

## **IN ATTENDANCE**

VADM Barry McCullough, USN (Ret)  
VADM Terry Blake, USN (Ret)  
RADM Dennis Conley, USN (Ret), (*via phone*)  
CAPT Bill Daly, USN, (*via phone*)  
CAPT Mike Davis, USN (Ret), (*via phone*)  
VADM Bill Earner, USN (Ret)  
RDML Mike Frick, USN (Ret)  
VADM Hank Giffin, USN (Ret), (*via phone*)  
RADM Dave Glenn, USCG (Ret)  
RADM Vic Guillory, USN (Ret, (*via phone*)  
RADM Dave Hart, USN (Ret)  
CAPT Sam Howard USN, (*via phone*)  
MCPO Harry Kantrovich, USN (Ret)  
VADM Doug Katz, USN (Ret)

RDML(Sel) Jim Kilby, USN  
CAPT Dave Lee, USN (Ret)  
CAPT Ned Lundquist, USN (Ret)  
RADM Rob Reilly, USN (Ret), (*via phone*)  
CAPT Paul Rinn, USN (Ret)  
CAPT Matt Sharpe, USN (Ret), (*via phone*)  
CAPT Jim Tackett, USN (Ret)  
LT Graham Van Hook, USN (Ret), (*via phone*)  
CAPT Bill Erickson, USN (Ret)  
Julie Howard, (*via phone*)  
Debbie Garry  
Marianne Catina

## **PRESIDENT'S REPORT**

The meeting was called to order by the President, VADM Barry McCullough at 1702.

The minutes from the March 18, 2014 EXCOM meeting were approved with no changes.

## **OLD BUSINESS**

SNA is providing a \$2500 sponsorship donation to the Navy Safe Harbor Foundation August 8 golf tournament. The SNA sponsorship includes signage on the beverage cart and at the putting green.

## **EXECUTIVE DIRECTOR REPORT**

The minutes from the January 2014 Board of Directors meeting including action items are posted on the Board of Directors website.

The 2014 West Coast Symposium is scheduled to be held August 21 in San Diego and the San Diego Chapter Golf Tournament will be held on August 22. Currently SWOFOT is scheduled to be held the same week in San Diego. To date 17 exhibitors have reserved booth space; 4 organizations have signed barter agreements; 3 have purchased sponsorships and 3 have purchased ads.

Admiral Hogg received a letter dated March 6 from AUSN/Navy Memorial proposing a strategic partnership with SNA and other navy organizations. The proposal included the offer to share staff, office space, etc. The letter was provided to the Executive Director to draft a response. CAPT Erickson responded to the original letter providing an overview of SNA's current contract with Howard Associates and ECS, Inc. SNA did suggest expanding our relationship with AUSN/Navy Memorial through co-sponsorship of specific events. To date no response has been received. Response was coordinated with VADM McCullough.

The Hampton Roads chapter has been hosting BDOC mentoring receptions at the historic Michigan House on Naval Station Norfolk. CAPT Matt Sharpe has designed and produced a poster to display at the events advertising benefits of SNA. Also includes the SNA National website link as well as a QR code to the SNA chapter website.

## **CORPORATE MEMBERS REPORT**

SNA currently has 87 corporate members. An update of invoices paid to date was presented. One sponsor has joined SNA since the March meeting – Kongsberg Defence Systems. Three sponsors have been dropped – EMSolutions, Herdt Consulting, and RSL Fiber Systems.

## **SECRETARY REPORT**

No Report

## **TREASURER REPORT**

CAPT Jim Tackett reviewed the current finance report including account balances, chapter disbursements and investments. At this time 50% of the fiscal year has elapsed. SNA is on target with projected expenses/income. It will be a tight budget this year.

## **FINANCE COMMITTEE**

Admiral Bill Earner reported that investments are doing well. As previously approved by EXCOM, finances will be reviewed to determine how much will be maintained in the investment accounts and if any funds will be transferred to scholarship or other requests.

## **SYMPOSIUM REPORT**

RADM Dave Hart reviewed the 2015 Symposium timeline. Proposed theme has been sent to N96 for review/approval.

A Symposium committee has been formed for the 2015 National Symposium.

SNA has not raised exhibit pricing for past 3 years. Our cost per sq ft is well under other organization's fees. In 2014, more space for government spaces were comped which cost SNA approximately \$48,000. Presented three proposed changes to exhibitor booth pricing in the format of a tiered pricing system. EXCOM approved Option C pricing for 2015. Do not anticipate raising prices for next 3 years, but it will be reviewed on an annual basis..

Will not increase cost of corporate banquet tables as that cost was raised at the 2014 event. Plan to increase advertising costs slightly and research more sponsorship options such as an A/V sponsorship.

EXCOM approved increasing attendee seminar fees by \$10 in each category. BOD/EXCOM/Chapter President seminar fees for non-active duty will increase to \$100.

## **AWARD REPORT**

CAPT Paul Rinn presented the current structure and proposed changes to the Komorowski Photo Award. Proposed structure will offer 3 categories and 3 winners in each category. A grand prize winner will be selected from the winners of the 3 categories and he/she will be invited to attend the National Symposium. New structure will require an additional \$400 in funding. EXCOM approved new structure and funding increase.

The Stephen Decatur Jr. NJROTC Award Program has closed for 2014. 377 schools submitted nominations. A total of 373 freshman/sophomore and 374 junior awards were processed and mailed by the Admin Staff.

CTRC Phillip Pena USN has been selected as the 2014 George Sirian awardee. The award will be presented on August 22 onboard the USS CONSTITUTION in Boston during CPO Heritage Week.

Reviewed selection times for other SNA awardees. Requested nominations are submitted for Special Recognition and Hall of Fame. Need more Enlisted nominations for the Hall of Fame.

Committee is reviewing topics for the Historical Remembrance. Topic must be both historical and entertaining.

## **SCHOLARSHIP REPORT**

CAPT Bill Erickson reviewed the 2014 Scholarship Committee members.

SNA received 46 new applications for the 2014 scholarship. 15 winners were selected and were approved electronically by EXCOM. Letters have been mailed to winners.

A waiver request to receive advance funding for a winner to use for a UVA summer study program. Awardee will graduate before using her last year of eligibility. Awardee requested to use the fourth year funds early to fund the summer program. The Committee voted 6-3 to approve \$500 funding. EXCOM approved the waiver exception.

### **MEMBERSHIP REPORT**

RADM Rob Reilly reviewed the May membership statistics including the trend slides. Trending slightly downward in overall numbers. Compared SNA membership statistical data with SWO demographics provided by PERS-41.

Committee reviewed Chapter Excellence program and does not propose any changes at this time.

It was suggested researching options to place membership ads in All Hands or PERS-41 newsletter. Also, review ways to advertise SNA at the Senior Leadership Academy and Great Lakes.

### **PUBLIC RELATIONS REPORT**

CAPT Ned Lundquist reported that next issue of SNA SITREP is in process. Working on articles for the July 9 deadline.

### **SPECIAL PROJECTS**

No Report

### **NEW BUSINESS**

No new business. CAPT Bill Erickson proposed July 29-31 as possible dates for next EXCOM meeting.

Meeting adjourned at 1838.