



Surface Navy Association

**Board of Directors Meeting
12 January 2015**

BOD 12 Jan 2015

**SURFACE NAVY ASSOCIATION
BOARD OF DIRECTORS MEETING
HYATT REGENCY CRYSTAL CITY HOTEL
ARLINGTON, VIRGINIA
12 JANUARY 2015**

AGENDA

1300	Welcoming Remarks	ADM Hogg
1330	Secretary's Report <ul style="list-style-type: none">• Election of Board of Directors<ul style="list-style-type: none">○ Introduction of new BOD Members• Election of the Chairman of the Board	CAPT Lee
1345	President's Remarks	VADM McCullough
1400	Treasurer's Report <ul style="list-style-type: none">• Financial Report• Proposed 2015 Budget	CAPT Tackett
1415	2014 Programs: Goals and Objectives for 2015 <ul style="list-style-type: none">OverviewMembership CommitteeAwards CommitteeFinance CommitteeSymposium CommitteePublic Relations CommitteeCorporate Relations CommitteeScholarship Committee	CAPT Erickson RADM Reilly CAPT Rinn VADM Earner RADM Hart CAPT Lundquist VADM Blake VADM Gunn
1600	Open Discussion and New Business	
1645	President's Summary	VADM McCullough
1700	Chairman's Closing Remarks	ADM Hogg



Welcoming Remarks

ADM Jim Hogg

BOD 12 Jan 2015



Secretary's Report

CAPT Dave Lee

BOD 12 Jan 2015



Agenda

- 2014 Board of Directors Minutes
- 2015 Board of Directors Elections
- Chairman of the Board Election



2014 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 – 6 Nov
- Notification of ballots online: 7 Nov
- Voting period: 7 Nov – 7 Dec
- Complete validation of results: 15 Dec



Present Board

	CY14	Expiring Terms
E1 – E6	1	0
E7 – E9	3	1
O1 – O4	6	2
O5 –O6	8	2
O7 – O10	5	1
Civilian	<u>2</u>	<u>1</u>
Total	25	7

- Note: 1. Max number of board members IAW by-laws is 25
 2. Can select 7 new members



CY 15 Board of Directors

■ Expiring terms:

LCDR Jeff Benson
 HMCS Brian Hock
 RDML Jim Kilby
 LCDR Jennifer Lorio
 RADM Rob Reilly
 CAPT Matt Sharpe
 Mr. Dave McComb



2015 Ballet

	CY 14	Expiring Term	Nominees	Vote For	BOD Total
E1-E6	1	0	0	0	1
E7-E9	3	1	2	1	3
O1-O4	6	2	8	2	6
O5-O6	8	2	7	2	8
O7-O10	5	1	1	1	5
Civilian	2	1	4	1	2
Total	25	7	22	7	25

Note: - Max number of board members IAW by-laws is 25



Election Results

- PSCS (SW/AW) Brian S. Robinson
- LCDR Kevin Louis
- LCDR Jeff Servello
- CDR Ennis Parker
- CAPT Cathal O'Connor
- VADM Carol Pottenger
- Ms Angela S. Bonner



Board Composition

	CY14	Expiring Terms	CY 15
E1 – E6	1	0	1
E7 – E9	3	1	3
O1 – O4	6	2	6
O5 – O6	8	2	8
O7 – O10	5	1	5
Civilian	<u>2</u>	<u>1</u>	<u>2</u>
Total	25	7	25



Motion

**That the 2015 SNA BOD Election
Results be Approved**



Chairman of the Board Election

- **Chairman of the Board serves for a 2 year term**
- **Election will not coincide with the election of the President**
- **Chairman of the Board is elected by current Board**



President's Remarks

VADM Barry McCullough

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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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2014 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 Paul Rinn
- 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

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2014 Highlights

- 26th 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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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 2015 -
Building a stronger, increasingly
relevant, professional Association!**

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Treasurer's Report

CAPT Jim Tackett

BOD 12 Jan 2015



SURFACE NAVY ASSOCIATION

Board of Directors Meeting Treasurer's Report January 2015

Jim Tackett
CAPT USN (Ret)



PURPOSE

- **Present 2014 Budget Results**
- **Summarize Status of Accounts**
- **Present 2015 Budget Proposal**
- **Obtain Board Approval of 2015 Budget**



2014 Highlights

- Operating Account
 - Exceeded Income projections by \$5,146
 - Under Spent Expense projections by \$7,334



2014 Financial Reports

- 2014 Financial Report
 - Detailed Report
- Chapter Report


SURFACE NAVY ASSOCIATION
FINANCIAL REPORT

INCOME	2013 Year End	2014 Year to Date	2014 Budget
Dividend Income	39.30	33.39	50.00
Corporate Dues	217,978.00	238,500.00	207,000.00
Individual Dues	45,517.00	57,619.25	46,000.00
Symposium	289,838.98	208,097.71	236,000.00
Other	67.00	316.19	1,250.00
Conferences	44,950.00	40,880.00	50,000.00
TOTAL INCOME	598,390.28	545,446.54	540,300.00
EXPENSES	2013 Year End	2014 Year to Date	2014 Budget
Admin	62,907.77	60,563.28	53,247.00
Travel	3,750.75	4,080.47	4,000.00
TOTAL ADMINISTRATION	66,658.52	64,643.75	57,247.00
Chapter Projects	72,934.25	49,796.44	55,000.00
Dues Sharing	30,745.00	31,760.00	31,000.00
Regional Event	3,346.00	3,382.44	3,500.00
Misc.	155.70	472.03	
TOTAL AFFILIATES	107,180.95	85,410.91	89,500.00
TOTAL AWARDS	\$14,372.49	\$16,080.16	\$17,500.00
TOTL SCHOLARSHIPS	\$10,000.00		
Ship Commissioning	1,176.36		3,000.00
Contract Support	195,330.31	197,519.28	199,919.28
Executive Director	98,505.44	101,918.72	101,918.72
Recruiting	402.30	-32.64	700.00
SITREP Printing/Mailing	33,570.06	31,832.81	30,000.00
Surface Warfare Purchase/Mailing	6,750.00		
Publicity/Videos			
Conferences	37,797.68	35,077.87	40,000.00
TOTAL EXPENSES	571,744.11	532,450.86	539,785.00
SUMMARY			
TOTAL INCOME	598,390.28	545,446.54	540,300.00
TOTAL EXPENSES	571,744.11	532,450.86	539,785.00
DELTA	26,646.17	12,995.68	515.00
Adjustment to Corpus for Special Projects			
CD's as of 30 September 2014		344,905.28	
Vanguard total cost basis on 29 December 2014		597,367.63	
Wells Fargo Money Market Fund		150,008.95	
Checking Account Balance 31 December 2014		309,883.08	
Scholarship Account Balance 31 December 2014		119,790.30	
TOTAL		1,521,955.24	

SURFACE NAVY ASSOCIATION
FINANCIAL REPORT

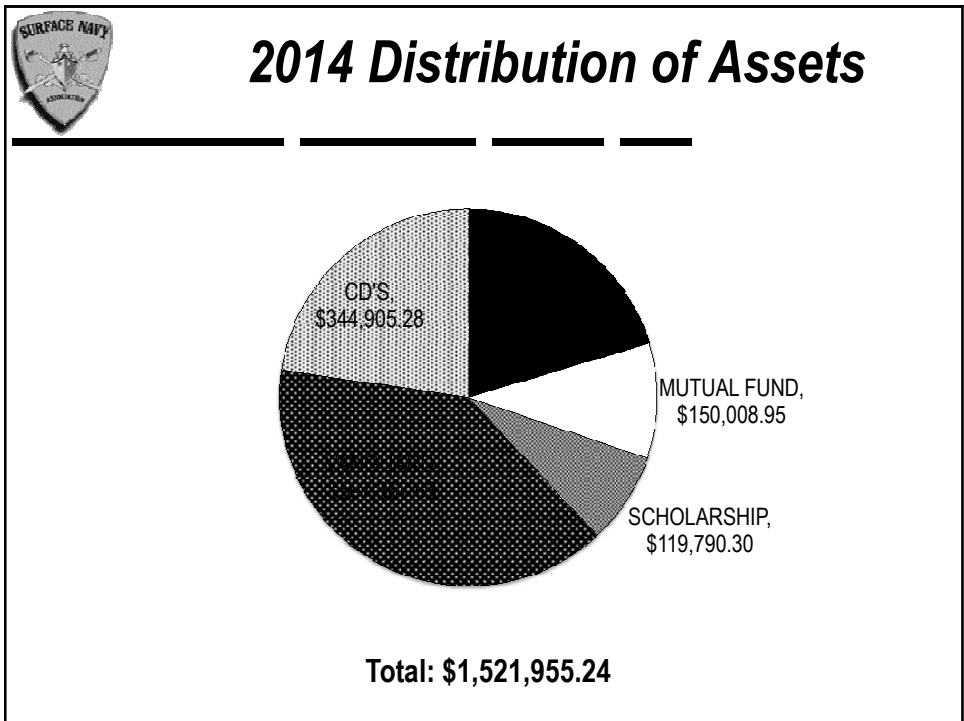
	2011 Year End	2012 Year End	2013 End	2014 Year to Date	2014 Budget	%
Dividend Income	44.45	33.80	39.30	33.39	50.00	66.780%
Corporate Dues	212,000.00	211,000.00	217,978.00	238,500.00	207,000.00	115.217%
Individual Dues	71,860.25	49,689.25	45,517.00	57,619.25	46,000.00	125.259%
Memorabilia	214.80	705.00	67.00	203.24	500.00	40.648%
Symposium	282,811.18	279,882.00	289,838.98	208,097.71	236,000.00	88.177%
Table Top	31.95	42.50		112.95		88.177%
Conferences	46,397.00	47,796.25	44,950.00	40,880.00	50,000.00	81.760%
Misc Income	236.50	351.00			750.00	0.000%
Stale Checks						
TOTAL INCOME	613,596.13	589,499.80	598,390.28	545,446.54	540,300.00	606.02%
	2011 Year to Date	2012 Year End	2013 Year End	2014 Year to Date	2014 Budget	
ADMIN						
Accounting Services	6,630.00	6,440.00	5,902.23	6,585.00	6,000.00	109.750%
Bank Fees	13,444.99	15,593.02	17,025.23	12,766.89	8,000.00	159.586%
Charitable Donations	1,600.00	600.00	600.00	3,100.00	600.00	516.667%
Electronic Communications	1,352.92	1,657.76	1,428.88	1,579.55	1,500.00	105.303%
Equipment	787.49		820.00		400.00	0.000%
General Printing	4,017.90	2,850.49	2,649.30	4,320.05	3,000.00	144.002%
Insurance	1,423.00	1,928.00	2,040.00	2,113.00	2,200.00	96.045%
Legal Fees	25.00	25.00	25.00	25.00	25.00	100.000%
Meetings	1,950.66	1,489.01	1,942.88	826.89	1,800.00	45.938%
Memorabilia	89.38					
Membership Benefits/Club Quarters	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	100.000%
Postage & Shipping	7,187.34	6,389.88	7,485.12	5,601.66	7,000.00	80.024%
Rent	15,019.04	15,755.08	14,894.80	14,340.00	14,772.00	97.076%
Supplies	3,588.51	1,742.00	1,780.25	2,496.28	2,000.00	124.814%
Telephone and Internet	4,682.69	4,214.01	5,064.08	5,558.96	4,700.00	118.276%
Travel	6,280.92	4,594.40	3,750.75	4,080.47	4,000.00	102.012%
TOTAL ADMINISTRATION	69,329.84	64,528.65	66,658.52	64,643.75	57,247.00	112.921%
AFFILIATES:						
Banners	1,050.00		155.70	472.03		0.000%
Chapter projects	52,453.05	48,526.45	72,934.25	49,796.44	55,000.00	90.539%
Dues Sharing	36,215.00	30,965.00	30,745.00	31,760.00	31,000.00	102.452%
Initial Grant						0.000%
Regional Event	389.25	3,042.00	3,346.00	3,382.44	3,500.00	96.641%
TOTAL AFFILIATES	90,107.30	82,533.45	107,180.95	85,410.91	89,500.00	0.000%
AWARDS:						
Arleigh Burke	546.00	546.00	520.00	546.00	600.00	91.000%
Chapter Excellence	110.61	58.11	311.92	136.56	300.00	45.520%
Chapter Support	3,556.69	1,577.50	1,927.65	2,185.40	2,000.00	109.270%
Clocks				-70.00	500.00	-14.000%
CMC Award					1,000.00	0.000%
Decatur Award	270.98	1,993.52	4,380.26	1,793.59	4,000.00	44.840%
Literary Prize	1,225.00	1,423.03	1,582.10	1,000.00	1,200.00	83.333%
Senior Enlisted Heritage Award	1,097.25		1,248.70		1,100.00	0.000%
Old Salt	55.58	75.84	15.05	1,596.96	300.00	532.320%
Old Tar	173.84			718.62	400.00	179.655%
Hospital Corpsman Award	2,398.00	436.00	436.00	436.00	450.00	96.889%
Other/Zumwalt	169.99	108.44	358.45	407.05	200.00	203.525%
Photo Award	1,050.00	1,000.00	1,000.00	1,000.00	1,000.00	100.000%
Recruit Co Cdr						0.000%
Recruiters Week	500.00	500.00			500.00	0.000%
Hall of Fame	3,047.40	306.99	505.00		500.00	0.000%
Schonland Plaque/Clocks	983.36	2,316.13	512.36	722.23	800.00	90.279%
Naval War College Award				500.00	500.00	100.000%
George Sirian Award	714.74	856.43	385.00	500.00	750.00	66.667%
Shiphandler				3,916.60	100.00	3916.600%
USNA YP Squadron Commodore Award	933.90	352.00	1,190.00	415.00	1,000.00	41.500%
Plaques	257.06			276.15	300.00	92.050%
TOTAL AWARDS	17,090.40	11,549.99	14,372.49	16,080.16	17,500.00	91.89%
TOTAL SCHOLARSHIPS	10,000.00	30,000.00	10,000.00			0.00%
Ship Commissioning	1,986.01		1,176.36		3,000.00	0.000%
Contract Support	180,468.33	156,374.96	195,330.31	197,519.28	199,919.28	98.800%
Executive Director	72,207.45	75,097.65	98,505.44	101,918.72	101,918.72	100.000%
Recruiting	7,919.51	969.06	402.30	-32.64	700.00	-4.663%
SITREP	35,972.61	25,553.26	33,570.06	31,832.81	30,000.00	106.109%
Surface Warfare Purchase/Mailing	7,683.88	8,180.00	6,750.00			0.000%
Publicity/Videos						0.00%
Conferences	51,722.09	53,064.29	37,797.68	35,077.87	40,000.00	87.695%
TOTAL EXPENSES	534,487.42	477,851.31	571,744.11	532,450.86	539,785.00	98.64%
Special Projects Hall of Fame						
Special Projects Recruiting	5,000.00					
Special Projects Compensation	20,000.00	20,000.00				
Special Projects Civil War	25,000.00					
SUMMARY	2011 Year End	2012 Year End	2013 Year End	2014 Year to Date	2014 Budget	
TOTAL INCOME	613,596.13	589,499.80	598,390.28	545,446.54	540,300.00	
TOTAL EXPENSES	534,487.42	477,851.31	571,744.11	532,450.86	539,785.00	
DELTA (Reserves)	79,108.71	111,648.49	26,646.17	12,995.68	515.00	
Adjustment to Corpus for Special Projects	50,000.00	20,000.00			0.00	

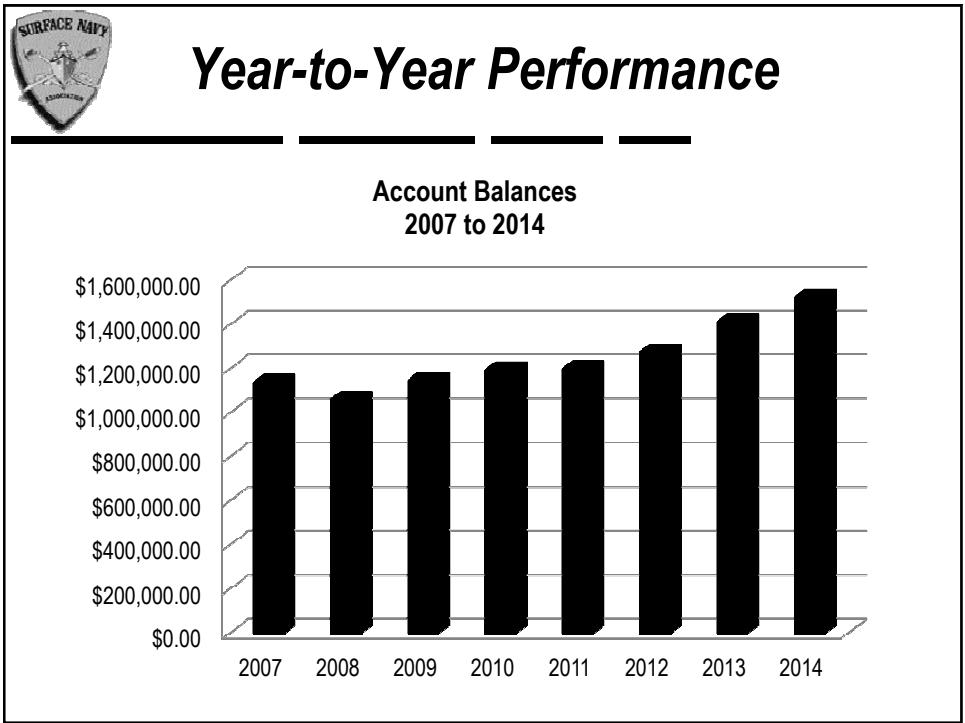
	Dues Sharing	Regional Event Symposium	Regional Event Detailer Visit	Regional Event Midshipmen	Chapter Project SOY	Chapter Project	Recruiting CPO Event	Contract Support	Chapter Awards Support	Total
Annapolis	1,500.00			2,164.74						\$ 3,664.74
Arabian Gulf	175.00									\$ 175.00
Bath	300.00									\$ 300.00
Charleston	465.00					572.00				\$ 1,037.00
Coastal Bend										\$ -
New London	230.00					3,300.00				\$ 3,530.00
Constitution	535.00					500.00				\$ 1,035.00
Dahlgren	340.00									\$ 340.00
Gaeta/Naples	105.00					67.50				\$ 172.50
Great Lakes										\$ -
Hampton Roads	4,775.00				8,000.00	5,203.17				\$ 17,978.17
Korea										\$ -
Mid South	370.00									\$ 370.00
Mayport/Jax	820.00		378.44			643.10				\$ 1,841.54
Monterey	565.00					4,859.50				\$ 5,424.50
New Orleans										\$ -
New York	540.00					283.23		275.00		\$ 1,098.23
Newport	1,375.00		2,412.00			3,364.00				\$ 7,151.00
Pascagoula	225.00									\$ 225.00
Pensacola	190.00									\$ 190.00
Pearl Harbor	1,150.00					932.00	4,000.00			\$ 6,082.00
Philadelphia	640.00									\$ 640.00
Puget Sound	690.00									\$ 690.00
Rocky Mountain										\$ -
San Diego	5,790.00	See WCS Report			8,000.00	4,652.18	3,000.00	1,910.40		\$ 23,352.58
Sasebo	675.00									\$ 675.00
Tampa Bay	265.00									\$ 265.00
Washington	8,260.00							11,239.76		\$ 19,499.76
Yokosuka	850.00		1,348.00			418.00				\$ 2,616.00
TOTALS	\$ 30,830.00	\$ -	\$ 4,138.44	\$ 2,164.74	\$ 16,000.00	\$ 24,794.68	\$ 7,000.00	\$ 11,239.76	\$ 2,185.40	\$ 98,353.02



Accounts Summary

	<u>Dec 2013</u>	<u>Dec 2014</u>
Operating Account (CAP)	\$299,383	\$309,883
Scholarship Fund	\$56,349	\$119,790
Investment Account		
Vanguard Total Stock Market Index Fund Approx	\$629,244	\$597,368
NFCU Share Certificates	\$342,540	\$344,905
CAP Mutual Fund	\$150,007	\$150,009
Total Investment	\$1,121,791	\$1,092,282
Grand Total	\$1,477,523	\$1,521,955





Financial Reports

- **2015 Proposed Budget**

	Budget 2014	As of 31 Dec 2014	Draft Budget 2015
Dividend Income	50.00	33.39	50.00
Corporate Dues	207,000.00	238,500.00	215,000.00
Individual Dues	46,000.00	57,619.25	53,000.00
Memorabilia	500.00	203.24	300.00
Symposium	236,000.00	208,097.71	242,500.00
Table Top Books		112.95	50.00
Conferences	50,000.00	40,880.00	45,000.00
Misc Income/Stale checks	750.00		
TOTAL	540,300.00	545,446.54	555,900.00
	Budget 2014	As of 31 Dec 2014	Draft Budget 2015
ADMIN			
Accounting Services	6,000.00	6,585.00	7,000.00
Bank Fees	8,000.00	12,766.89	14,000.00
Charitable Donations	600.00	3,100.00	600.00
Electronic Communications	1,500.00	1,579.55	1,600.00
Equipment	400.00		400.00
General Printing	3,000.00	4,320.05	4,400.00
Insurance	2,200.00	2,113.00	2,200.00
Legal Fees	25.00	25.00	25.00
Meetings	1,800.00	826.89	1,000.00
Memorabilia			
Membership Benefits	1,250.00	1,250.00	1,250.00
Postage & Shipping	7,000.00	5,601.66	6,000.00
Rent	14,772.00	14,340.00	14,700.00
Supplies	2,000.00	2,496.28	2,500.00
Telephone	4,700.00	5,558.96	5,550.00
Travel	4,000.00	4,080.47	4,500.00
TOTAL ADMINISTRATION	57,247.00	64,643.75	65,725.00
AFFILIATES			
Banners		472.03	300.00
Chapter Projects	55,000.00	49,796.44	50,000.00
Dues Sharing	31,000.00	31,760.00	33,000.00
Initial Grant			
Regional Events	3,500.00	3,382.44	3,500.00
TOTAL AFFILIATES	89,500.00	85,410.91	86,800.00
AWARDS			
Arleigh Burke	600.00	546.00	600.00
Chapter Excellence	300.00	136.56	300.00
Chapter Support	2,000.00	2,185.40	2,300.00
Clocks	500.00	-70.00	500.00
CMC Award	1,000.00		1,000.00
Decatur Award	4,000.00	1,793.59	4,000.00
Literary Prize	1,200.00	1,000.00	1,200.00
Senior Enlisted Heritage Award	1,100.00		1,100.00
Old Salt	300.00	1,596.96	300.00
Old Tar	400.00	718.62	400.00
Other/Zumwalt	200.00	407.05	400.00
Hospital Corpsman Award	450.00	436.00	450.00
Photo Award	1,000.00	1,000.00	1,400.00
Recruit Co Cdr	0.00		0.00
Recruiters Week	500.00		500.00
Hall of Fame	500.00		500.00
Schonland Plaque/Clocks	800.00	722.23	800.00
Naval War College Award	500.00	500.00	500.00
George Sirian Award	750.00	500.00	750.00
Shiphandler	100.00	3,916.60	100.00
USNA YP Squadron Commodore Award	1,000.00	415.00	800.00
Plaques	300.00	276.15	300.00
TOTAL AWARDS	17,500.00	16,080.16	18,200.00
Ship Commissioning	3,000.00		3,000.00
Contract Support	199,919.28	197,519.28	201,151.47
Salaries and Compensation	101,918.72	101,918.72	110,332.00
Recruiting	700.00	-32.64	500.00
SITREP Printing/Story Development	30,000.00	31,832.81	35,000.00
Surface Warfare Purchase/Mailing			0.00
Publicity			
Conferences	40,000.00	35,077.87	35,000.00
TOTAL EXPENSES	539,785.00	532,450.86	555,708.47
	Budget 2014	As of 31 Dec 2014	Draft Budget 2015
TOTAL INCOME	540,300.00	545,446.54	555,900.00
TOTAL EXPENSES	539,785.00	532,450.86	555,708.47
DELTA (Reserves)	515.00	12,995.68	191.53
Adjustment to Corpus for Special Projects			



*Recommendation for
SNA Board of Directors*

- **Approve SNA National 2015 Budget as proposed.**



2014 Programs: Goals and Objectives

BOD 12 Jan 2015



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 12 Jan 2015



Membership Committee

RADM Rob Reilly, USN, (Ret)
Chairman

Debbie Garry
Staff

COMMITTEE MEMBERS

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)
CMDCM Anthony Josey, USN(Ret)

HCCM (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)



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



Membership Fees

(Not changed in 2014, nor any changes anticipated for 2015)

<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



Membership Incentive Programs

- Three Year for Half Price General Membership
 - This initiative previously exercised every 3 years
 - Last done in 2011 (1 July – 31 August)
 - Resulted in 145 new 3 year memberships, 415 three year renewals
 - 102 of these members did not renew their membership in 2014
 - We may offer this incentive again in 2015

- Three Year for Half Price General Membership for New Members
 - New initiative for 2014
 - Offered 15 August – 1 November
 - Resulted in 83 new members

- Membership Recruitment Initiative (Earn points for SNA memorabilia)



Promotional Membership Programs

ACTIVE DUTY NAVY OFFICER


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

ACTIVE DUTY NAVY ENLISTED

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

ACTIVE DUTY COAST GUARD

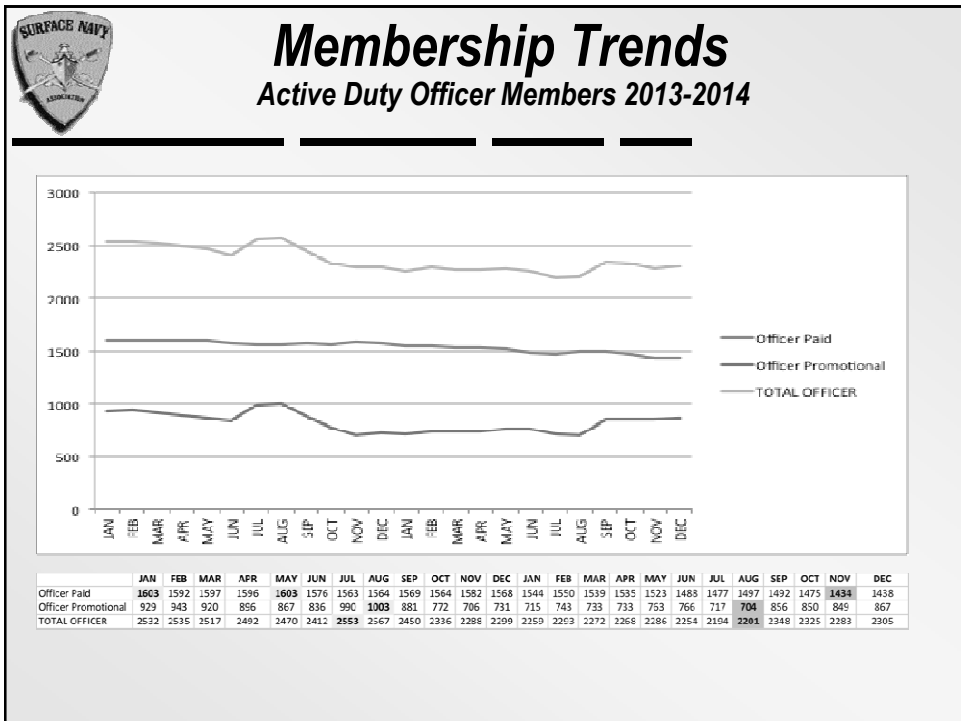
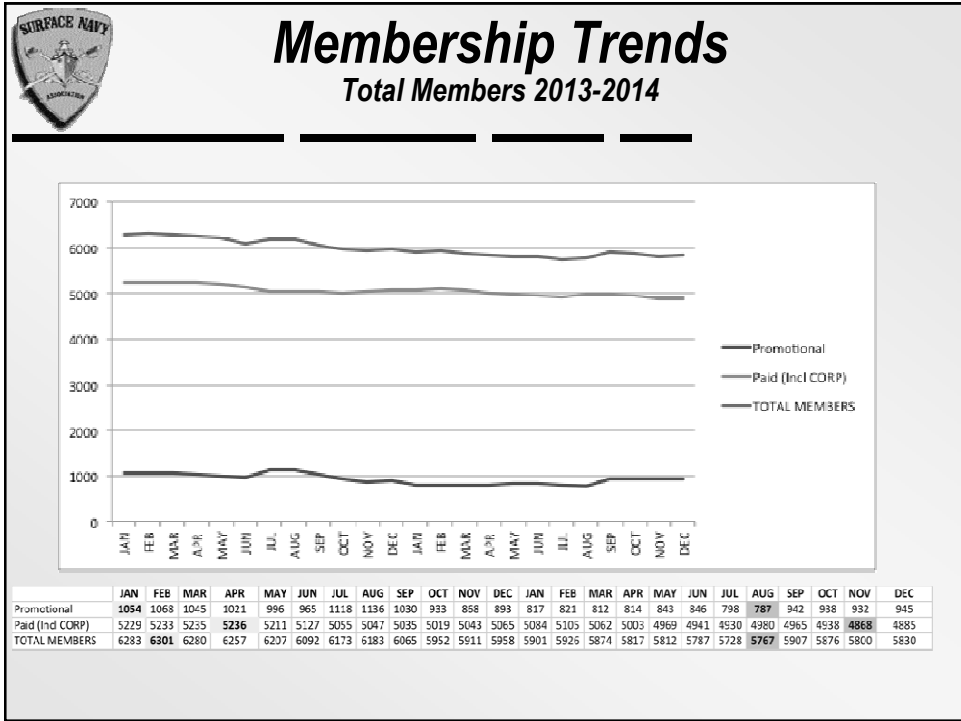
- PXO/PCO- 3 years for 1 year price
- Coast Guard Academy Graduates - 3 Year Promotional Membership
 - **2013 / 2014** New Members: 1 / 0 (*New London Chapter activities waning*)

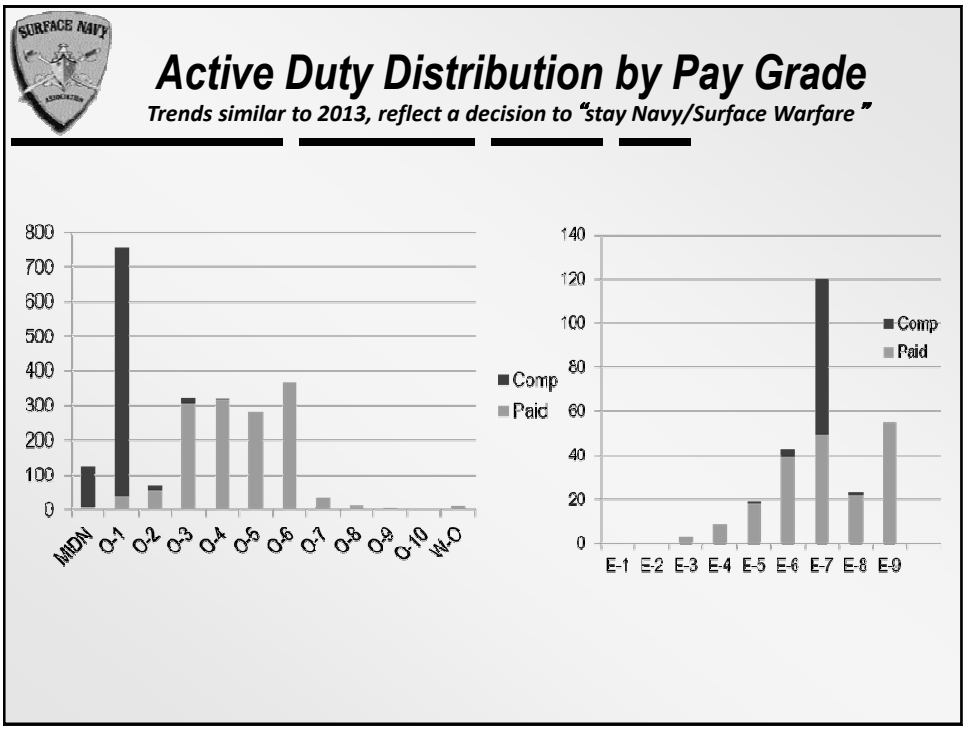
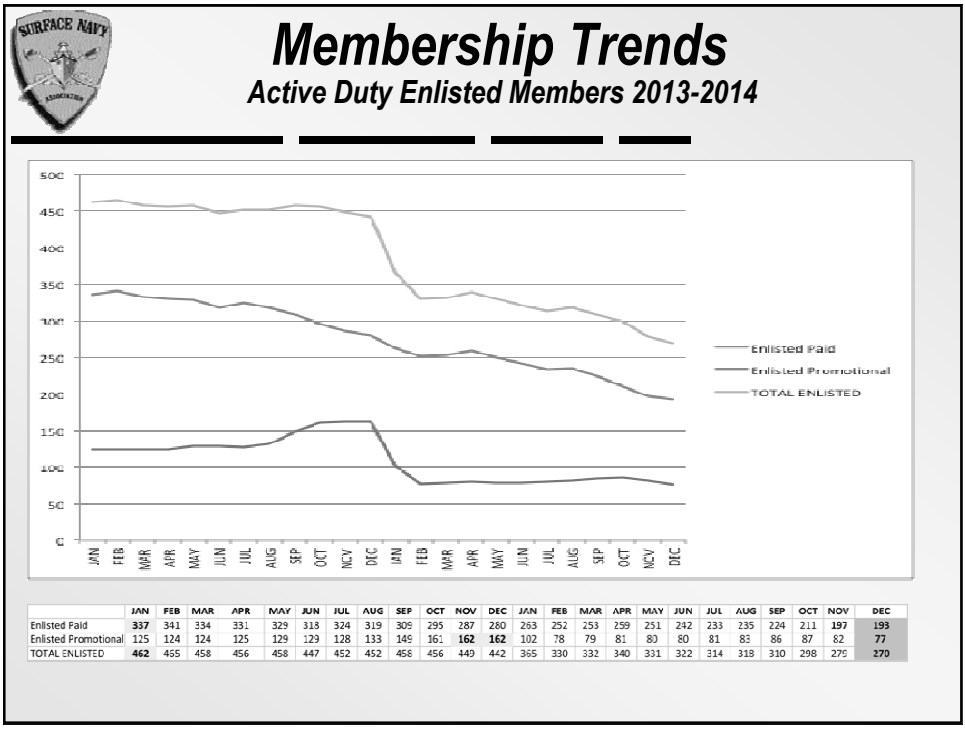



Membership Scorecard

■ **5830 Total Members as of 31 December 2014**

	Dec 2013	December 2014	Difference
Total Paid	4180	3996	-184
<i>Enlisted Paid</i>	287	193	-94
<i>Officer Paid</i>	1582	1438	-144
<i>Other Paid</i>	2311	2365	+54
Promotional	868	889	+21
Corporate	863	945	+82
Total	5958	5830	-128



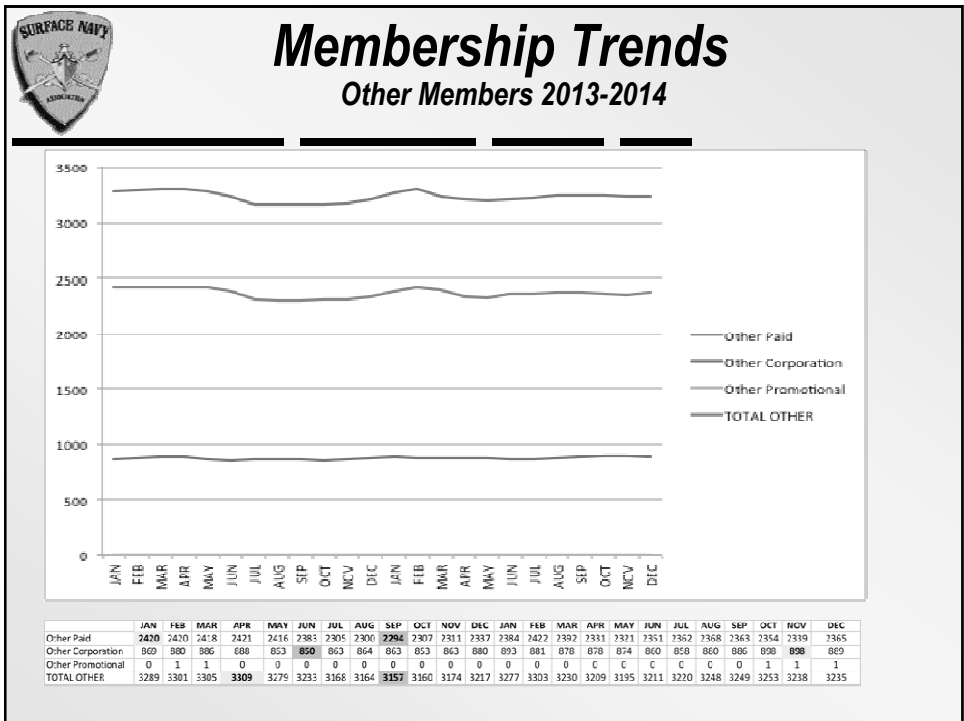





SNA Support to Active Duty Enlisted

- 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 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





Chapter Excellence Awards

Large Chapters


Hampton Roads
Pearl Harbor
San Diego

Small Chapters

Arabian Gulf
Charleston
Constitution

- 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

•13 Chapters submitted packages



Chapter Excellence Awards

Possible Changes for 2015

- **Change Chapter Categories to Small, Medium, Large**
 - If 50 and less (Small), 51-149 (Medium) and 150 and Up (Large):
 - 8 Small Chapters
 - 13 Medium Chapters
 - 7 Large Chapters
- **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
 - 7 Large Chapters
- **Change Award Criteria**
 - Goal is to reward additional chapters

Chapter Size	2014	2013	2012	2011	2010	2009
Large	4	4	4	6	7	6
Small	23	25	25	24	23	24
Total Chapters	27	29	29	30	30	30

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

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



2015 Objectives

- **Update/expand Membership Committee participation**
- **Increase dialogue with chapters regarding membership trends, initiatives**
 - Continued emphasis on promoting enlisted participation
 - 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
- **Specific focus on advertising promotional memberships for ESWS CPO selectees and USCG Academy graduates**
- **Investigate new ways to add value/new SNA membership benefits**



Awards Committee

CAPT Paul X. Rinn, USN, (Ret)
Chairman
Jennifer Holub and Annette Hendrickson
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)
CDR William Daly, USN
CAPT Michael Davis, USN (Ret)
CDR Joseph Garry, USN (Ret)
LTJG Nicole Foster, USN
RADM Edward (Sonny) Masso, USN (Ret)
CMDM(SW) Brian Ortega, USN
LCDR 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
0	Surface Warfare Historical Remembrance
1	Recruiter of the Year Grant
57	VADM Robert L. Walters Scholarship
2	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
5	Surface Warfare Hall of Fame
1	Recruit Division Commander of the Year Award
377	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



2014/15 SNA Award Winners

Literary Award (23)	LT Erik A.H. Sand USN
Honorable Mention	LT Lawrence Heyworth, IV, USN
Photo Award (174)	Grand Prize and First in Operations: MDN Miguel Mirano First in Ships: CAPT Robert Lang, USN (Ret) First Place Personal Interest: MC2 Matthew Dickinson, USN
Special Recognition	CAPT Henry Hendrix, II, USN (Ret) Mr. Dave McComb HMCM(SW/FMF) Patrick Modglin, USN (Ret) VADM Phillip Quast, USN (Ret)
Shiphandler Award	LT Erik Guiremand, USN LTJG Chris Mikell, USN
Hospital Corpsman of the Year	HM1(SW/FMF) Andrew T. Wemlinger USN HM1(SW/AW) Todd A. Burkholder, USN
Arleigh Burke (33)	LCDR James Drennan USN LT Christopher R. Hayes, USN OS1(SW) John P. Casa, USN OS2(SW) Johnnie E. Eslinger, USN
Admiral Zumwalt (73)	GSE1(SW) Ginai Little, USN BMC(SW) Derek Strickland, USN



Admiral Arleigh Burke Surface Warfare Excellence Award

33 Applicants

**LCDR James Drennan, USN
USS GETTYSBURG (CG 64)**

**LT Christopher R. Hayes, USN
USS ANTIETAM (CG 54)**

**OS1(SW) John P. Casa, USN
USS HUE CITY (CG 66)**

**OS2(SW) Johnnie E. Eslinger, USN
USS WAYNE E MEYER (DDG 108)**



CAPT Raymond Komorowski Photography Award

174 Nominations



**GRAND PRIZE AND FIRST PLACE OPERATIONS
Miguel Mirano**



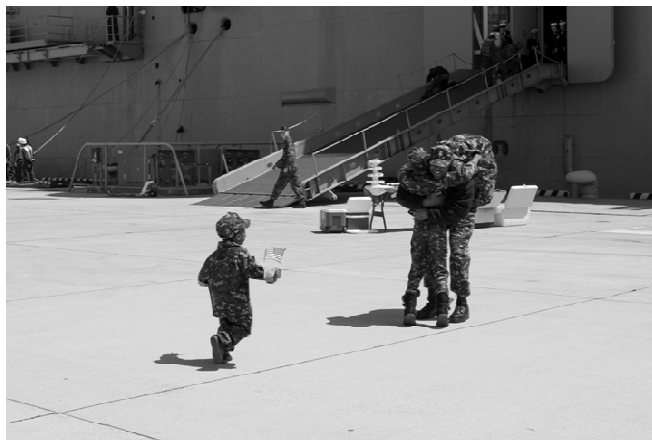
CAPT Raymond Komorowski Photography Award



**FIRST PLACE SHIPS
CAPT Robert Lang, USN (Ret)**



CAPT Raymond Komorowski Photography Award



**FIRST PLACE PERSONAL INTEREST
MC2 Matthew Dickinson, USN**



Historical Remembrance

“Battle of Lake Champlain”

Presenter: Professor Robert Skaggs



2014 Hall Of Fame Inductees

- **Commander Jesse Grant Coward, USN**
- **LCDR John N. McKay, USN**
- **Seaman James L. Blaskis, USN**
- **BT2 Andrew T. Gallagher, USN**
- **BMC Donald B. Groce, USN**



Admiral Elmo Zumwalt Visionary Leadership Award

73 Nominations

E3-E6 33 Nominees

E7-O4 40 Nominees

**GSE2(SW) Ginai Little, USN (now GSE1)
USS MOMSEN (DDG 92)**

**BMC(SW) Derek Strickland, USN
USS FIREBOLT (PC 10)**



Special Recognition Award

CAPT Henry Hendrix II, USN (Ret)

Mr. Dave McComb

MCM(SW/FM Patrick Modglin, USN (Ret)

VADM Phillip Quast, USN (Ret)



SNA Literary Award

23 Articles Nominated

Winner

LT Erick A. H. Sand, USN

“Performance over Process”
Proceedings, October 2014

Honorable Mention

LT Lawrence Heyworth, USN

“Fireproofing Commanding Officer”
Proceedings, January 2014



SNA Hospital Corpsman Award

HM1(SW/FMF) Andrew T. Wemlinger, USN

USS JAMES E. WILLIAMS (DDG 95)

HM1(SW/AW), Todd A. Burkholder USN


USS PREBLE (DDG 88)



SNA Expert Shiphandler Award

**LT Erik Guiremand, USN
USS PAUL HAMILTON (DDG 60)**

**LTJG Chris Mikell, USN
USS OAK HILL (LSD 51)**




Finance Committee

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

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

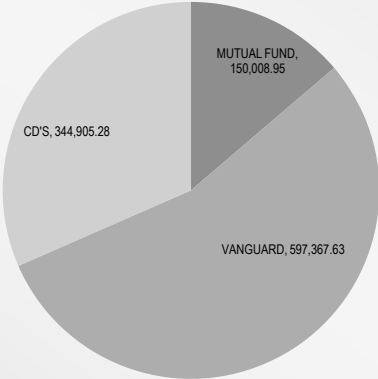
Minimum of Two BOD Members
Appointed by the Chairman

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



2014 Investment Accounts

As of 31 December 2014



Account Type	Amount
VANGUARD	597,367.63
CD'S	344,905.28
MUTUAL FUND	150,008.95

Total: \$1,092,282



Reserve Policy Statement

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
CNOMC Bernard Quibilan
CNOMC Harry Kantrovich



***Final Results of the
26th National Symposium
January 2014
&
Advance Registration Figures
for the
27th National Symposium
January 2015***



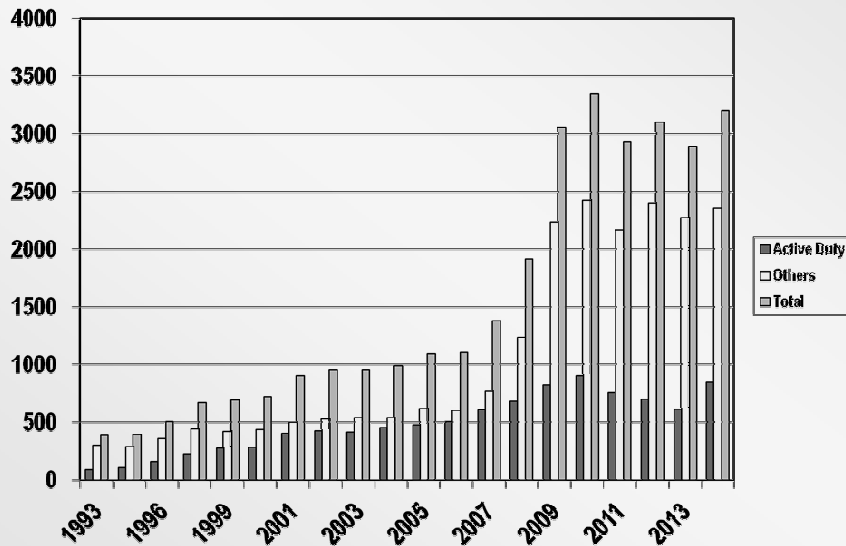
Symposium Attendance

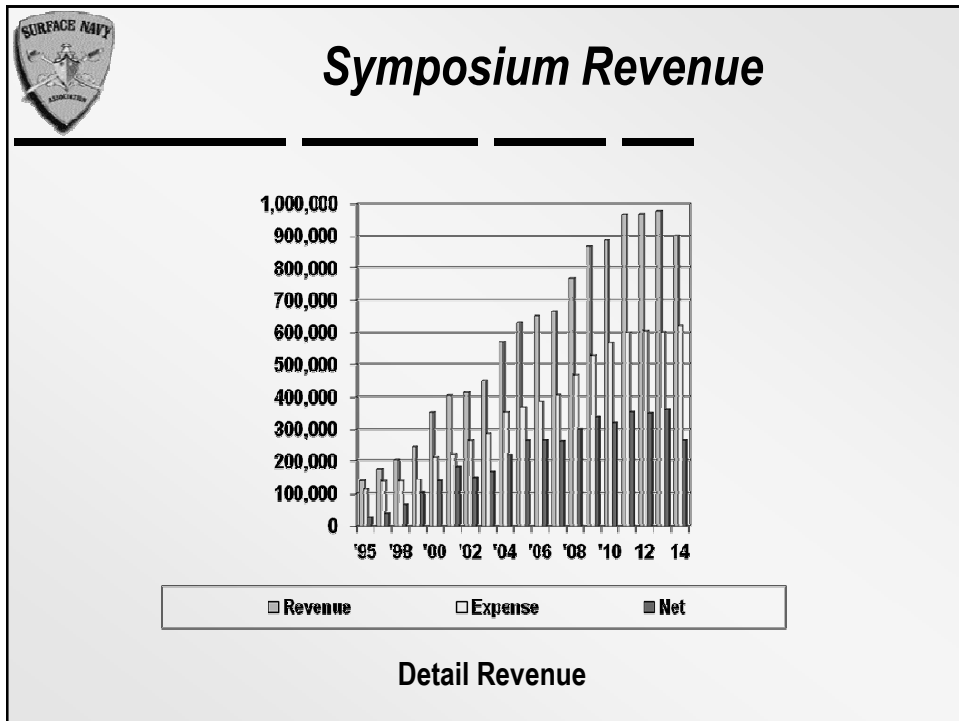
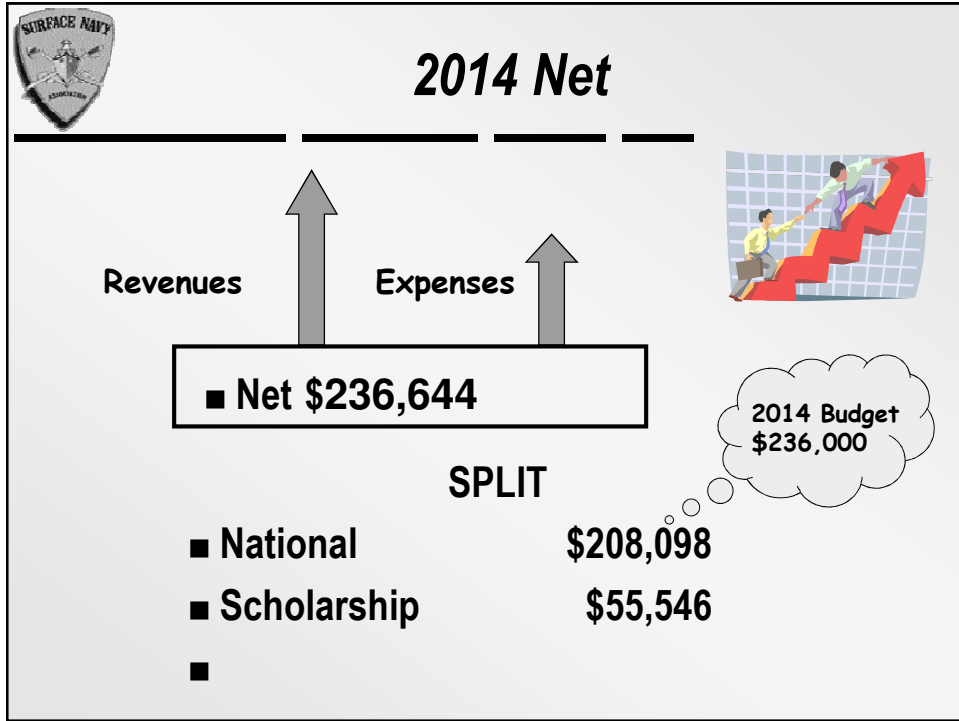
Measures of Success	'08	'09	'10	'11	'12	'13	'14
—Banquet Attendance	910	975	950	925	980/875	875/750	725/685
—Corporate Banquet Tables	72	69	73	69	61	54	41
—Awards Luncheon	330	314	200	282/225	351/200	309/180	244/125
—International Navy Luncheon	372	430	300	403/295	444/300	406/250	386/285
—JO Luncheon	244	255	212	181/200	176/150	191/120	249/190
—Enlisted Roundtable	94	100	110	72/75	58/65	47/40	55/42
—Ret Flag Brief	84	88	100	72	93	89	79
—Heritage Lecture	433	424	150	244	261/175	255/130	198/100
—Total Registration: Seminar	1654	1675	1799	1630	1833	1590	1730
▪ Active Duty Registrations	679	824	905	751	699	615	846
▪ Exhibit Only Registration	261	532	641	551	564	678	622


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



Registration Growth







2015 Symposium Advance Registration Figures

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

- 
- ## West Coast Symposium
- **21 August 2014**
 - Naval Station San Diego
 - Concurrent with SWFOT 20 August 2014
 - **Agenda**
 - **Attendance**
 - 334 check-in (Overall: Approx 375)
 - 44% Active Duty; 14 Active Duty Admirals
 - **Exhibitor Status**
 - 25 Exhibitors
 - 4 Sponsors
 - **Financial Results**
 - Income: \$ 40,880.00
 - Expense: \$ 34,753.67
 - Net: \$ 6,126.33



Public Relations Committee

CAPT Ned Lundquist, USN(Ret)

Chairman

Debbie Garry Staff

Members

John Measell, BAE Systems Ship Repair

Brenda Burdick, General Dynamics Mission Systems

Beci Brenton, Huntington-Ingalls Industries

Bethany Skorik, Marinette Marine Corporation

Thad Smith, Raytheon



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
- Renewed committee engagement... How can we help???



SNA Surface Sitrep

Communicating the Surface Navy and SNA message to our membership:

2014 exclusive editorial content

- *RDML Mike Smith, Commander CSG THREE*
- *ADM Sam Locklear, Commander PACOM*
- *VADM Tom Rowden, COMNAVSURFOR*
- *RDML Frank Ponds, Commander ESG THREE*
- *Rear Adm Jan Thörnqvist, Chief of Staff, Royal Swedish Navy*
- *Sen. Tim Kaine (D-Virginia)*
- *RDML Scott Jerabek, Commander, Navy Warfare Development Command*
- *RDML Mark R. Whitney, Deputy Commander, Naval Sea Systems Command*
- *Commodore Roderick Bowe, Commander, Royal Bahamas Defence Force*
- *RDML Bill Galinis, Commander RMC*
- *CAPT Randy Garner, Commander, LCS Squadron ONE*



SNA Surface Sitrep

Communicating the Surface Navy and SNA message to our membership:

2014 – 2015 exclusive editorial content

- *Zumwalt DDG 1000) Christening*
- *HDNS Niels Juel (F 363)*
- *HNoMS Fridtjof Nansen (F 310)*
- *Griffin missiles on PCs*
- *Examining Modular, Flexible, Adaptable Combatants at Surface Warships 2014 in Portsmouth, UK*
- *U.S. Naval Postgraduate School to Focus on the Global Littorals - Sharing Knowledge On How To Fight and Win in The Littoral*



SNA Surface Sitrep

Communicating the Surface Navy and SNA message to our membership:

2014- 2015 exclusive editorial content

- ***Sustaining Undersea Dominance***
-By LCDR Jeff W. Benson, USN
- ***Death of a Young Republic at Sea: Kearsarge and Alabama, 1864***
-By Matthew Eng
- ***Naval Command Leadership and Management by Mission-Oriented Goals and Objectives***
-By CAPT John Frank Gamboa, USN (Ret)
- ***The Battle for Plattsburgh Bay, 1814***
-By David Curtis Skaggs



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.**



Proposed By-Law Change

6. The ~~Public Relations~~Communications Committee shall be composed of a Chairman appointed by the President, and such other members who may elect to serve. The ~~Public Relations~~Communications Committee will support the profession, its professionals and the professional association, and will undertake and coordinate projects and functions for the Association which inform the membership, and will promote a general understanding of Surface Warfare to the public and key stakeholders at large. The Committee will coordinate its activities with those of the Surface Warfare Directorates of the Chief of Naval Operations, the Navy's Chief of Information and the Association's Board of Directors.



Corporate Report

■ Corporate Membership Program

- No change in 2014

■ Corporate Members

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

■ 2014 Corporate Gain/Loss



2014 Scholarship Committee

- Chairman – VADM Lee Gunn, USN(Ret)
- Committee Members
 - VADM Hank Giffin, USN(Ret)
 - CAPT Paul Rinn, USN(Ret)
 - CAPT Mary Jackson, USN
 - Captain Jim Kilby, USN
 - Captain Mike Davis, USN(Ret)
 - CDR Bill Daly, USN
 - LCDR Jennifer Lorio, USN (Pending)
 - GSEC John Bradshaw, USN



VADM Robert L. Walters Scholarship Fund

- **\$2,000 per year with up to three renewal years**
- **57 Scholarships in 2014**
 - 42 Renewals
 - 15 New Selectees
 - 46 Applicants
- **2014 Demographics**



Scholarship Financial Status

- Sent letters requesting donations to all Corporate Sponsors
- Sent email to all members for donations.
- Letter to Life Members
- In 2014, \$100,000 was transferred from SNA Investment Portfolio to the Scholarship Fund
- Financial Status
- 2015 is sufficiently funded with out year funding to be addressed in the spring.



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 12 Jan 2015



President's Summary

VADM Barry McCullough

BOD 12 Jan 2015



Chairman's Closing Remarks

ADM Jim Hogg

BOD 12 Jan 2015