

**Surface Navy Association  
Executive Committee Minutes (Draft)  
April 26, 2007**

**IN ATTENDANCE:**

VADM Kevin Green, USN (Ret), President  
VADM Tim LaFleur, USN (Ret), West Coast VP  
RADM Dennis Conley, USN (Ret)  
RADM David Hart, USN (Ret)  
CAPT David Lee, USN (Ret)  
CAPT Paul Rinn, USN (Ret)  
CAPT Rudy Laco, USN  
VADM Douglas Katz, USN (Ret) (via phone)  
FORCM Karen O'Connor, USN (Ret) (via phone)  
CAPT Bill Erickson, USN (Ret), *Executive Director*  
Ms Julie Howard, *Director of Admin*

**MINUTES**

The minutes from the last meeting were reviewed and motion to approve minutes was carried unanimously.

**PRESIDENT'S REPORT**

Admiral Green reminded those in attendance that the Midway events are scheduled for early June and that anyone who is available is welcomed to attend.

**EXECUTIVE DIRECTOR REPORT**

**ASNE HSI Symposium**

SNA has been a co-sponsor for this event with ASNE since the inaugural event. At the recent event only about 1% of those in attendance were active duty. Most of the audience was non service engineers. Next event will be held in about 18 months and it is recommended that we don't continue to support this event. We should continue to look at events to partner with ASNE throughout the year that are in concert with our charter and membership. ASNE is open to partnering with us.

*AI: Add this to offsite agenda*

**Open Architecture Forum**

This proposed conference is now on hold as there is too much going on in the PEO IWS arena.

**Old Salt Selection**

VADM Rempt retires in June and the CNO, ADM Mullen, will take over this honor. The current plan is to hold the turnover ceremony during the CNO parade review at the Academy as a prelude to the scheduled luncheon on May 21<sup>st</sup>. We have been allowed approximately 20 slots for our guests and the ExCom and former Old Salts will be invited. It is proposed that we video the actual speeches at the turnover so these can be used at the banquet the following year and as part of our promo video. This is the first time that the CNO has been the Old Salt.

### **Old Tar Selection**

Currently held by CNOCM Ashley Smith who he is retiring in May. We have a NAVADMIN in review ready to go out to solicit applications.

### **Navy Marine Corps Council**

The SecNav Briefing Day will be on May 15 at Army Navy Country Club.

### **USNI Annual Meeting**

Recently attended the USNI Annual Meeting. They have about 56,000 members with about 20 members attending the annual meeting. They are doing a series called *Americans at War* which are short videos that will be on PBS with the first one to air in June. They are looking at sponsors. We have been asked for a package to see if we might have some interest in the project. They are also exploring the opportunity to make the videos available on iTunes. Another initiative they are considering is to provide free memberships to all .mil personnel. They appear to have someone ready to subsidize this. Financially, the Institute appears in good shape.

The annual USNI Fall event in Virginia Beach will not take place this year. Instead they are partnering with AFCEA and will cosponsor an event in Hampton Roads in June. Next year this will become AFCEA East. AFCEA has indicated in the past that they would be interested in partnering with other organizations.

### **WebTV**

There is an organization called EFX Media that is working with CHINFO to put together content. They are willing to give us free membership for 2-3 months so that we can put an ad on it. Navy Memorial is interested in this depending on how many hits your site receives, you will receive a share of the revenue. The website is currently in "Beta" format with site becoming fully operational in October 2007. Between now and October expect more details to be forthcoming. We will continue to monitor the site and see if it might eventually be something that would appeal to SNA.

### **YTB Travel Network**

This is a network that works for non-profit organizations and is similar to Club Quarters but for travel. It would provide us a travel website branded to our association and we would receive 40% of the net profit. There are no monthly fees but there is a \$450 start up fee. It is suggested that we get a limited access free trial for 60 days to see how it works. We also need to check with lawyer about the endorsement before we move forward. It was agreed that we should explore this further.

*AI: Explore this further.*

### **Search for Bonhomme Richard Expedition**

An update for the search was provided by OTF. There is corporate interest in the search. A decision needs to be made at the next ExCom regarding SNA participation.

## **CORPORATE SPONSORSHIP REPORT**

There are currently 62 members with 1 new one – Delex Systems, Inc. To date we have received \$44,000 towards the \$147,000 budget. A meeting is scheduled with the committee chair, VADM Hancock to discuss options for further program development.

#### **SECRETARY REPORT**

No Report

#### **TREASURER REPORT**

Year to date we have taken in \$250K. Our net revenue from the symposium was slightly over the \$190K budget at \$195,425.97. Total revenue was \$666,083 for the symposium. We did cut down on available space; however, with the increase in rates we have been able to stay even. We also had a bumper year for registrations. A detailed cost breakout was reviewed. Although net revenue was down about \$4,000 from previous year, we still met budget.

We are a little over budget on recruiting as we had a number of promo video CDs made up for distribution, including some given out to Midshipmen going SWO at USNA Ship Selection night. We also have a business oriented CD that has information on the corporate program. For "giveaways," we have continued with "SNA bottle holders" to use at Midshipmen summer training programs and have purchased "SNA Sun Screen Bottles" to use for chapter golf events. To date, we have disbursed about \$36,000 to chapters.

#### **SYMPOSIUM REPORT**

Symposium demographics are very strong and the breakdown of attendees was reviewed. We are planning to send an email by 15 May to ExCom members for theme ideas for the 2008 Symposium. Results will then be presented to Admirals Etnyre and Guillory for review on June 1<sup>st</sup>. Given the dimensions of the challenge to put together next year's event, RADM Wilson has been added to the committee to help.

#### **AWARD COMMITTEE REPORT**

Zumwalt awards through 2012 have been purchased by Whitney, Bradley and Brown, Inc. The YP Squadron Sword was given out yesterday at the Academy and it was very well received. The Awards Committee will meet next week to talk about various awards, themes, etc.

#### **SCHOLARSHIP COMMITTEE**

We have 27 new applications but 2 of them are ineligible due to not meeting required criteria. We have 41 potential renewals with 35 most likely being the number. Expectation is to get about 15-16 new disbursements for a total of 50 scholarships. Committee will meet in the next couple of weeks.

#### **MEMBERSHIP COMMITTEE**

We gained a few new members this month. At the January Board meeting we talked about reviewing our Enlisted membership. The majority of our Enlisted members are E-6 and above. At the offsite on May 17<sup>th</sup> in Norfolk we will solicit new ideas about how we can increase our Enlisted membership. In preparation for the meeting, we are reviewing the results of our survey that was responded to by about 10% of those that received it. Overall, we were pleased with

responses as people took time to complete the survey and provide good responses. We need to continue to look at communications. Final comments were mostly positive but did give us areas for improvement.

We have also conducted a Junior Officer survey directed to those officers that have received complimentary memberships.

At the offsite, we might want to consider an award that SNA can present at Great Lakes. This would be in conjunction with our proposed Hall of Fame display.

*Action Item: Need to visit Great Lakes to start discussions about installing Hall of Fame.*

### **PUBLIC RELATIONS**

Nothing to report.

### **SPECIAL PROJECTS**

Nothing to report

### **NEW BUSINESS**

Washington Chapter sent 155 DVD players to Naval Medical Center at Bethesda which were purchased from the \$15,000 donated. A Dining Out is scheduled this weekend and we have a Nationals Game on May 17<sup>th</sup>. We are working more on our membership to get representatives from each of the divisions/commands in the area to better facilitate our networking.

At Board of Directors in January we discussed timeliness of holding an offsite since last one was held in 2002. The purpose is not to turn the can upside down and shake it up but to spend some time talking and thinking about the core purposes of association. Between now and next ExCom we will work with Admiral Hogg to come up with timeframe, location, etc.

The BOD/ExCom webpage has information and presentations from the 2002 offsite for review. The current thought is to hold the offsite late summer but we should ask ourselves Looking at some thing late in the summer. One question we need to ask is what do we intend to get from an offsite.

### **NEXT MEETING**

Wednesday, June 27<sup>th</sup>

With no further business meeting adjourned at 6:35 pm.

