USPS Board of Directors
Napa, Calif.
9 June 2011

Called to order at 0815

Attendees:

C/C Frank Dvorak, SN
V/C John T. Alter, SN
V/C Robert J. Sweet, SN
V/C Robert A. Baldridge, SN
V/C Jean L. Hamilton, SN
V/C Richard M. Peoples, SN
P/C/C Creighton C. Maynard Jr., SN

Guests present:

R/C Howard Yoas, SN
R/C Jeff Hamilton, SN
Mary Catherine Berube
Ray Tsuneyoshi

Action items approved:

Ratification of electronic votes:

Upon motion to ratify the electronic votes on matters shown below made on 9 June 2011, which was thereafter seconded, discussed and voted upon by the Board of Directors, United States Power Squadrons, each was approved and ratified.

1) Due to the untimely death of R/C Dan Joyce, SN, V/C John T. Alter, SN, moves that the Board of Directors approve the temporary appointment of Stf/C Thomas Roscoe, AP, as rear commander of the Safety Committee. The chairman of the Committee on Nominations has been made aware of this recommendation and has no objections. Stf/C Roscoe has agreed to accept the temporary appointment and will accept permanent position if nominated.

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 Document Retention Policy.
To employ the services of Riazzi Asset Management Co. to perform investment management functions for the USPS investment portfolio and the USPS Endowment Fund (Century Fund) investment portfolio. The USPS Finance Committee will be responsible for monitoring the performance and integrity of the asset managers and will report to the USPS Governing Board.

Discussions:

1) Mary Catherine Berube updated the Board of Directors on the status of grants. She reported that a proposal was submitted to the United States Coast Guard for supplemental personnel costs and shipping for the current Fire and Emergency Training Grant. The proposal was not funded. Effective 22 May 2011, districts and squadrons will be billed $100 to offset repair costs.

2) Berube reported that USPS was awarded three USCG grants in 2011: Partnering - $19,900; Reducing Recreational Boating through Advanced Risk Analysis - $143,370, and On-the-Water Training Rollout - $250,000.

3) The BOD agreed to post the Directory of National, District and Squadron Officers on a secure website beginning in 2012, at a savings of approximately $2,815.

4) Berube reported that Ship’s Store year-to-date sales were $78,371, compared to $83,175 for the same time period one year ago. Gross margins have increased by 5 percent for the same time period. Total Ship’s Store inventory on hand was $90,364.

5) Berube reporting signing a contract with Terri Flagg to manage USPS’ social media resources including Facebook, Twitter, Linked-In and YouTube.

6) Berube reported receiving $344.21 in commissions on 2011 first quarter Affinity member benefits.

7) Ray Tsuneyoshi reported that he is seeking new grant sources, promoting stronger ties with the United States Coast Guard Auxiliary and seeking alliances with organizations that will strengthen USPS.

8) C/C Frank A. Dvorak, SN, reported receiving a resolution from District 23 opposing online sales of USPS courses to nonmembers. V/C Sweet stated that the Educational Department will review retail pricing of USPS Advanced Grade and Elective courses. The intent is to offer self-study courses to members and nonmembers, with substantial discounts to members.

9) C/C Dvorak reported that he and V/C Sweet attended a reception in May 2011, co-sponsored by the USCG, National Safe Boating Council, and the National Association of State Boating Law Administrators, where they spoke with Vice Adm. Brian M. Salerno, Deputy Commandant for Operations, U.S. Coast Guard Headquarters. Vice Adm. Salerno oversees the strategic integration of USCG operational missions and the optimization of policy development.
10) C/C Dvorak reported on a letter from a member who is considering making a substantial donation in support of The Ensign magazine. C/C Dvorak will respond on how the donation could benefit USPS communications.

11) V/C John T. Alter, SN, discussed updating the USPS Strategic Plan. He said that it should be a three-year plan that focuses on three or four areas each year, such as Membership is Job #1. R/C Jeff Hamilton, SN, said that the USPS Strategic Plan should have buy-in from all levels of USPS, and that the strategic goals must be monitored and measured on a yearly basis.

12) V/C Alter reported that he, V/C Richard M. Peoples, SN, R/C Tom Ellis, SN, P/R/C Joe Mesenburg, SN, and Mary Catherine Berube interviewed three potential financial advisors to manage USPS investments. He noted that the Finance Committee would monitor investment performance and the integrity of the USPS financial advisor.

13) V/C Alter reported on troubled squadrons. Rowayton/2 is in the process of dissolving; Cross County/2 is dissolving and its members are transferring to Westchester/2, and Trenton Falls/5 and Delaware River/5 are in the process of merging.

14) R/C Jeff Hamilton reported that the Planning Committee would submit its recommendations on squadron simplification to the BOD prior to the 2011 Greensboro Governing Board Meeting.

15) V/C Robert J. Sweet, SN, reported that eight dealers had signed up for the Brunswick initiative to date.

16) V/C Sweet reported that the America’s Boating Course website will be moved to a new server with more storage space and enhanced monitoring capabilities.

17) V/C Sweet reported that the Educational Department will individually review all requests from squadrons to teach a non-USPS boating course in lieu of teaching ABC. He noted that approvals are for one year only. Squadrons will be required to teach at least one ABC course annually and report the number of students taught and how many became members. He noted that squadrons may not give an ABC certificate of completion to students who pass a non-USPS boating course.

18) V/C Sweet reported receiving a grant from the USPS Educational Fund to purchase three sets of miniature anchors. The anchors will be available to districts and squadrons for demonstration purposes at local events and boat shows. Shipping charges are approximately $100.

19) V/C Sweet reported the highest attendance in two years at the 12 - 14 May 2011 TrawlerFest in Anacortes, Wash. He reported that he taught the Anchoring seminar to 60 students and the Radar seminar to 80 students. USPS was listed as a national sponsor.
20) V/C Sweet reported year-to-date course sales in 2011 compared to 2010:

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
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<tbody>
<tr>
<td>Boating</td>
<td>7,668</td>
<td>8,590</td>
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<tr>
<td>Courses</td>
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<tr>
<td>Seminars</td>
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<td>3,104</td>
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<tr>
<td>BOC</td>
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<td>216</td>
</tr>
</tbody>
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21) V/C Sweet reported that a Weather Webinar would be offered via SailAngle on 15 June 2011.

22) V/C Sweet reported that he would participate in filming a “Rules of the Road” DVD produced by the National Safe Boating Council.

23) V/C Robert A. Baldridge, SN, reported a positive growth in membership for the year ending 31 May 2011. He noted that this was the first time in seven years there has been a positive annual growth.

24) V/C Baldridge reported that the HQ800 and ABC3 trial membership program will be released on 15 June 2011. Program details can be found at http://www.usps.org/national/membership.

25) V/C Baldridge reported that P/D/C Mary Paige Abbott, N, is developing a Cyber Squadron newsletter. The goal is to communicate with Cyber members and to share information on educational, civic service, and fellowship opportunities.

26) V/C Jean L. Hamilton, SN, reported that there were 1,778 Cyber members as of 6 June 2011. Of that number, 894 have transferred to a squadron.

27) V/C Hamilton reported that the Information Technology Committee modified BCA and DB2000 to dynamically determine the latest version and advise users if an updated version is required.

28) V/C Hamilton reported that the Communications Committee will host an advisor training meeting during the 2011 Greensboro Governing Board Meeting.

29) V/C Richard M. Peoples, SN, reported receiving an insurance claim for boat operator certification activities. The squadron agreed to pay the $250 deductible.

30) V/C Peoples reported that expenses exceeded revenues by $12,605 as of 31 May 2011.

31) V/C Peoples reported a $103,678 loss for the 2011 Annual Meeting.
Adjourned at 1700
10 June 2011

Called to order 0815

1) P/C/C Creighton C. Maynard Jr., SN, reported that the United Safe Boating Institute received a $20,000 grant from the USCG to support vessel safety check data collection. These funds will be used for travel and expenses related to the project. Data will be collected on vessels that do not pass inspection to determine the correlation between safety and accidents. P/C/C Maynard reported that C/C Dvorak wrote a letter of intent in support of the project. USBI will manage the project, and USPS will be reimbursed for expenses related to the project. A follow-up grant for approximately $50,000 – $80,000 will be submitted.

2) R/C Jeff Hamilton, SN, led a discussion on updating the USPS Strategic Plan. New Vision and Mission statements were proposed and seven areas of focus were identified.

Adjourned at 1145.