USPS Board of Directors
Jacksonville, Fla.
28 Jan. 2014

Called to order at 0830

Attendees:

C/C John T. Alter, SN
V/C Robert A. Baldridge, SN
V/C Louie Ojeda, SN
V/C Bob Brandenstein, SN
V/C Gary Cheney, SN
P/C/C Frank A. Dvorak, SN

Guests present:

R/C Peter Mitchelson, SN
Stf/C Bob Miller, SN
Mary Catherine Berube
Tammy Brown

**Ratification of electronic votes:**

Upon motions to approve, which motion was seconded, discussed and voted upon by the Board of Directors, United States Power Squadrons, the following was approved on 6 Dec. 2013 and 17 Jan. 2014, respectively:

1) To dissolve Cutler Cove/8.

2) To make a contribution to the USPS employee’s retirement plan for 2013.
**Action items approved:**

**Motions:**

Upon motions to approve, which motions were seconded, discussed and voted upon by the Board of Directors, United States Power Squadrons, each of the following was approved:

1) A motion to approve the following USCG grant applications for 2014:
   
   a) Phase II Boat Handling Simulator.
   
   b) To design and develop a course template for on-water instruction for recreational boat operators based on ANSI-approved skills.
   
   c) Partnering.

2) To recommend that the Governing Board approve holding the 2016 Annual Meeting in Orlando, Fla., pending final contract approval by the Board of Directors.

3) To dissolve Redondo Beach/13 pending meeting dissolution requirements by the state of California and returning the squadron charter.

**Discussions:**

1) Tammy Brown, USPS Marketing Director, reported that members for the Marketing Committee and Public Relations Committee had been identified. The committees are working on setting priorities.


3) Brown announced a contest to name the Boating Safety Virtual Trainer Simulator beginning on 15 Jan. through 7 Feb. 2014. Entries should be submitted to brownt@hq.usps.org.

4) Brown reported that the 2014 and 2015 Quimby’s Cruising Guide will include ads promoting the Boating on River, Locks and Lakes online seminar.
5) Mary Catherine Berube, USPS Executive Director, reported a balance of $115,000 in the USPS Boating Handling Simulator Grant as of 31 Dec. 2013. The prototype Boating Safety Virtual Trainer was tested at headquarters on 14 and 15 Jan. 2014. A fully functioning unit will be unveiled during the International Boating and Water Safety Summit in April 2014.

6) Berube reported that the headquarters staff completed training and was testing NetSuite software with plans to go live on 1 March 2014.

7) Berube reported that she would work with the Law Committee to update the Summary Plan Description for the USPS Employees Tax Sheltered Annuity Program in 2014.

8) V/C Gary P. Cheney, SN, reported that 2013 unaudited financials show an operating profit of $105,025 compared to a loss of $43,471 in 2012. 2013 unaudited financials show operating revenues ahead of 2012 by $11,000, or $1,690,000 versus $1,679,000. Dues and other revenue was down $12,000, educational sales were up $12,000, and Ship’s Store sales were up $11,000.

9) V/C Cheney reported that 2013 expenses were $138,000 less than in 2012 due primarily to a large reduction in travel expenses. Total travel expense in 2013 were $113,486 compared to $171,255 in 2012, a reduction of $57,769 or 34 percent. 2013 Headquarters and The Ensign expenses were $47,000 less than in 2012. Overall, 2013 unaudited figures show a profit of $377,000 compared to $82,000 in 2012.

10) V/C Cheney reported that he submitted a $37,500 grant request to the Educational Fund for 50 percent of the acquisition costs of the NetSuite E-commerce, accounting and inventory software package.

11) R/C Peter W. Mitchelson, SN, presented the National Secretary’s report on behalf of V/C Jean L. Hamilton, SN, who was unable to attend. He reported that the IT Committee is working through issues on the USPS Webserver due to upgraded software.

12) R/C Mitchelson reported Comcast, Bellsouth and Earthlink were blocking messages from SailAngle due to increased email traffic. He noted that ITCom was working to correct the problem; however, members can access SailAngle messages via their inboxes on the SailAngle site.
13) R/C Mitchelson reported that the new USPS Website had been delayed until current server issues were solved and adequate testing is performed.

14) The Communications Committee reviewed 1,700 newsletters resulting in 230 squadrons receiving the 2013 Distinctive Communicator Award.

15) R/C Mitchelson reported that the Heritage and Protocol Committee approved a squadron burgee for Marinette Menominee/10; 50-year gold borders for District 28 and Nansemond River/5; and 75-year platinum borders for Springfield/1 and Grosse Pointe/9.

16) The Ship’s Store reported net sales of approximately $64,000 in 2013. Year-to-date gross margins were 44 percent.

17) R/C Mitchelson reported that 5,259 cyber members had joined as of 20 Jan. 2014, with 31 percent renewing their membership.

18) V/C Louie Ojeda, SN, reported that 108 students signed up for Leadership Development Training seminars during the 2014 Annual Meeting.

19) V/C Ojeda discussed a national kids involvement program to provide activities for kids at national meetings.

20) V/C Ojeda reported on a Membership Committee initiative encouraging squadrons to host a reunion party event for boating course students, members and former members to celebrate USPS’ 100th anniversary.

21) V/C Bob Brandenstein, SN, reported that 2013 educational course sales were up approximately 4 percent over 2012. America’s Boating Course online sales were down by 9 percent. Web store sales were approximately $5,000 versus $76 one year ago. He noted that Educational Department operating expenses in 2013 were $40,000 less than in 2012. Sales from Partner in Command and Boating on Rivers, Locks and Lakes online seminars totaled $2,400.

22) V/C Brandenstein reported that the Boating on Rivers, Locks and Lakes online seminar launched on 30 Oct. 2013. He reported that three new online seminars and one course are under development including VHF/DSC Marine Radio, Marine Radar, Basic Weather and
Forecasting, and Cruising and Cruise Planning. Plans are to launch Hurricanes and Boats and Using GPS and Knots, Bends and Hitches seminars in second quarter 2014.

23) V/C Brandenstein reported that The Boating Safety Virtual Trainer (BSVT) prototype includes three 20-inch monitors, a single-engine boat throttle and a steering wheel. The BSVT operates on a virtual lake of 3 miles by 4 miles in length and features a marina dock, other sail and power boats for crossing and overtaking exercises, and a slalom course for testing maneuverability and control. A total of five fully functioning units will be purchased. He noted that the fully functioning units will feature additional exercises and refined functions.

24) V/C Brandenstein reported that 130 squadrons were participating in the Brunswick Dealer Advantage Program. He noted that Brunswick Corporation developed an award system to recognize outstanding squadrons and that the first awards would be presented during the 2014 Annual Meeting. From 1 Jan. 2013 through 30 Sept. 2013, 62 courses were taught at 25 Brunswick dealerships.

25) V/C Brandenstein reported that C/C Alter and Bert Rogers, executive director of Tall Ships America, would sign a memorandum of understanding during the 2014 Annual Meeting.

26) V/C Brandenstein reported surveying district and squadron educational officers on three categories: the scope and content of the current educational product line, putting students in the seats, and following up on leads. He reported receiving 220 responses, or a 50 percent response rate. Overall conclusions indicated that many SEO’s do not know the product line or don’t believe that the topics are marketable, the HQ800 system needs improvement, current boat show efforts are ineffective, and marketing assistance at the squadron level is needed.

27) V/C Robert A. Baldridge, SN, updated the BOD on plans to celebrate USPS’ 100th anniversary. He noted that 369 people were booked for the national centennial cruise.

28) V/C Baldridge reported that Recreational Boating Safety Visitation Program certification seminars will be held during the 2014 Annual Meeting. Attendees will be certified to train members interested in becoming RBSVP certified.

30) The Safety Committee reported that 2014 vessel safety decals will be distributed to squadrons at 150 to 200 percent of the number of vessel safety checks reported in 2013. Squadrons should contact Stf/C Lee Chasse at chasselr@comcast.net for additional decals.

31) V/C Baldridge discussed future national meeting dates and locations. He reported that the National Meetings Committee is considering meeting sites in New Orleans and Orlando. The BOD asked the committee to also consider Chicago, Atlanta, and Charlotte, N.C.

32) V/C Baldridge reported that the Committee on Rules approved chartering Marinette Menominee Sail & Provisional Squadron effective 1 Feb. 2014.

33) P/C/C Frank A. Dvorak, SN, reported receiving positive responses to an article promoting the Century Fund published in the Winter 2014 issue of The Ensign.

The meeting was adjourned at 1530.