe, USN (Ret)
- LCDR Katie Jacobson, USN
- LCDR Alexa Forsyth Jenkins, USN
- CAPT Matt Gimple, USCG
- CDR Brad Donnelly, USN
- CAPT Tom Druggan, USN
- CAPT Stephen Murray, USN
- CAPT Bob Wells, USN (Ret)
- VADM William Landay, USN (Ret)



Board Composition

	CY15	Expiring Terms	Elected	CY 16
E1 – E6	1	0	0	1
E7 – E9	3	1	1	3
O1 – O4	6	2	2	6
O5 – O6	8	5	5*	8
O7 – O10	5	1	1	5
Civilian	<u>2</u>	<u>0</u>	<u>0</u>	<u>2</u>
Total	25	9	9	25

* Includes 1 USCG Officer



Motion

That the 2016 SNA BOD Election Results be Approved



President's Remarks

VADM Barry McCullough

BOD 11 Jan 2016



Opening Comments

- **Our Association is healthy**
- **Strong membership and participation**
- **Financially strong**

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SNA Mission Statement

We are an Association at the center of Surface Warfare that provides for its members support, programs and activities which enable professional growth, personal satisfaction and camaraderie.

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2015 SNA Leadership

- Chairman – ADM Jim Hogg
- President - VADM Barry McCullough
- East Coast VP - VADM Hank Giffin
- West Coast VP - VADM Tim LaFleur
- SNA Secretary - Capt Dave Lee
- SNA Treasurer - Capt Jim Tackett
- Awards – CAPT Dave Adler
- Scholarship – VADM Lee Gunn
- Symposium - RADM Dave Hart
- Membership - RADM Rob Reilly
- Finance - VADM Bill Earner
- Corporate Relations - VADM Terry Blake
- Public Relations – CAPT Ned Lundquist
- ExCom USCG Representative – RADM Jeff Hathaway, USCG(Ret)

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2015 Highlights

- 27th National Symposium
- West Coast Symposium
 - San Diego
- Sailor of the Year Recognition Ceremonies
 - San Diego
 - Hampton Roads
- CPO Events
 - San Diego CPO Pride Day
 - Pearl Harbor New CPO Training
- New “Old Salt”

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2016 New Initiatives

- **Explore bringing the Cuttermen's Association into SNA as a National Chapter**
 - **Cuttermen Association View**
 - Captain Tom Crabbs, USCG, President
 - Captain Brian Perkins, USCG(Ret), Treasurer
 - **SNA View**
 - Captain Bill Erickson, USN(Ret), Executive Director

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2016 New Initiatives

- **Maritime Security Forum**
 - **21-23 March 2016 in Norfolk, VA**
 - **Partnered with Homeland Security Outlook**

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Enduring Areas for the Board of Directors to Address this Coming Year

- **How might SNA better support the interests of our members across all Surface Warfare communities?**
 - Professional and Social Networking Opportunities

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Enduring Areas for the Board of Directors to Address this Coming Year (Cont.)

- **How can SNA help all chapters fully leverage the best practices of our most successful chapters?**
 - Chapter President's Breakfast
 - Chapter Relations Website
 - Video Opportunities

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Enduring Areas for the Board of Directors to Address this Coming Year (Cont.)

- **How can SNA ensure that our active duty members obtain the full benefits of the experience and insights of our other members?**
 - Educational Sessions for Advancement
 - LinkedIn
 - Video Opportunities

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Enduring Areas for the Board of Directors to Address this Coming Year (Cont.)

- **How can SNA better ensure all our members are aware and benefit fully from our awards, scholarship, resource-sharing, and other programs?**
 - NAVY SNA: <http://www.navysna.org>
 - Facebook: <http://www.facebook.com/NAVYSNA>
 - Twitter: @navysna
 - LinkedIn: Surface Navy Association
 - You Tube: <Http://www.youtube.com/navySNAMedia>

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Enduring Areas for the Board of Directors to Address this Coming Year (Cont.)

- **How might SNA improve communications between the EXCOM, chapter leaders, the BoD, and other members?**
 - BOD/ExCom Site: <http://www.navysna.org/bod>
 - Chapter Relations: <http://128.121.188.113/chapterrelations>

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Summary

**In 2016 -
Building a stronger, increasingly
relevant, professional Association!**

BOD 11 Jan 2016



Treasurer's Report

CAPT Jim Tackett

BOD 11 Jan 2016



SURFACE NAVY ASSOCIATION

Board of Directors Meeting Treasurer's Report January 2016

Jim Tackett
CAPT USN (Ret)



PURPOSE

- **Present 2015 Budget Results**
- **Summarize Status of Accounts**
- **Present 2016 Budget Proposal**
- **Obtain Board Approval of 2016 Budget**



2015 Highlights

- Operating Account
 - Exceeded Income projections by \$56,935
 - Exceeded Expense projections by \$4,496



2015 Financial Reports

- 2015 Financial Report
 - Detailed Report
- Chapter Report

SURFACE NAVY ASSOCIATION
FINANCIAL REPORT


INCOME	2014 Year End	2015 Year to Date	2015 Budget
Dividend Income	37.49	39.96	50.00
Corporate Dues	238,500.00	222,000.00	215,000.00
Individual Dues	57,620.25	56,849.50	53,000.00
Symposium	208,097.71	289,851.71	242,500.00
Other	316.19	3,553.34	350.00
Conferences	40,880.00	40,540.00	45,000.00
TOTAL INCOME	545,451.64	612,834.51	555,900.00
EXPENSES	2014 Year End	2015 Year to Date	2015 Budget
Admin	69,453.81	60,913.82	61,225.00
Travel	4,080.47	6,080.66	4,500.00
TOTAL ADMINISTRATION	73,534.28	66,994.48	65,725.00
Chapter Projects	49,796.44	49,502.52	50,000.00
Dues Sharing	31,760.00	30,600.00	33,000.00
Regional Event	3,382.44	3,235.82	3,500.00
Misc.	472.03		300.00
TOTAL AFFILIATES	85,410.91	83,338.34	86,800.00
TOTAL AWARDS	\$16,080.16	\$23,213.30	\$18,200.00
TOTL SCHOLARSHIPS			
Ship Commissioning		794.10	3,000.00
Contract Support	197,519.28	201,346.92	201,151.47
Executive Director	101,918.72	110,331.88	110,332.00
Recruiting	-32.64	281.88	500.00
SITREP Printing/Mailing	31,832.81	35,368.17	35,000.00
Surface Warfare Purchase/Mailing			
Publicity/Videos			
Conferences	35,077.87	38,534.98	35,000.00
TOTAL EXPENSES	541,341.39	560,204.05	555,708.47
SUMMARY			
TOTAL INCOME	545,451.64	612,834.51	555,900.00
TOTAL EXPENSES	541,341.39	560,204.05	555,708.47
DELTA	4,110.25	52,630.46	191.53
Adjustment to Corpus for Special Projects			
CD's as of 31 Dec 2015		349,029.37	
Vanguard total cost basis on 31 Dec 2015		599,683.22	
Wells Fargo Money Market Fund		150,010.96	
Checking Account Balance 31 Dec 2015		353,610.98	
Scholarship Account Balance 31 Dec 2015		101,230.90	
TOTAL		1,553,565.43	

SURFACE NAVY ASSOCIATION
FINANCIAL REPORT

	2012 Year End	2013 Year End	2014 Year End	2015 Year to Date	2015 Budget	%
Dividend Income	33.80	39.30	37.49	39.96	50.00	79.920%
Corporate Dues	211,000.00	217,978.00	238,500.00	222,000.00	215,000.00	103.256%
Individual Dues	49,689.25	45,517.00	57,620.25	56,849.50	53,000.00	107.263%
Memorabilia	705.00	67.00	203.24	58.70	300.00	19.567%
Symposium	279,882.00	289,838.98	208,097.71	289,851.71	242,500.00	119.526%
Table Top	42.50		112.95		50.00	119.526%
Conferences	47,796.25	44,950.00	40,880.00	40,540.00	45,000.00	90.089%
Misc Income (Returned from Pascagoula Gr	351.00			3,494.64		
Stale Checks						
TOTAL INCOME	589,499.80	598,390.28	545,451.64	612,834.51	555,900.00	639.15%
	2012 Year End	2013 Year End	2014 Year to Date	2015 Year to Date	2015 Budget	
ADMIN						
Accounting Services	6,440.00	5,902.23	6,585.00	5,500.00	7,000.00	78.571%
Bank Fees	15,593.02	17,025.23	21,657.43	14,183.65	14,000.00	101.312%
Sponsorship	600.00	600.00	3,100.00	3,000.00	600.00	500.000%
Electronic Communications	1,657.76	1,428.88	1,579.55	1,351.55	1,600.00	84.472%
Equipment		820.00			400.00	0.000%
General Printing	2,850.49	2,649.30	4,320.04	1,927.08	4,400.00	43.797%
Insurance	1,928.00	2,040.00	2,113.00	2,205.00	2,200.00	100.227%
Legal Fees	25.00	25.00	25.00	25.00	25.00	100.000%
Meetings	1,489.01	1,942.88	826.89	1,304.39	1,000.00	130.439%
Memorabilia						
Membership Benefits/Club Quarters	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	100.000%
Postage & Shipping	6,389.88	7,485.12	5,601.66	8,014.93	6,000.00	133.582%
Rent	15,755.08	14,894.80	14,340.00	14,664.00	14,700.00	99.755%
Supplies	1,742.00	1,780.25	2,496.28	1,485.81	2,500.00	59.432%
Telephone and Internet	4,214.01	5,064.08	5,558.96	6,002.41	5,550.00	108.152%
Travel	4,594.40	3,750.75	4,080.47	6,080.66	4,500.00	135.126%
TOTAL ADMINISTRATION	64,528.65	66,658.52	73,534.28	66,994.48	65,725.00	101.932%
AFFILIATES:						
Banners		155.70	472.03		300.00	0.000%
Chapter projects	48,526.45	72,934.25	49,796.44	49,502.52	50,000.00	99.005%
Dues Sharing	30,965.00	30,745.00	31,760.00	30,600.00	33,000.00	92.727%
Initial Grant						0.000%
Regional Event	3,042.00	3,346.00	3,382.44	3,235.82	3,500.00	92.452%
TOTAL AFFILIATES	82,533.45	107,180.95	85,410.91	83,338.34	86,800.00	0.000%
AWARDS:						
Arleigh Burke	546.00	520.00	546.00	546.00	600.00	91.000%
Chapter Excellence	58.11	311.92	136.56	28.91	300.00	9.637%
Chapter Support	1,577.50	1,927.65	2,185.40	3,366.88	2,300.00	146.386%
Clocks			-70.00		500.00	0.000%
CMC Award					1,000.00	0.000%
Decatur Award	1,993.52	4,380.26	1,793.59	3,492.04	4,000.00	87.301%
Literary Prize	1,423.03	1,582.10	1,000.00	724.82	1,200.00	60.402%
Senior Enlisted Heritage Award		1,248.70		1,263.53	1,100.00	114.866%
Old Salt	75.84	15.05	1,596.96	1,201.86	300.00	400.620%
Old Tar			718.62	9.54	400.00	2.385%
Hospital Corpsman Award	436.00	436.00	436.00	436.00	450.00	96.889%
Other/Zumwalt	108.44	358.45	407.05	1,194.61	400.00	298.653%
Photo Award	1,000.00	1,000.00	1,000.00	1,400.00	1,400.00	100.000%
Recruit Co Cdr						0.000%
Recruiters Week	500.00			500.00	500.00	100.000%
Hall of Fame	306.99	505.00		6,223.65	500.00	1244.730%
Schonland Plaque/Clocks	2,316.13	512.36	722.23	1,347.71	800.00	168.464%
Naval War College Award			500.00		500.00	0.000%
George Sirian Award	856.43	385.00	500.00	300.00	750.00	40.000%
Shiphandler			3,916.60	71.31	100.00	71.310%
USNA YP Squadron Commodore Award	352.00	1,190.00	415.00	830.00	800.00	103.750%
Plaques			276.15	276.44	300.00	92.147%
TOTAL AWARDS	11,549.99	14,372.49	16,080.16	23,213.30	18,200.00	127.55%
TOTAL SCHOLARSHIPS	30,000.00	10,000.00				0.00%
Ship Commissioning		1,176.36		794.10	3,000.00	26.470%
Contract Support	156,374.96	195,330.31	197,519.28	201,346.92	201,151.47	100.097%
Executive Director	75,097.65	98,505.44	101,918.72	110,331.88	110,332.00	100.000%
Recruiting	969.06	402.30	-32.64	281.88	500.00	56.376%
SITREP	25,553.26	33,570.06	31,832.81	35,368.17	35,000.00	101.052%
Surface Warfare Purchase/Mailing	8,180.00	6,750.00				0.000%
Publicity/Videos						0.00%
Conferences	53,064.29	37,797.68	35,077.87	38,534.98	35,000.00	110.100%
TOTAL EXPENSES	477,851.31	571,744.11	541,341.39	560,204.05	555,708.47	100.81%
Special Projects Hall of Fame						
Special Projects Recruiting						
Special Projects Compensation	20,000.00					
Special Projects Civil War						
SUMMARY	2012 Year End	2013 Year End	2014 Year to Date	2015 Year to Date	2015 Budget	
TOTAL INCOME	589,499.80	598,390.28	545,451.64	612,834.51	555,900.00	
TOTAL EXPENSES	477,851.31	571,744.11	541,341.39	560,204.05	555,708.47	
DELTA (Reserves)	111,648.49	26,646.17	4,110.25	52,630.46	191.53	
Adjustment to Corpus for Special Projects	20,000.00				0.00	

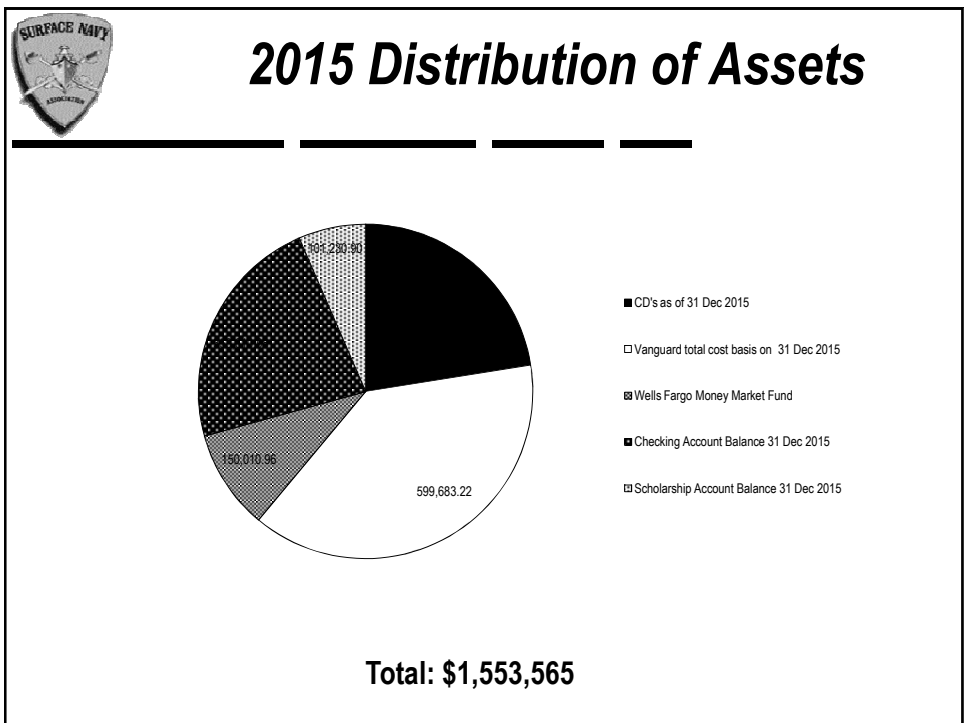
As of 31 December 100% of year elapsed; 110.24% projected revenue collected; 100.81% of projected expenditures.


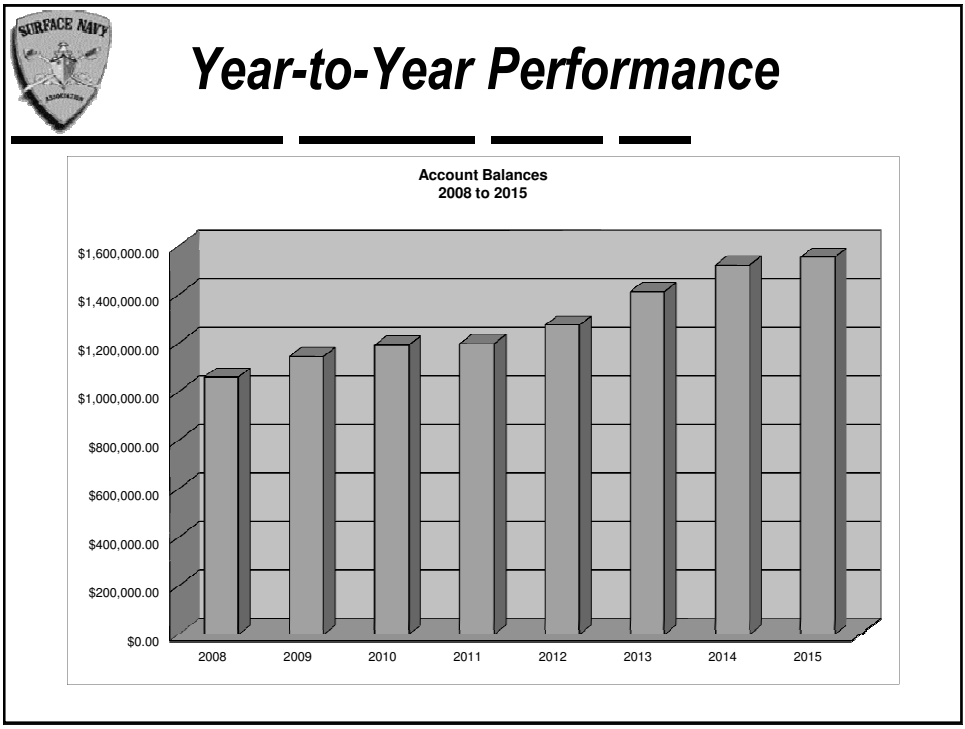
	Dues Sharing	Regional Event Symposium	Regional Event Detailer Visit	Regional Event Midshipmen	Chapter Project SOY	Chapter Project	Recruiting CPO Event	Contract Support	Chapter Awards Support	Total
Annapolis	1,390.00			4,098.12						\$ 5,488.12
Arabian Gulf	105.00					1,264.56				\$ 1,369.56
Bath	255.00									\$ 255.00
Charleston	465.00									\$ 465.00
Coastal Bend										\$ -
New London	200.00					3,400.00				\$ 3,600.00
Constitution	510.00					205.00		300.00		\$ 1,015.00
Dahlgren	350.00									\$ 350.00
Gaeta/Naples	110.00					68.25				\$ 178.25
Great Lakes										\$ -
Hampton Roads	5,095.00				8,000.00	4,178.00				\$ 17,273.00
Korea										\$ -
Mid South	345.00					620.00				\$ 965.00
Mayport/Jax	900.00		377.92			716.85				\$ 1,994.77
Monterey	390.00		249.90			3,148.67				\$ 3,788.57
New Orleans										\$ -
New York	520.00								550.00	\$ 1,070.00
Newport	1,330.00		1,260.00			3,060.00				\$ 5,650.00
Pascagoula										\$ -
Pensacola	225.00									\$ 225.00
Pearl Harbor	1,175.00						4,000.00			\$ 5,175.00
Philadelphia	625.00									\$ 625.00
Puget Sound	645.00					864.94				\$ 1,509.94
Rocky Mountain										\$ -
San Diego	5,615.00	-3,245.01			8,000.00	3,964.07	3,128.92		2,611.88	\$ 23,319.87
Sasebo	340.00									\$ 340.00
Tampa Bay	320.00									\$ 320.00
Washington	8,885.00							11,536.95		\$ 20,421.95
Yokosuka	805.00		1,348.00			1,615.00				\$ 3,768.00
										\$ -
TOTALS	\$ 30,600.00	\$ (3,245.01)	\$ 3,235.82	\$ 4,098.12	\$ 16,000.00	\$ 23,105.34	\$ 7,128.92	\$ 11,536.95	\$ 3,461.88	\$ 99,167.03



Accounts Summary

	<u>Dec 2014</u>	<u>Dec 2015</u>
Operating Account (CAP)	\$300,982	\$353,611
Scholarship Fund	\$119,790	\$101,231
Investment Account		
Vanguard Total Stock Market Index Fund	\$597,368	\$599,683
12/31/15 NFCU Share Certificates	\$345,706	\$349,029
CAP Mutual Fund	\$150,010	\$150,011
Total Investment	\$1,093,084	\$1,098,723
Grand Total	\$1,513,856	\$1,553,565





Financial Reports

- 2016 Proposed Budget

	Budget 2015	31 Dec 2015	Draft Budget 2016
Dividend Income	50.00	39.96	40.00
Corporate Dues	215,000.00	222,000.00	215,000.00
Individual Dues	53,000.00	56,849.50	50,000.00
Memorabilia	300.00	58.70	1,100.00
Symposium	242,500.00	289,851.71	260,000.00
Table Top Books	50.00		
Conferences	45,000.00	40,540.00	41,000.00
Misc Income/Stale checks		3,494.64	
TOTAL	555,900.00	612,834.51	567,140.00
	Budget 2015	31 Dec 2015	Draft Budget 2016
ADMIN			
Accounting Services	7,000.00	5,500.00	7,000.00
Bank Fees	14,000.00	14,183.65	16,000.00
Sponsorship/Charitable Donations	600.00	3,000.00	500.00
Electronic Communications	1,600.00	1,351.55	1,600.00
Equipment	400.00		400.00
General Printing	4,400.00	1,927.08	3,500.00
Insurance	2,200.00	2,205.00	2,300.00
Legal Fees	25.00	25.00	25.00
Meetings	1,000.00	1,304.39	1,600.00
Memorabilia			5,500.00
Membership Benefits/Club Quarters	1,250.00	1,250.00	1,250.00
Postage & Shipping	6,000.00	8,014.93	7,500.00
Rent	14,700.00	14,664.00	16,000.00
Supplies	2,500.00	1,485.81	2,000.00
Telephone	5,550.00	6,002.41	6,000.00
Travel	4,500.00	6,080.66	6,200.00
TOTAL ADMINISTRATION	65,725.00	66,994.48	77,375.00
AFFILIATES			
Banners	300.00		
Chapter Projects	50,000.00	49,502.52	40,000.00
Dues Sharing	33,000.00	30,600.00	33,000.00
Initial Grant			
Regional Events	3,500.00	3,235.82	3,500.00
TOTAL AFFILIATES	86,800.00	83,338.34	76,500.00
AWARDS			
Arleigh Burke	600.00	546.00	600.00
Chapter Excellence	300.00	28.91	300.00
Chapter Support	2,300.00	3,366.88	3,500.00
Clocks	500.00		500.00
CMC Award	1,000.00		1,000.00
Decatur Award	4,000.00	3,492.04	4,000.00
Literary Prize	1,200.00	724.82	800.00
Senior Enlisted Heritage Award	1,100.00	1,263.53	1,300.00
Old Salt	300.00	1,201.86	300.00
Old Tar	400.00	9.54	200.00
Other/Zumwalt	400.00	1,194.61	400.00
Hospital Corpsman Award	450.00	436.00	450.00
Photo Award	1,400.00	1,400.00	1,400.00
Recruit Co Cdr	0.00		
Recruiters Week	500.00	500.00	500.00
Hall of Fame	500.00	6,223.65	500.00
Schonland Plaque/Clocks	800.00	1,347.71	1,400.00
Naval War College Award	500.00		500.00
George Sirian Award	750.00	300.00	750.00
Shiphandler	100.00	71.31	100.00
USNA YP Squadron Commodore Award	800.00	830.00	800.00
Ship Commissioning	3,000.00	794.10	3,000.00
Plaques	300.00	276.44	300.00
TOTAL AWARDS	21,200.00	24,007.40	22,600.00
Contract Support	201,151.47	201,346.92	203,599.89
Salaries and Compensation	110,332.00	110,331.88	108,745.28
Recruiting	500.00	281.88	500.00
SITREP Printing/Story Development	35,000.00	35,368.17	36,000.00
Surface Warfare Purchase/Mailing			
Publicity			
Conferences	35,000.00	38,534.98	39,000.00
Navy Safe Harbour			2,500.00
TOTAL EXPENSES	555,708.47	560,204.05	566,820.17
	Budget 2015	31 Dec 2015	Draft Budget 2016
TOTAL INCOME	555,900.00	612,834.51	567,140.00
TOTAL EXPENSES	555,708.47	560,204.05	566,820.17
DELTA (Reserves)	191.53	52,630.46	319.83
Adjustment to Corpus for Special Projects			



*Recommendation for
SNA Board of Directors*

- **Approve SNA National 2016 Budget as proposed.**



2015 Programs: Goals and Objectives

BOD 11 Jan 2016



Executive Committee

**7 Meetings in 2015
Minutes on SNA BOD Website**

SNA BOD 11 Jan 2016



Executive Committee General Programs

- **Socials for Detailer Visits**
- **Regional Midshipman Summer Training**
- **Chapter Matching Funds**
- **Chapter SOY Projects**
- **Chapter Projects**
- **CPO Events**
- **Battle of Midway Celebration**

SNA BOD 11 Jan 2016



2016 New Initiatives

- **Explore bringing the Cuttermen's Association into SNA as a National Chapter**
 - **Cuttermen Association View**
 - Captain Tom Crabbs, USCG, President
 - Captain Brian Perkins, USCG(Ret), Treasurer
 - **SNA View**
 - Captain Bill Erickson, USN(Ret), Executive Director

SNA BOD 11 Jan 2016



2016 New Initiatives

- **Maritime Security Forum**
 - **21-23 March 2016 in Norfolk, VA**
 - **Partnered with Homeland Security Outlook**
 - **Details: <http://maritimesecurityeast.com/>**

SNA BOD 11 Jan 2016



Membership Committee

RADM Rob Reilly, USN, (Ret)
Chairman

Debbie Garry
Staff

COMMITTEE MEMBERS (13)

GSEC (SW/AW) John Bradshaw

OSC(SW/AW) David Brakebill, USN

CAPT Christopher Bushnell, USN

RADM Jay Foley, USN(Ret)

RDML Michael Frick USN(Ret)

RADM Charles Horne, USN(Ret)

FLTCM(SW/AW) Tom Howard, USN (Ret)

HMCM (SW/FMF) Patrick Modglin, USN(Ret)

FORCE Karen O' Connor, USN(Ret)

CAPT Bob Oldani, USN (Ret)

FORCM (SW/AW) Bill Slingerland, USN(Ret)

CNOCM(SW) Ashley Smith, USN (Ret)

CAPT Robert Warner, USN (Ret)

1



Membership Categories

ACTIVE DUTY, RESERVE, and CIVILIAN

- Membership open to all
- Annual, 3 year, and life membership options
- Annual and 3 year membership fees scaled based upon paygrade (\$10-\$75)
- Includes *Surface Sitrep*, discounted rates for SNA events
- Lack of membership **not a barrier** to participating in SNA events and activities

CORPORATE SPONSORS

- Receive a individual memberships based on level of Sponsorship
 - Range from 5 to 25 members

2



Membership Fees

(Not changed in 2015, nor any changes anticipated for 2016)

<u>Active Duty/Reserve on Active Duty</u>			<u>Life Membership Dues</u>	
	<u>Annual</u>	<u>Three Year</u>		
O-7 & Senior	\$30.00	\$75.00	Active Duty or Reserve on Active Duty to age 50	\$350.00
O-6	\$25.00	\$62.50		
O-4/O-5	\$20.00	\$50.00	Active Duty or Reserve on Active Duty after age 50	\$250.00
CWO/O-1, O-2, O-3	\$15.00	\$37.50		
Midshipmen		\$15.00	Retired or Civilian	
E-7/E-9	\$15.00	\$37.50	- Under Age 40	\$450.00
E-6 & Below	\$10.00	\$25.00	- Age 41-50	\$350.00
Retired	\$25.00	\$62.50	- Age 51-60	\$250.00
Civilians	\$25.00	\$62.50	- Over Age 60	\$150.00

3



Membership Incentive Programs

- Three Year for Half Price General Membership
 - This initiative generally exercised every 3 years
 - 2011 results:
 - ✓ 145 new 3 year memberships, 415 three year renewals
 - ✓ 102 of these members did not renew their membership in 2014
 - 2015 results:
 - ✓ 269 renewals out of 475 for entire year
 - ✓ 129 Officers, 10 enlisted, 130 other members
- Three Year for Half Price General Membership for New Members
 - First done in 2014, may consider for 2016
 - ✓ Offered 15 August – 1 November 2014
 - ✓ Resulted in 83 new members
- Membership Recruitment Initiative (Earn points for SNA memorabilia)

4



Promotional Membership Programs

ACTIVE DUTY NAVY OFFICER

- Newly Commissioned ROTC (Surface)- 3 Year Promotional Membership
 - **2012 / 2013 / 2014 / 2015** New Members: 2 / **66 / 66 /**
- Newly Commissioned USNA (Surface)- 3 Year Promotional Membership
 - **2012 / 2013 / 2014 / 2015** New Members: 12 / **35 / 139 /**
- Current OCS Students- 3 Year Promotional Membership
 - **2012 / 2013 / 2014 / 2015** New Members: **88 / 59 / 45**

ACTIVE DUTY NAVY ENLISTED

- CPO (ESWS Qualified) Selectees- 3 Year Promotional Membership
 - **2012 / 2013 / 2014 / 2015** New Members: **27 / 37 / 7 /**

ACTIVE DUTY COAST GUARD

- PXO/PCO- 3 years for 1 year price
- Coast Guard Academy Graduates - 3 Year Promotional Membership
 - **2013 / 2014 / 2015** New Members: **1 / 0 /**


5



General Membership Trends

- End of Year 2015
- General Numbers
- Active Duty Officer
- Active Duty Enlisted
- Other members

6




Membership Scorecard - EOY

■ 6186 Total Members as of 31 December 2015

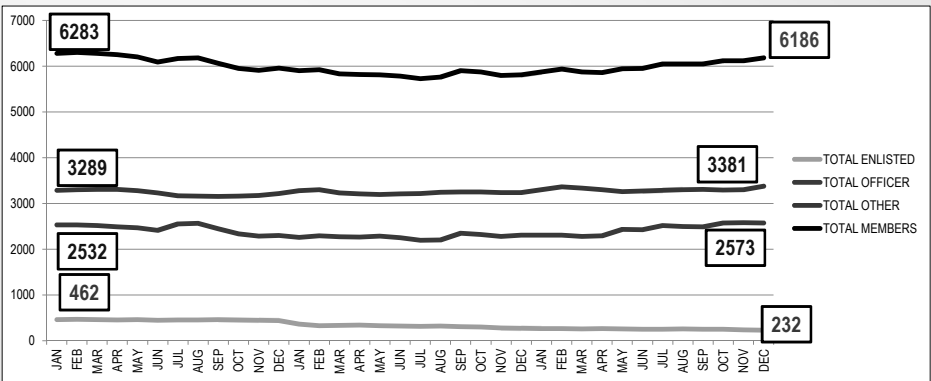
	Dec 2014	December 2014	Difference
Total Paid	3996	4036	+40
<i>Enlisted Paid</i>	193	175	-18
<i>Officer Paid</i>	1438	1439	+1
<i>Other Paid</i>	2365	2422	+57
Promotional	889	1192	+303
Corporate	945	958	+82
Total	5830	6186	+356

7



Membership Trends

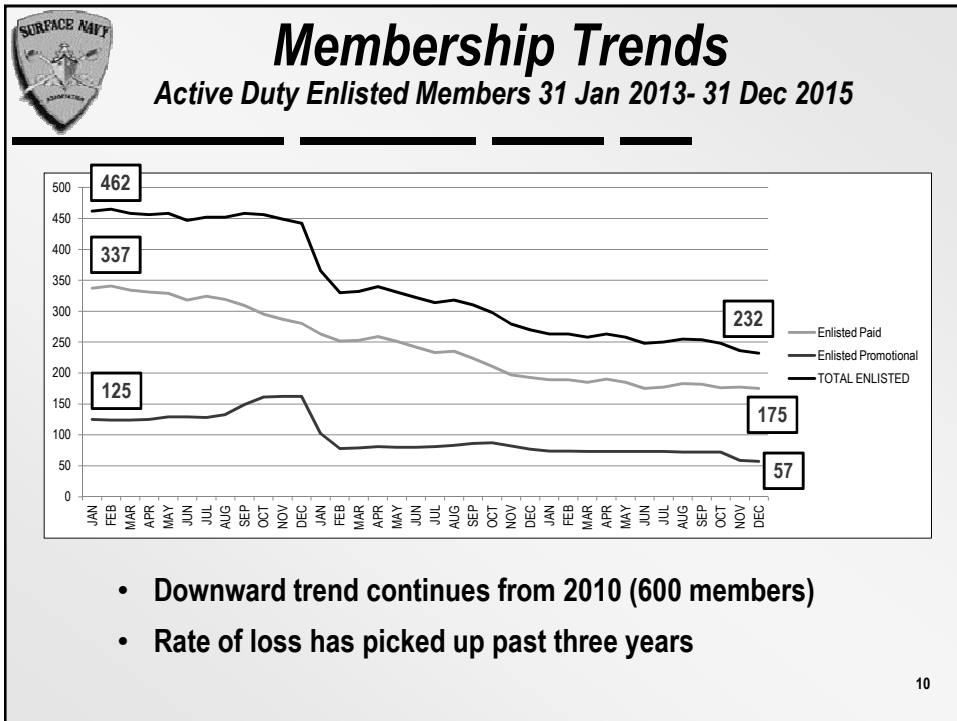
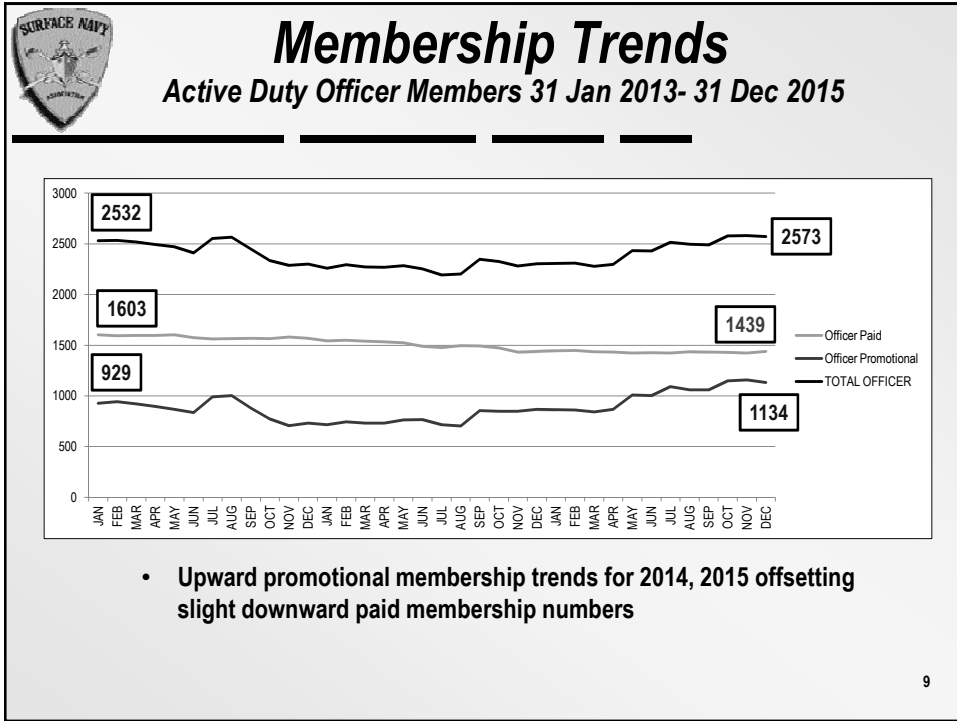
Total Members 31 Jan 2013- 31 Dec 2015

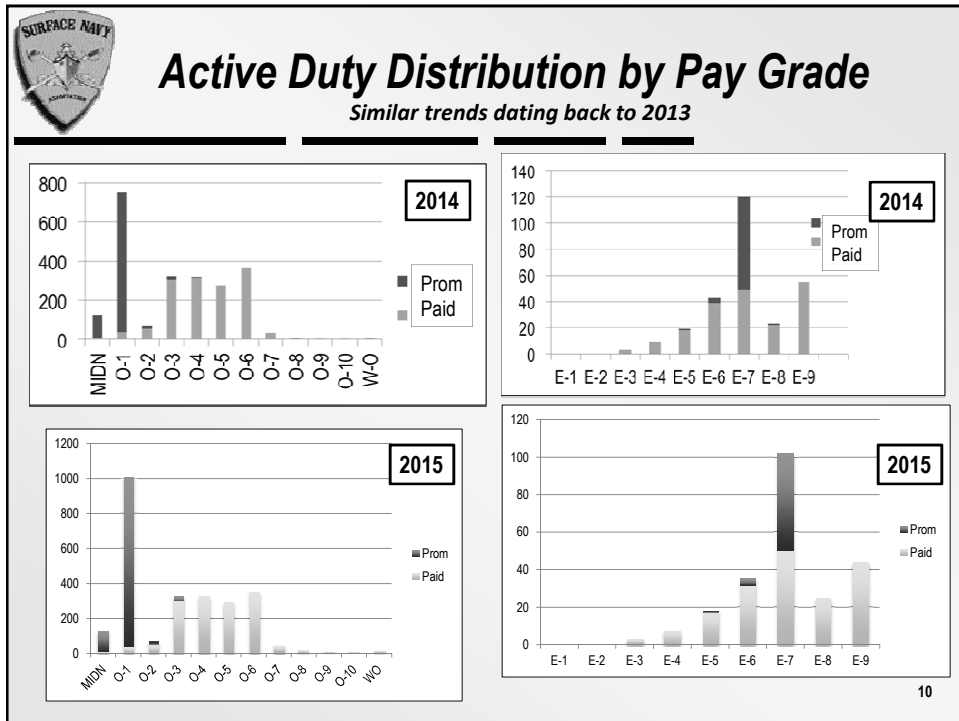
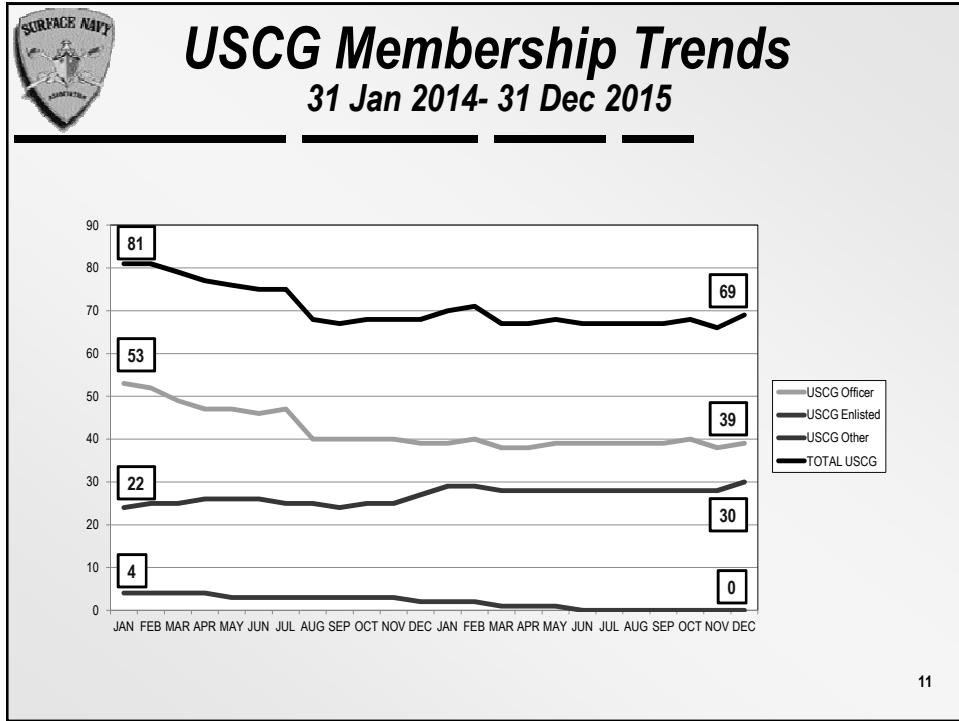


Category	Jan 2013	Dec 2015
Total Members	6283	6186
Total Officer	3289	3381
Total Other	2532	2573
Total Enlisted	462	232

- Total Membership trending at overall steady levels with exception of enlisted members
- Officer promotional memberships trending up
- Other memberships trending steady/slightly up

8







Membership Trends

Active Duty Officer Inventory vs. SNA Member Comparison

Officer Ranks	Pers 41 Data (as of Jan 2014)	SNA Members (as of 31 Dec 15)	Percentage SNA Members
O1 - O2	3378	1181	35
O-3	2590	303	12
O-4	1156	327	28
O-5	918	287	31
O-6	432	353	82
O7-O10	52	20	38
Total*	8526	2471	29

* Does not include MIDN, WO data

13

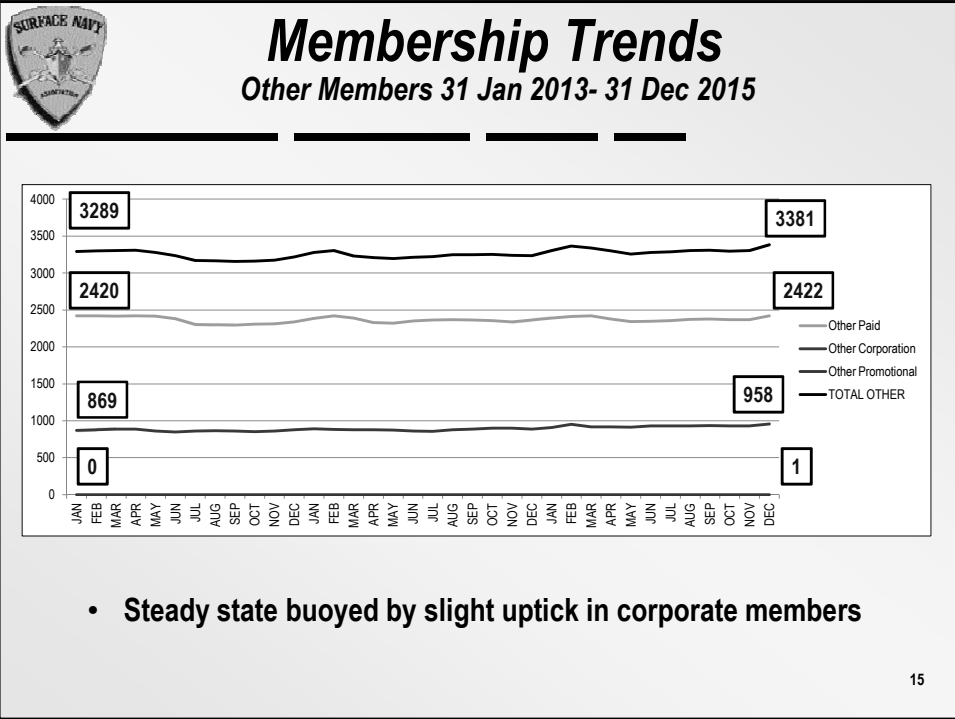


SNA Support to Active Duty Enlisted

- We support Sailor of Year ceremonies on both coasts
- We provide funds for CPO activities
- We offset costs for Enlisted to attend lunches
- We provide complimentary memberships to newly selected Chiefs
- Our annual SNA Symposium enlisted awards program

- Our chapters also have had other initiatives geared towards promoting participation in SNA by our active duty enlisted personnel
 - ✓ Senior enlisted chapter leadership positions
 - ✓ Record review services for First Class Petty Officers going up for CPO
 - ✓ "Ships in the spotlight" at monthly luncheons

14



Symposium Membership "Bump?"

	13-14				14-15				
Symposium "Bump"	NOV	DEC	JAN	FEB	NOV	DEC	JAN	FEB	Trend
Enlisted Paid	287	280	263	252	197	193	189	189	Down
Enlisted Comp	162	162	102	78	82	77	74	74	Down
TOTAL ENLISTED	449	442	365	330	279	270	263	263	Down
Officer Paid	1582	1568	1544	1550	1434	1438	1444	1447	Neutral
Officer Comp	706	731	715	743	849	867	863	862	Neutral
TOTAL OFFICER	2288	2299	2259	2293	2283	2305	2307	2309	Neutral
Other Paid	2311	2337	2384	2422	2339	2365	2392	2410	Neutral
Other Corp	863	880	893	881	898	889	910	953	Up
Other Comp	0	0	0	0	1	1	1	1	Neutral
TOTAL OTHER	3174	3217	3277	3303	3238	3235	3303	3364	Neutral
TOTAL	5911	5958	5901	5926	5800	5830	5873	5936	Neutral

- Uptick in corporate memberships over last two symposiums
- No appreciable impact at slowing enlisted membership downward trend
- Consider offering 1/2 price for 3 year membership signup for active duty personnel at next year's Symposium?



Chapter Membership Trends

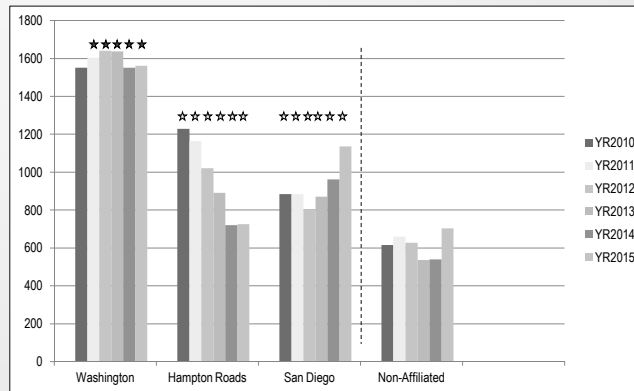
- (Very) Large Chapters (HR, SD, GWC)
- (Additional) Fleet locations (CONUS/OCONUS)
- “Schoolhouse” (including Mid South)
- (Other) CONUS Ports (NY, Phil, Charleston, etc.)
- Membership numbers and chapter excellence submissions

17



HR-SD-GWC Chapters/Non-Affiliated Membership Trends 2010-2015

Chapter Excellence
 ★ Submitted
 ★ Awarded



(as of 31 DEC 15)	Members	Enlisted	New Members
Washington	1562	9	138
Hampton Roads	725	70	92
San Diego	1135	38	232
Non-Affiliated	703	21	112

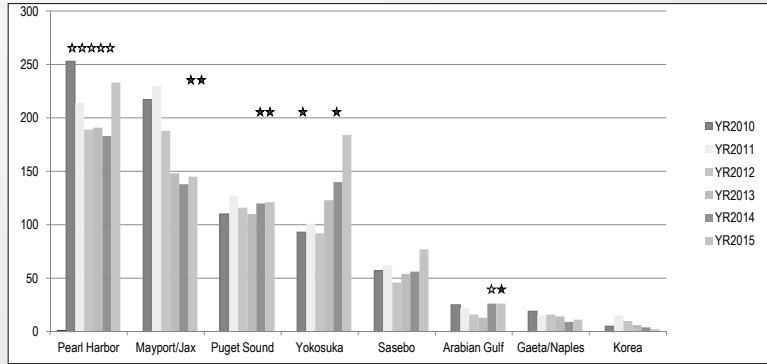
18



Fleet Chapters

Membership Trends 2010-2015

Chapter Excellence
 ★ Submitted
 ☆ Awarded



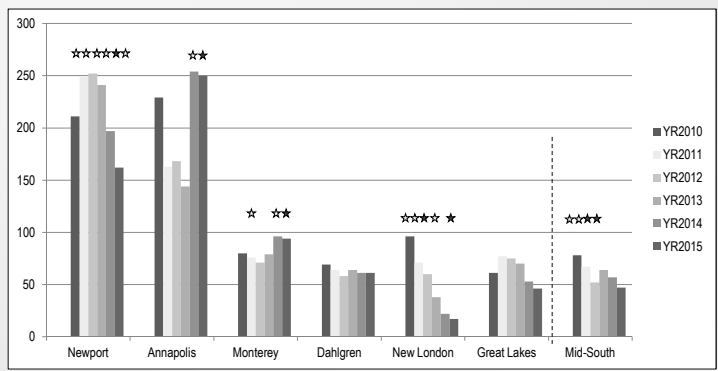
(as of 31 DEC 15)	Members	Enlisted	New Members
Pearl Harbor	233	23	70
Mayport/Jax	145	8	19
Puget Sound	121	11	16
Yokosuka	184	8	54
Sasebo	77	4	23
Arabian Gulf	26	2	4
Gaeta/Naples	11	0	0
Korea	2	1	0



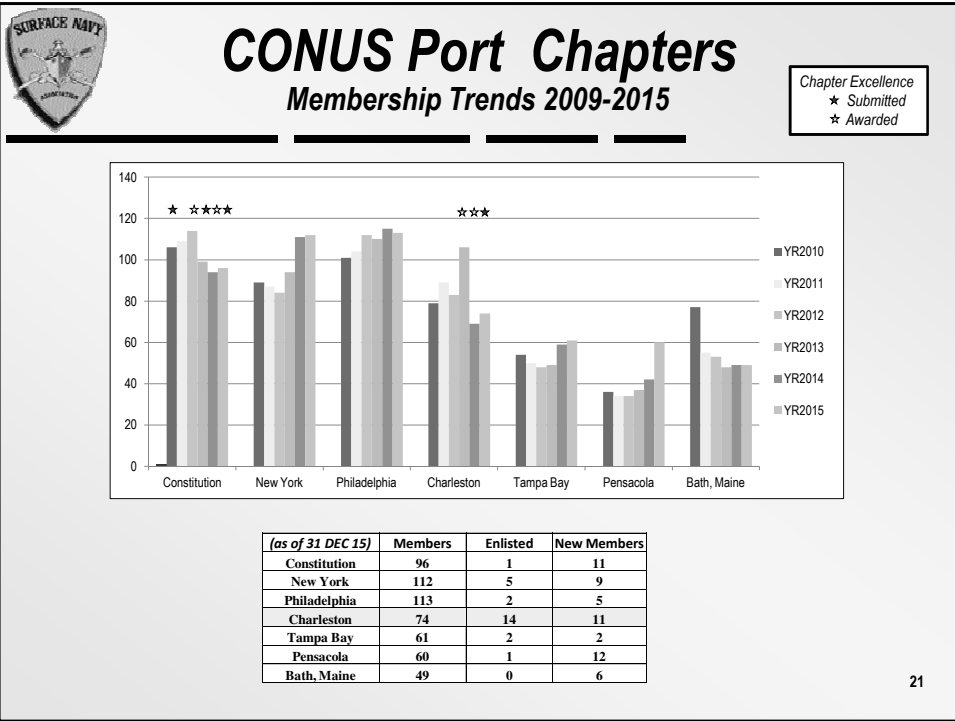

Schoolhouse Chapters

Membership Trends 2010-2015

Chapter Excellence
 ★ Submitted
 ☆ Awarded



(as of 31 DEC 15)	Members	Enlisted	New Members
Newport	162	2	11
Annapolis	250	3	37
Monterey	94	1	5
Dahlgren	61	2	5
New London	17	1	1
Great Lakes	46	0	1
Mid-South	47	3	2

Chapter Excellence Awards

2015 Winners

Large Chapters

Hampton Roads

San Diego


Small Chapters

Monterey

Newport

- Four annual awards, with one going to a small chapter (>200 Members)
- EXCOM may authorize additional awards based upon Membership Committee Recommendation
- Criteria: "Chapter Wholeness"
 - Active program involving all members in supporting U.S. Naval Surface Forces
 - Demonstrated excellence in hosting/co-hosting events
- 12 of 25 Chapters submitted packages (4 large, 8 small)

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Chapter Excellence Award Dynamics

Selection of top 4 meets bylaws award criteria (4 awards, at least 1 small chapter)


All Chapters	Ranking Percentile	Membership Numbers
San Diego	19	1142
Hampton Rds	16	716
Monterey	16	92
Newport	13	174
Annapolis	10	238
Charleston	7	75
Arabian Gulf	6	28
GWC	6	1568
Constitution	7	96
Mayport/Jax		139
New London		17
Puget Sound		116

<i>Large Chapter</i> (200+ MBRS)	Ranking Percentile	Membership Numbers
San Diego	37	1142
Hampton Rds	31	716
Annapolis	20	238
GWC	12	1568
<i>Small Chapter</i> (<200 MBRS)	Ranking Percentile	Membership Numbers
Monterey	33	92
Newport	27	174
Charleston	15	75
Arabian Gulf	14	28
Constitution	11	96
Mayport/Jax		139
New London		17
Puget Sound		116

- Committee routinely sees consistently strong packages with established programs from very large/large chapters and chapters who "float" between large and small categories (+/- 200)
- Annual discussion involving desire to recognize more chapters, add more fidelity in terms of award criteria, and incentivize more chapters to submit packages (~50% submission rate).
- Committee members willing to take another look at the process in 2016

23

• May warrant changes in light of potential USCG Cuttermen Association/SNA merger



2015 Objectives

- **Update/expand Membership Committee participation** – *ongoing (desire more members, publish formal meeting schedule)*
- **Increase dialogue with chapters regarding membership trends, initiatives**
 - Continued emphasis on promoting enlisted participation – *ongoing (Pres. Breakfast topic)*
 - **Seek out ways to involve local Coast Guard commands/activities in chapter events**
 - **Revise Chapter Excellence Award size categories/award allocations to reflect latest trends and continue to promote participation** – *ongoing*
- **Specific focus on advertising promotional memberships for ESWS CPO selectees and USCG Academy graduates**

USCG Cuttermen – SNA merger opportunity
- **Investigate new ways to add value/new SNA membership benefits**

SNA Record Review initiative – on hold

24



2016 Objectives

- Expand Membership Committee participation to include every chapter and push for more involvement in chapter excellence program
- Support USCG Cuttermen Association/SNA Merger
 - Include ongoing chapter excellence award program discussions
 - Investigate collaborative partnerships with other organizations?
- Investigate new ways to add value/new SNA membership benefits
 - Close out Record Review Initiative, look for other opportunities

25



BACKUP SLIDES

26



Surface Warfare Officer Demographics As of January 2014

SWO Quick Stats

Rank	Inventory	Milestone	Inventory	Note
ENS	1706	DIVO	3096	
LTJG	1672	Post-DIVO	1148	~200 DH Students at any given time in pipeline. ~600 RJCSRB/SWOCP signers in this category
LT	2590	Shore	237	
		Post-DIVO		
		Sea		768 DH billets, some in turnover
LCDR	1156	DH	802	
		Post-DH		
CDR	918	Shore	932	
		CDR		
CAPT	432	XO/CO	319	
		Post-CDR		
Flag	52	CO	279	
		Major		
		CMD	77	
Total	8526			
		Total	6890	Does not count SWOs transitioning to SEAL, Post-XO, Post-MCO, Post-DH Sea duty.

Difference between rank inventory (left) and milestone inventory (right) is due to officers in training pipeline, those in non-SWO milestone billets, and other database filters.



Chapter Excellence Award Data 2009-2015

Key	
Award Submit	
Select	Blue
Non-Select	Red
Large Chapter	
Small Chapter	
Closed Chapter	closed

Chapters	2015	2014	2013	2012	2011	2010	2009
Alameda	224	222	161	159	163	229	233
Annapolis	24	24	7	16	23	25	27
Bath Maine	48	48	48	55	53	77	47
CONSTITUTION	96	94	100	111	108	106	109
Coastal Band	closed	closed	closed	closed	20	27	36
Chatham	75	77	102	75	80	79	71
Dalhousie	62	61	65	49	65	69	70
Great Lakes	46	54	71	74	75	61	63
Groton/Norfolk	13	19	14	14	14	19	19
Hampden/Booth	76	73	95	109	127	122	99
Huntsville	closed	16	19	14	16	21	21
Korea	2	4	6	11	16	5	0
Mayport/Fax	130	133	167	198	200	217	190
Manitowish	24	24	26	24	26	26	24
Mid-South	48	56	54	57	64	78	76
Newport	174	191	220	259	257	211	200
New London	17	25	57	64	71	96	72
New Orleans	closed	closed	35	34	38	23	15
New York	108	110	92	85	86	89	80
Philadelpia	112	113	113	102	102	101	95
Pennacola	50	36	39	33	35	36	38
Pingpong	closed	45	34	41	36	41	47
Port Harbor	284	280	199	194	221	211	214
Puget Sound	116	116	114	123	113	110	91
Rocks Mountain	closed	closed	19	18	23	23	23
Sacbeo	79	60	58	52	64	57	58
San Diego	1147	818	847	837	893	884	756
Tampa Bay	62	56	44	45	52	54	58
Washington	1460	1452	1470	1484	1482	1551	1546
Non-Affiliated	652	538	511	642	641	616	530
Yokosuka	166	141	212	180	171	182	183
TOTALS	6122	5760	6283	6148	6513	6563	6214

Submits	2015	2014	2013	2012	2011	2010	2009
Large	4	5	4	4	5	4	5
Small	8	8	6	4	3	4	4
Total Submits	12	13	10	8	8	8	9

Awards	2015	2014	2013	2012	2011	2010	2009
Large	2	3	3	3	4	4	2
Small	2	3	3	2	2	2	2
Total Awards	4	6	6	5	6	6	4

Winners	2015	2014	2013	2012	2011	2010	2009
Large	HROADS SDIEGO	HROADS PHBR	HROADS NEWPT SDIEGO	HROADS NEWPT SDIEGO	HROADS NEWPT SDIEGO	HROADS PHBR SDIEGO	HROADS NEWPT
Small	MONTEREY NEWPORT	ARAB GF CHARLSTN CONSTUTN	CHARLSTN N LONDON PHBR	CONSTUTN PHBR	MIDSOUTH N LONDON	MIDSOUTH N LONDON	BATH ME N LONDON

Chapter Size	2015	2014	2013	2012	2011	2010	2009
Large	4	4	4	4	4	4	4
Small	20	22	25	25	24	23	24
Total Chapters	25	27	29	29	30	30	30



Chapter Excellence Awards

2015 Award Category Change Considerations –
Jan '15 BOD Discussion (take another look in 2016)

- Change Chapter Categories to Small, Medium, Large →

2014 – 27 Chapters
2015 – 25 Chapters

 - If 50 and less (Small), 51-149 (Medium) and 150 and Up (Large):
 - 7 Small Chapters
 - 13 Medium Chapters →

<i>Packages this year:</i>
- 2 of 8 small (AG/INLONDON)
- 5 of 10 medium
- 5 of 7 large (SD, HR, ANA, GWC, NPT)
 - 7 Large Chapters
 - **Committee discussion (Dec 15)**
 - *Mega (750+), large, small groupings*
 - *Group together in terms of similar environmental conditions, locations, missions, etc.*
- Keep Small and Large Categories but reduce delineation from 200 to 150
 - If 150+ is a large chapter, the breakdown is as follows:
 - 21 Small Chapters
 - 6 Large Chapters →

<i>Packages this year:</i>
- 7 of 18 small
- 5 of 7 large
- Change Award Criteria (*ongoing/new initiatives, enlisted support, outreach, etc.*)
 - Goal is to reward additional chapters
 - *Review in light of potential USCG Cuttermen Association/SNA merger*



Awards Committee

CAPT Dave Adler, USN, (Ret)
Chairman
Jennifer Holub
Staff

COMMITTEE MEMBERS

CAPT Robert Bellitto, USN (Ret)
CDR Matthew Bonner, USN
OSC(SW/AW) David Brakebill, USN
CAPT James Brooke, III USN (Ret)
RADM Mark Buzby, USN (Ret)
CAPT Andrew Combe, USN (Ret)
CAPT William Daly, USN
LTJG Nicole Foster, USN
CDR Joseph Garry, USN (Ret)
FLTCM(SW/AW) Tom Howard, USN (Ret)
RADM Edward (Sonny) Masso, USN (Ret)
CMDM(SW) Brian Ortega, USN
CDR Anthony Seifert, USN
FORCM(SW/AW) Bill Slingerland, USN (Ret)
CNOCM(SW) Ashley Smith, USN (Ret)
CDR David Winkler, USN (Ret)



Awards Summary-Periodic Awards

# of Awards	Name of Award
4	Special Recognition
3	Surface Warfare Historical Remembrance
1	Recruiter of the Year Grant
54	VADM Robert L. Walters Scholarship
3	Surface Navy Literary Award
4	Surface Sailors of the Year Award
4	Admiral Arleigh Burke Surface Warfare Operational Excellence Award
9	CAPT Raymond A. Komorowski Photography Award
6	Surface Warfare Hall of Fame
1	Recruit Division Commander of the Year Award
382	Stephen Decatur, JR Award
6	Chapter Membership Excellence Award
2	ADM Zumwalt Award for Visionary Leadership
1	Master Gunner George Sirian Meritorious Service Award



Awards Summary-Periodic Awards

# of Awards	Name of Award
1	"The Old Salt"
10	RADM Herbert E. Schonland Award for Excellence in Damage Control
As Required	Support of Chapters Awards
1	"The Old Tar"
As Required	Surface Warfare Research Award
As Required	Distinguished Graduate Award
6	Senior Enlisted Academy Naval Heritage Award
As Required	Naval War College Surface Navy Association Award
2	USNA YP Squadron Commodore Award
As Required	Command Master Chief/Senior Chief Recognition Award
2	Naval Surface Force Shiphandler of the Year
2	Surface Force Independent Duty Corpsman of the Year Award



2015/16 SNA Award Winners

Literary Award (14)	CDR Phillip Pournelle, USN
Honorable Mention	CDR Jim Griffin, USN (Ret) LTJG John Tanalega, USN
Photo Award (129)	Grand Prize and First in Personal Interest: MC3 William Blee, USN First in Ships: MC3 Justin Diniro, USN First Place Operations: MC3 Lauren Jennings, USN
Special Recognition	CAPT Pat Marvil, USN (Ret) CAPT Michael McMaster, USN (Ret) CAPT Robert Oldani, USN (Ret) CAPT Paul Rinn, USN (Ret)
Shiphandler Award Winner	LT Joseph Bivans, USN
Shiphandler Award Runner-Up	LTJG Brendan Cordial, USN
Hospital Corpsman of the Year	HMC(SW/AW) Leia Dibiasie, USN HM1(SW/FMF) Richard Moreno, USN
Arleigh Burke (25)	LT Russell Allen, USN LT Nicholas Moskevich, USN FCC(SW) Alfonso Miller Jr, USN DC2(SW) Joshua Guerrasantos, USN
Admiral Zumwalt (65)	FC1(SW) Lourdes Lafuente, USN BMCS(SW/AW) Rolando Tijerina, USN



Admiral Arleigh Burke Surface Warfare Excellence Award

25 Applicants

**LT Russell Allen, USN
USS FARRAGUT (DDG 99)**

**LT Nicholas Moskevich, USN
USS ANTIETAM (CG 54)**

**FCC(SW) Alfonso Miller, Jr, USN
USS FARRAGUT (DDG 99)**

**DC2(SW) Joshua Guerrasantos , USN
USS RUSHMORE (LSD 47)**



CAPT Raymond Komorowski Photo Award



**Grand Prize and First Place Operations
MC3 William Bles, USN
USS NIMITZ (CVN 68)**



CAPT Raymond Komorowski Photo Award



**First Place Ships
MC3 Justin Diniro, USN
USS NORMANDY (CG 60)**



CAPT Raymond Komorowski Photo Award



**First Place Operations
MC3 Lauren Jennings, USN
USS NIMITZ (CVN 68)**



Historical Remembrance

“Market Time Operations”

Presenter: Dr. John Sherwood

CAPT Arthur Ismay, USN (Ret)
VADM David Robinson, USN (Ret)
Rev. Stephen Ulmer



2015 Hall Of Fame Inductees

- ADM William S. Benson, USN
- ADM Isaac C. Kidd, Jr, USN
- RADM Edwin Peary, USN
- LCDR Francis Eugene Rhodes, Jr, USN
- Seaman Mark R. Caouette, USN
- Mr. Joshua Humphreys, USN



Admiral Elmo Zumwalt Visionary Leadership Award

65 Nominations

E3-E6 27 Nominees

E7-O4 38 Nominees

**FC1(SW) Lourdes Lafuente, USN
USS ANCHORAGE (LPD 23)**

**BMCS(SW/AW) Rolando Tijerina, USN
USS BOXER (LHD 4)**



Special Recognition Award

CAPT Pat Marvil, USN (Ret)

CDR Mike McMaster, USN (Ret)

CAPT Bob Oldani, USN (Ret)

CAPT Paul Rinn, USN (Ret)



SNA Literary Award

14 Articles Nominated

Winner

CDR Phillip Pournelle, USN

"The Deadly Future of Littoral Sea Control"
Proceedings, July 2015

Honorable Mentions:

CDR Jim Griffin, USN (Ret)

"A More Flexible Fleet"
Proceedings, January 2015

LTJG John Tanalega, USN

"By No Means Enough"
Proceedings, May 2015



SNA Hospital Corpsman Award

**HMC(SW/AW), Leia Dibiasie, USN
USS MUSTIN (DDG 89)**

**HM1(SW/FMF) Richard Moreno, USN
USS MITSCHER (DDG 57)**



SNA Expert Shiphandler Award

Winner:

**LT Joseph Bivans, USN
USS CHANCELLORSVILLE (CG 62)**

Runner Up:

**LTJG Brendan Cordial, USN
USS SAN JACINTO (CG 56)**



US Coast Guard Inaugural Awards

(To be presented at Awards Luncheon)

Lieutenant Steven Baldovsky

Hopley Yeaton Officer Superior Cutterman Award Winner

EMC Anthony Luciani

Hopley Yeaton Enlisted Superior Cutterman Award Winner

USCGC BERTHOLF

Hopley Yeaton Superior Cutter Award (Large) Winner


USCGC RAYMOND EVANS

Hopley Yeaton Superior Cutter Award (Small) Winner

Award Presenters:

RADM Fred Midgette, USCG (Gold Ancient Mariner)

MCPOCG Steve Cantrell, USCG (Silver Ancient Mariner)




Finance Committee

VADM Bill Earner, USN, (Ret)
Chairman
Marianne Catina
Staff

COMMITTEE MEMBERS
VADM Barry McCullough. President
CAPT Jim Tackett. Treasurer

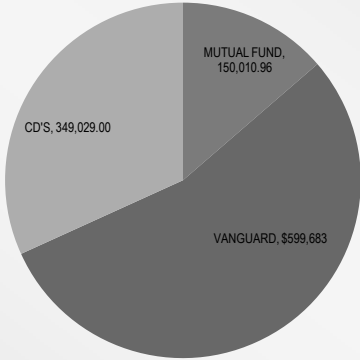
Minimum of Two BOD Members
Appointed by the Chairman

RADM Robert Reilly
CAPT Bill Daly, USN
OCS David Brakebill, USN




2015 Investment Accounts

As of 31 December 2015




Account Type	Amount
VANGUARD	\$599,683
CD'S	349,029.00
MUTUAL FUND	150,010.96

Total: \$1,098,723



Reserve Policy Statement



Backup

Surface Navy Association

Policy for Maintaining a Level of Financial Reserves

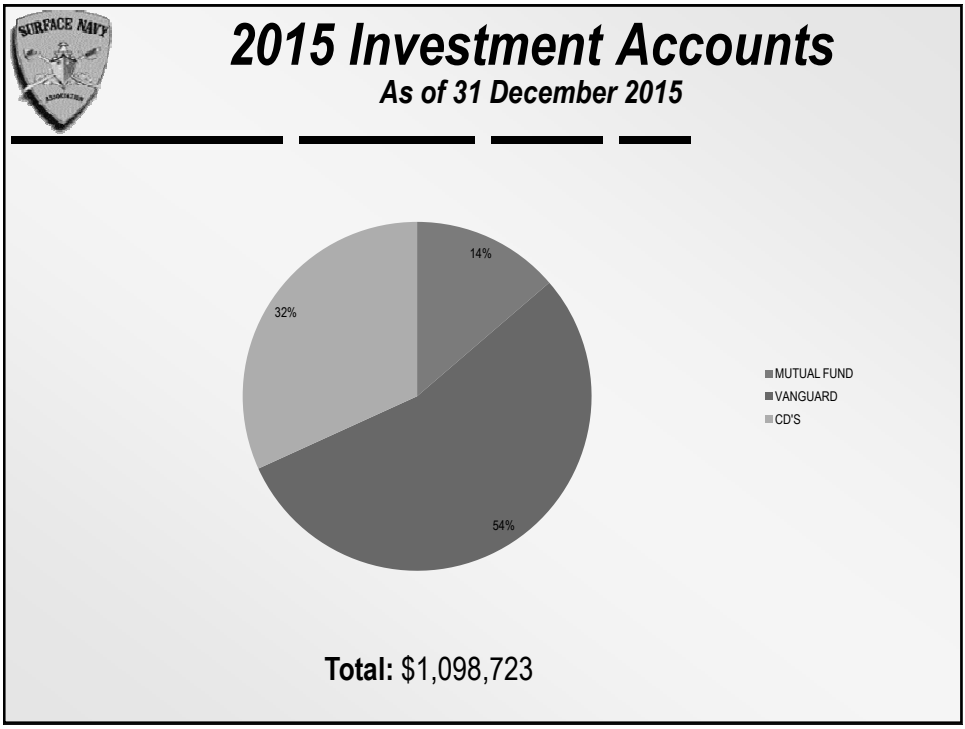
It is necessary for any organization to maintain some level of financial reserves to ensure smooth operations and provide some protection against unexpected reduction or cessation of expected revenues.

Since 1999, SNA has kept funds in excess of current operating needs in a combination of certificates of deposit and conservative market index mutual funds.

SNA has grown since 1999 albeit slowly and it provides a variety of programs for its members including chapter support, a robust set of awards, and an active scholarship program. Additionally, the organization supports a variety of one-time projects on a case-by-case basis in most years. Reserves provide a safety net for uninterrupted provision of these programs.

For the past several years, SNA revenues have been about five hundred thousand dollars per year (\$500,000.) It is common practice among not-for-profit organizations with a national scope to maintain reserves of two to two and one-half times average revenues.

THEREFORE, it will be the policy of the Surface Navy Association to maintain one million dollars (\$1,000,000) in reserves at the end of each fiscal year to be invested in a combination of certificates of deposit, conservative mutual funds or other, similar, conservative instruments as has been the practice since 1999. Exemptions to this policy will require the recommendation of the Finance Committee and the Executive Committee (by majority vote in each case) and approval of the Board of Directors.





Symposium Committee

RADM David Hart, USN, (Ret)
Chairman

SNA Staff


COMMITTEE MEMBERS

VADM Hank Giffin
VADM Lee Gunn
VADM Tim LaFleur
VADM Doug Katz
VADM Terry Blake
RADM Kevin Quinn
CAPT Dave Lee
CAPT Paul Rinn
CAPT Bob Oldani


CAPT Mark Sedlacek
CAPT Paul Bill
CAPT Dave Adler
CAPT Troy Stoner
CAPT Mike Davis
CNOMC Bernard Quibilan
CNOMC Harry Kantrovich



***Final Results of the
27th National Symposium
January 2015
&
Advance Registration Figures
for the
28th National Symposium
January 2016***



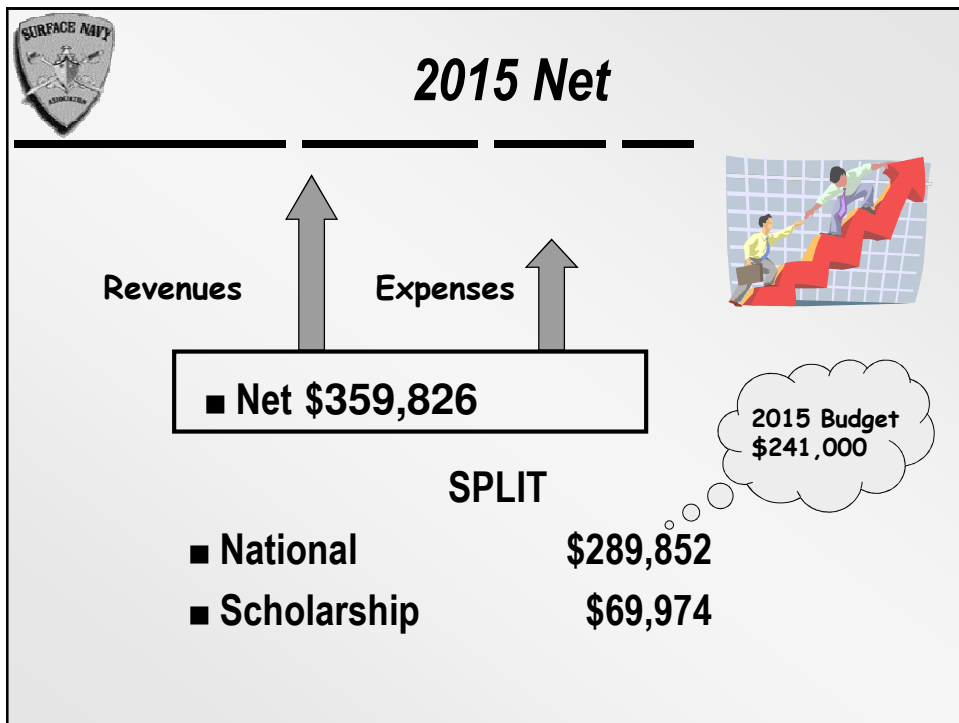
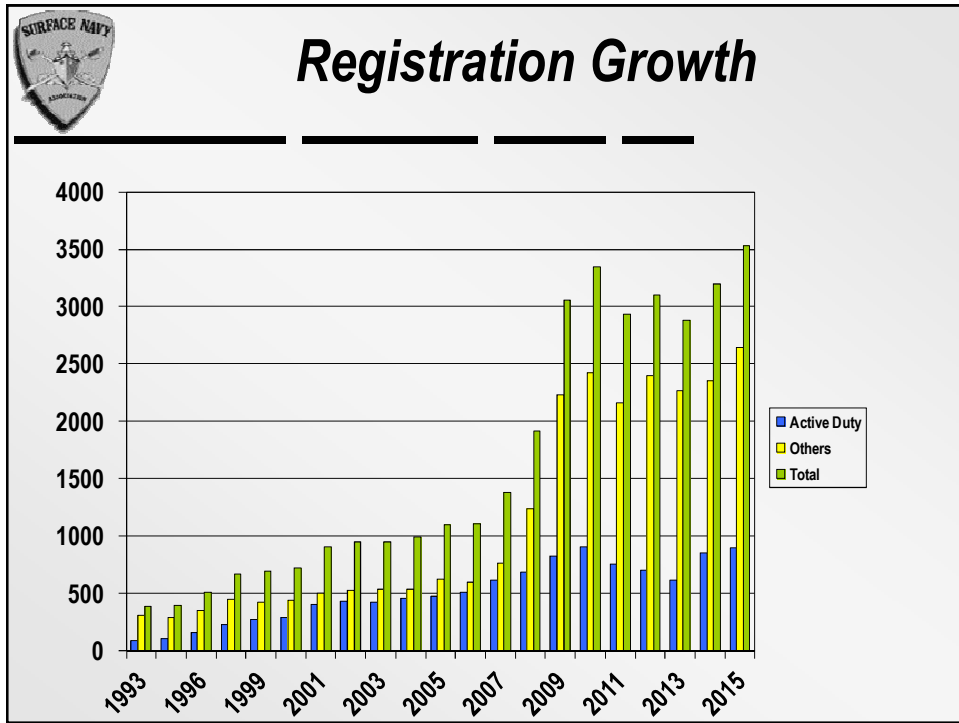
Final Results of the 27th National Symposium January 2015

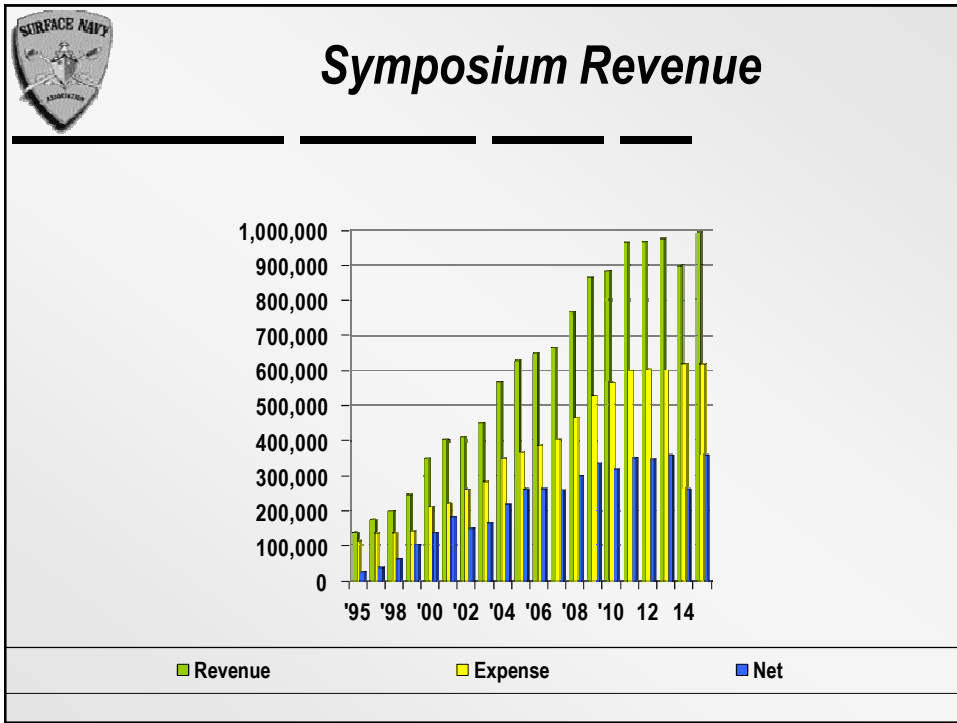


Symposium Attendance

Measures of Success	'09	'10	'11	'12	'13	'14	'15
—Banquet Attendance	975	950	925	980/875	875/750	725/685	850/710
—Corporate Banquet Tables	69	73	69	61	54	41	45
—Awards Luncheon	314	200	282/225	351/200	309/180	244/125	243/210
—International Navy Luncheon	430	300	403/295	444/300	406/250	386/285	342/158
—JO Luncheon	255	212	181/200	176/150	191/120	249/190	229/225
—Enlisted Roundtable	100	110	72/75	58/65	47/40	55/42	75/168
—Ret Flag Brief	88	100	72	93	89	79	71
—Heritage Lecture	424	150	244	261/175	255/130	198/100	180/100
—Total Registration: Seminar	1675	1799	1630	1833	1590	1730	1978
▪ Active Duty Registrations	824	905	751	699	615	846	891
▪ Exhibit Only Registration	532	641	551	564	678	622	666

****Starting in '11, number of registered vis-à-vis actual attendees**





2015/16 Symposium Advance Registration Figures

Event	#s as of 1/9/13	#s as of 1/8/14	#s as of 1/7/2015	# as of 1/6/16
Reception	72	72	65	66
Pres Brkfast	27	29	34	31
Seminars	1314	1341	1413	1549
Flag	86	77	68	77
JO/MIDN Lunch	160	231	229	219
JORtable	113	104	195	192
MID Rtable	47	127	32	25
Enlisted	39	41	75	60
International Lunch	395	333	342	342
Heritage	218	171	180	193
Awards Lunch	290	233	243	238
05-06 Brief	360	315	354	376
USCG Brief	116	83	82	103
Banquet (NonCorp)	542	535	536	532
Total in Dbase	2329	2237	2342	2519
Total Active Duty	576	582	638	676



2015 SNA West Coast Symposium

16 July 2015 at Naval Station San Diego

■ **Related Events**

- SWFOT 15-16 July 2015
- 17 July Retired Flag Brief

■ **Exhibitors**

■ **Attendance**

- 465 people registered; over 500 attended.
- 22 active duty flag officers and 228 total active duty.

■ **Financial**

SNA WCS 16 JULY 2015

FINAL CORPORATE PARTICIPATION

CORPORATE SPONSOR EXHIBITORS (18)

Austal
BAE Systems
BecTech
Cobham Advanced Electronic Solutions
DRS Technologies
Exelis (Harris Electronics)
Fincantieri Marinette Marine
General Dynamics Mission Systems
General Dynamics NASSCO
Ingalls Shipbuilding
Kongsberg Defence Systems
L-3 Power Paragon
Lockheed Martin
Marotta Controls, Inc.
Navy BMD
Northrop Grumman
Saab Defense and Security
Wartsila Defense, Inc.

NON CORPORATE SPONSOR EXHIBITORS (4)

Howell Laboratories, Inc.
Hydroid - A Kongsberg Company
San Diego Fleet Week Foundation
Total Power

COMP SPACES (6)

Anchor Scholarship Foundation
Naval Postgraduate School (NPS)
Navy League San Diego Council
PERS 41
Rotary Club of Naval Base San Diego
SMWDC

BARTER

Navy League – *Seapower Magazine*
ASNE
USNI

SPONSORS

Boeing - Breakfast
General Dynamic Mission Systems – Lunch
Navy BMD – Reception
Saab Defense & Security – AV

ADS

Ingalls Shipbuilding – Inside Front Cover
ASNE (Barter)

2014 West Coast Symposium

	2014	2015
INCOME:		
Exhibits and Sponsors	39,400.00	34,250.00
Registration/Lunch	1,480.00	1,190.00
Outstanding Exhibitor Income		5,100.00
TOTAL INCOME	\$ 40,880.00	\$ 40,540.00
	\$ 40,880.00	\$ 40,540.00
EXPENSES:		
Catering and Rentals	20,085.83	22,063.43
AV	3,956.90	4,322.35
Decorator	2,007.50	2,190.24
Security	240.50	247.00
Staff car rental and fuel	263.73	329.07
Staff travel	1,639.68	1,301.20
Staff lodging and Parking	1,913.10	2,348.83
Staff food	398.94	336.04
SNA and speaker travel	2,086.88	928.70
SNA and speaker car rental	364.13	465.47
SNA and speaker lodging and food	484.82	890.38
Programs	349.42	809.01
Supplies	-	
Shipping	627.55	670.09
Signs and Banners	334.69	368.23
TOTAL EXPENSES	\$ 34,753.67	\$ 37,270.04
NET	\$ 6,126.33	\$ 3,269.96



Communications Committee

CAPT Ned Lundquist, USN(Ret)

Chairman

Debbie Garry Staff

Members

Brenda Burdick, General Dynamics Mission Systems

Beci Brenton, Huntington-Ingalls Industries

Bethany Skorik, Marinette Marine Corporation

Thad Smith, Raytheon

LT Derrick Ingle, Naval Surface & Mine Warfighting Development Center

Michelle Bowden, Austal USA

Amanda Schildt, Raytheon

Karl Johnson, BAE Systems Ship Repair



Strategy

- **Our communications objective is to achieve “Thought Leadership” by creating opportunities to promote greater coordination and communication among those in the military, business and academic communities who share a common interest in Naval Surface Warfare and to support the activities of Surface Naval and Coast Guard Forces.**



Thought Leadership

Conduct communications activities that support the Surface Navy Association

PURPOSE:

- *To promote recognition of the role of the Navy and Coast Guard Surface Forces in United States' security*
- *To recognize and publicize professional excellence in Surface Warfare*
- *To deal with the challenges in the role of Naval Forces in national security*
- *To promote liaison and communication among military, academic and business communities*
- *To foster and preserve the heritage of the Surface Forces in the United States Navy and Coast Guard*
- *To provide forums on professional matters affecting Surface Naval Forces and the United States Navy and Coast Guard*



Public Relations Programs

- **SNA Publication *Surface Sitrep*; SNA Website**
 - *Surface Sitrep online*
- **Symposium Support**
 - Reporter / media support
 - Promotion in trade media
 - Streaming Video / YouTube
 - Defense Media Activity coverage
- **West Coast Symposium Support**
- **Chapter Support**
- **Forums (communications; maritime security)**
- **Renewed committee engagement...**

■ **How can we help???**



SNA Surface Sitrep

Communicating the Surface Navy and SNA message to our membership:

2015-2016 exclusive editorial content

- *BT1 Andrew Gallagher, Surface Warfare Hall of Fame*
- *RDML John Neagley, Deputy Commander, SPAWAR*
- *ADM Mark Ferguson, Commander Naval Forces Europe Africa*
- *Rear Adm Alexandru Mirsu, Chief of Romanian Naval Staff*
- *Petty Officer 1/c Matthew Silva, Recruit Training Command*
- *RDML Stephen Evans, Commander Navy Services Training Command*
- *Vice Admiral Silva Ribeiro, Portuguese Navy, Superintendent of Material Services*
- *VADM Joseph Aucoin, Commander, Seventh Fleet*
- *ADM Dato'Hj Ahmamd Puzi bin Ab Kahar, Director General, Malaysian Maritime Enforcement Agency*
- *RDML Charlie Williams, COMLOGWESTPAC, CTF 73, Singapore Area Coordinator*
- *Capt. Fred Kacher, Commander Destroyer Squadron Seven*



SNA Surface Sitrep

Communicating the Surface Navy and SNA message to our membership:

2015 – 2016 exclusive editorial content

- *Lasers at Sea*
- *FDNF Aegis BMD ships at Rota, Spain*
- *NATO NMIOTC Souda Bay, Crete*
- *Bahrain-based PCs*
- *USS Fort Worth (LCS 3) deployment*
- *RSS Endeavour, Singapore Navy*
- *Symposium takes aim at lethality*
- *Damage control training*
- *USS Milwaukee (LCS 5) commissioning*
- *Old Salt pass down*



SNA Surface Sitrep

Communicating the Surface Navy and SNA message to our membership:

2015- 2016 exclusive editorial content

- **Five Ls of Surface Warfare**
-By Rear Adm. Sinclair Harris, USN

- **Command Philosophy**
-By Cmdr. Jake Douglas, Commander, Patrol Coastal Squadron ONE



SNA Surface Sitrep

- **Surface SITREP has become the publication of record for the Surface Community.**
- **Commands and activities are urged to submit content to Dgarrynavysna@aol.com.**



Communications Programs

- We support the profession
- We support the professionals
- We support the professional association

- How can we help???



Corporate Report

■ Corporate Membership Program

- No change in 2015

■ Corporate Members

- 2008: 70
- 2009: 74
- 2010: 80
- 2011: 85
- 2012: 83
- 2013: 89
- 2014: 89
- 2015: 91

■ 2015 Corporate Gain/Loss

2015 SNA CORPORATE SNAPSHOT

Currently 91 Corporate Members

Company	\$	Exp Date	Join Date
AeroVironment, Inc.	\$3,000.00	160131	13-Jan-15
CEA Technologies	\$1,000.00	161231	03-Dec-15
Crowley Maritime Corporation	\$2,000.00	161231	07-Dec-15
Curtiss-Wright	\$5,000.00	161231	30-Nov-15
Insitu	\$3,000.00	161231	01-Dec-15
Kongsberg Defence Systems	\$3,000.00	160630	10-Jun-15
Leidos	\$5,000.00	161231	15-Dec-15
ManTech International Corporation	\$1,000.00	161231	09-Dec-15
Tech-Marine Business, Inc.	\$1,000.00	161130	16-Nov-15
United States Marine, Inc.	\$2,000.00	161231	21-Dec-15
GAINED (10)	\$26,000.00		

DROPPED IN 2015

Company	\$	Exp Date	Join Date
ALION Science and Technology	\$3,000.00	150630	10-Jun-03
Camber Corporation	\$3,000.00	151031	22-Oct-14
MBDA Missile Systems	\$1,000.00	150131	27-Dec-12
Northrop Grumman Marine Systems	\$3,000.00	150131	
RCT Systems, Inc.	\$1,000.00	151031	02-Oct-12
Sikorsky Aircraft Corporation	\$5,000.00	150831	05-Aug-14
Technology Service Corporation	\$2,000.00	150331	
Transformation Systems, Inc.	\$1,000.00	150228	12-Feb-13
LOST (8)	\$19,000.00		

NET GAIN FOR 2015 **\$7,000.00**



2015 Scholarship Committee

- Chairman – VADM Lee Gunn, USN(Ret)
- Committee Members
 - VADM Hank Giffin, USN(Ret)
 - Captain Mike Davis, USN(Ret)
 - CAPT Bill Daly, USN
 - CAPT Troy Stoner, USN
 - CAPT Cathal O'Connor, USN
 - CDR Ennis Parker, USN
 - CDMC Brian Ortega, USN
 - Ms. Angela Bonner



VADM Robert L. Walters Scholarship Fund

- **\$2,000 per year with up to three renewal years**
- **54 Scholarships in 2015**
 - 36 Renewals
 - 18 New Selectees
 - 29 New Applicants
- **2015 Demographics**



2015 Scholarship Program

- Determined Number of Scholarships for 2015 in March 2015
- **Finance Summary**
 - Evaluation of Fund Raising Efforts in 2015
 - Corporate Donations
 - Individual Donations
 - Overall Scholarship Fund: Healthy
 - January 2015 ExCom Meeting deferred on transferring excess funds from the Investment Account
- **Scholarship Fund Options**
 - Option 1: Award 15 new scholarships and 36 renewals (Total: 51)
 - Option 2: Award 18 new scholarships and 36 renewals (Total: 54)
 - Option 2 approved at March 2015 ExCom Meeting



2016 Scholarship Program

- **Plan for:**
 - 42 Renewals
 - 18 New
- **Defer final decision to March ExCom Meeting**
 - Will know number of applicants/renewals
 - Will have better picture of Symposium Income and Investment Account

	2012	2013	2014	2015	2016	2017
					Projected	Projected
Starting Balance Each Year	\$ 72,733.40	\$ 48,388.14	\$ 57,979.94	\$ 119,791.35	\$ 100,230.90	\$ 66,230.90
Income						
Rolls Royce	\$ 6,000.00	\$ 10,000.00	\$ 5,000.00	\$ -	\$ -	\$ 5,000.00
Symposium	\$ 68,214.47	\$ 69,971.59	\$ 55,546.65	\$ 69,973.83	\$ 70,000.00	\$ 68,000.00
National Budgeted	\$ 10,000.00	\$ 10,000.00	\$ -	\$ -		
National (Allocated at End of Year Excom Meeting)		\$ 20,000.00	\$ 100,000.00			
Potomac Group	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
Booz Allen Hamilton		\$ 1,500.00				
BAE			\$ 7,500.00	\$ 5,000.00	\$5,000.00	
Northrop Grumman						
SAIC	\$ 1,000.00	\$ 1,000.00				
General Dynamics/AIS						
Other/Chapter Donations	\$ 9,430.50	\$ 8,103.60	\$ 5,249.70	\$ 14,451.75	\$ 10,000.00	\$ 7,500.00
Dividends	\$ 9.77	\$ 16.61	\$ 15.06	\$ 13.97		
TOTAL INCOME	\$ 95,654.74	\$ 121,591.80	\$ 174,311.41	\$ 90,439.55	\$ 86,000.00	\$ 81,500.00
EXPENSES						
Current Scholarships (Renewals)	\$ 82,000.00	\$ 82,000.00	\$ 84,500.00	\$ 72,000.00	\$ 84,000.00	\$ 90,000.00
New Scholarships; Dollar Amount	\$ 38,000.00	\$ 30,000.00	\$ 30,000.00	\$ 36,000.00	\$ 36,000.00	\$ 30,000.00
No. of Renewals	41	41	42	36	42	45
No of New Scholarships Awarded	19	15	15	18	18	15
No. of New Applicants	59	51	46	29		
Deferred Payment			(2,000)	2,000		
Check Returned						
Bank Fee						
TOTAL EXPENSES	\$ 120,000.00	\$ 112,000.00	\$ 112,500.00	\$ 110,000.00	\$ 120,000.00	\$ 120,000.00
Projected In Bank after disbursement	\$ 48,388.14	\$ 57,979.94	\$ 119,791.35	\$ 100,230.90	\$ 66,230.90	\$ 27,730.90



Getting the word out!

- **Emails to members**
- **Publicized in *Surface Sitrep***
- **Signage at Symposium and other conferences.**



Scholarship Committee

- **We appreciate your support and welcome your ideas**



***Open Discussion
And
New Business***

BOD 11 Jan 2016



President's Summary

VADM Barry McCullough

BOD 11 Jan 2016



Chairman's Closing Remarks

ADM Jim Hogg

BOD 11 Jan 2016