

Consolidated Committee Report USPS Educational Department

Governing Board Detroit 2012

Basic Public Education - R/C Dick Carson

Courses and Seminars

America's Boating Course 3rd Edition (ABC3), 2012 reprinting. The 2012 reprinting was approved by NASBLA and shipping began in the last week of February 2012. This profit center did:

ABC3 classroom – shipped 6021 student kits. Sale price is \$26– cost $4.70 \times 6021 = \$128,247$

ABC3 on-line – shipped 771 student kits. Sale price is \$39.95 – cost $5.23 \times 771 = \$26,769$

ABC3 classroom Inst Kit – shipped 255 kits. Sale price is \$26 – cost $12.98 \times 255 = \$3,320$

Classroom Students – 8679 registered / 7318 passed

On-line Students – 771 (passed numbers included in classroom student numbers)

Projected income based on 10039 2010-2011 students was \$208,249.02. 2011-2012 income est is \$158336 from 6792 registered students. (950 students registered in D33 or 16% of our students!)

Translating the ABC3 2012 Student Manual to Spanish language is a high priority.

BPECom, in concert with Tom Kemp, is developing public affairs energy to enhance sales efforts along the following lines which have been submitted for entry in CURRENTS:

America's Boating Course 3rd Edition (ABC3)

The 2012 reprinting was prompted by revisions to meet NASBLA Standards for 2012. Whilst meeting the standards and receiving NASBLA approval, we have included in course content steps to mitigate the rising numbers in boating accidents and fatalities. These steps which complement NASBLA Standards include:

- 1. BDM - Introduction of Boating Decision Making, Appendix E. Here the student is introduced to a thought process which will deal with the dangers of going to sea and the consequences of faulty decisions. This theme from this Appendix is interspersed in the course and brought forward in section 12. Additionally, BDM is the subject of a forthcoming, stand-alone seminar.*
- 2. Charting and Piloting - Chapter 5 in the 2012 reprinting includes use of the Rose Point digital charting DVD as an introduction to charting and piloting. The NASBLA requirements are met in chapters 1-4, typically in an 8-hour classroom program. Adding Chapter 5 extends the course to about 13 hours, either taught by the Squadron, or by student self-study aided by a provided courseware CD. An optional final examination is offered for Chapter 5.*
- 3. OWT – On-The-Water-Training is available which is practical application of safe boating practices and skills introduced in the classroom.*

The Student and Instructor materials are available from the USPS Educational Department web site home page, MATERIALS CATALOG.

Basic Coastal Navigation Seminar (BCN). This seminar is in revision, complementing Chapter 5 in ABC3 and providing navigation education using the Rose Point digital charting program. It is planned lengthier than prior editions, filling a void in our continuum of education for boaters prior to Piloting and Advanced Piloting courses. Publication is intended for fall, 2012.

BCN seminar student kits – shipped 72 student kits. Sale price is \$28 - cost $17.52 \times 72 = \$755$

BCN Instructor kits – shipped 17 kits. Sale price is \$35 – cost $24.44 \times 17 = \$180$

BCN On-line seminar – shipped ZERO kits. Sale price is \$65 – cost $17.44 \times 0 = 0$

How to Use a Chart Seminar (Chart). This seminar was revised and published in the spring of 2012, meeting a need for initial chart use and introduction to piloting skills.

Chart seminar student kits- shipped 60 kits. Sale price is \$20-cost $11.60 \times 60 = \$504$

Chart seminar Inst kit – shipped 11 kits. Sale price is \$20 – cost $13.31 \times 11 = \$74$

Chart On-line seminar – shipped 7 kits. Sale price is \$40 – cost $11.54 \times 7 = \$199$

Paddle Smart Seminar (PaddleSmart). This seminar remains a project in limbo, sorely needing an update. The plan was for a consortium comprised of the various boating agencies to rejuvenate Paddle Smart however that has not materialized. USPS will need to take the lead.

Paddle Smart student kits – shipped 123 kits. Sale price is \$22 – cost $16.01 \times 123 = \$738$

Paddle Smart inst kits – shipped 22 kits. Sale price is \$28 – cost $24.71 \times 22 = \$72$

Trailer Seminar (Trailer). This seminar remains viable but need updating to comply with the single manual concept, one document meeting student note and instructor aid use.

Trailer seminar student kits – shipped 52. Sale price is \$22- cost $11.88 \times 52 = \$526$

Trailer inst kits – shipped 9 kits. Sale price is \$25 – cost $18.40 \times 9 = \$59$

Trailer On-line seminar – shipped ZERO kits. Sale price is \$40 – cost $11.80 \times 0 = 0$

Boating Safety Kids program. Inventory of Boat Safe Kids for nonmembers and members is 650 each. This material is dated but useful. The need is to resurrect the program and spark interest in safe boating at an early age. We have \$10858 invested in these two inventory items.

BPECom budgeted revenue for 2011-2012 was \$219,000. Estimated revenue is \$161,263, a shortfall of \$57,737.

To Do:

Prepare the ABC3 2012 for reprinting. We have less than a year's supply and need to make the few corrections and be ready for the printers.

Validate and promulgate the ABC3 on-line course with on-line testing.

State examinations / BLA contact update. Maintaining the data base of state examination questions and boating law administrator contacts for the ED27 reports is tedious and requires continuous effort.

Translate the ABC3 2012 reprinting to Spanish language. D33 is a large source of students and in need of a Spanish language student manual, replacing the 2004 Boating Class manual. D33 has been asked to assist in this effort. The 2012 ABC3 examinations have been translated and available from the CATALOG.

Update the Education Department Manual Part III - National Officers job description. Several changes needed to this 10-year old document.

Update the Basic Coastal Navigator, Paddle Smart and Trailering Seminars.

Continue updating the EDDEPT website.

Make the "Kids" program work.

Integrate the theme and information into all courses from the National Drowning Prevention Alliance.

Update MOU's with the states.

Use the Brunswick survey of products to improve the courses and seminars.

The daily efforts continue and include maintaining the products, ensure timely restocking, communicate with the membership, and maybe find time for boating.

Boat Handling – R/C Jim Runge

The Boat Handling Committee is responsible for Seamanship, Sail, and twelve seminars. Where applicable, all newly redone seminars include OTW components relating to the important concepts covered in the seminars. Seminars updated, with On The Water training, and now in the catalog include: Anchoring, Emergencies Onboard, and Fuel and Boating. Scheduled for updating and the development of OTW training are Advanced Power Boat Handling, Boat Handling under Power, Hurricanes and Boats, Partner in Command, and Sail Trim. Work is being completed on the newly revised Mastering Rules of the Road and should be available in December. Heavy Weather Sailing is in rewrite with OTW training development. Knots, Bends, and Hitches is due to be assigned for rewrite. Awaiting publication, rewritten and with OTW training, is Man Overboard.

Due to the complexity of the topic and after review by licensed surveyors, the seminar on Boat Buying and the Survey is currently on hold until an acceptable presentation can be created.

Moving away from the student printout of the power point presentation to booklet form, and as current inventory is exhausted, those seminars that have not been converted to the new format will be rewritten and brought up to date in that new format.

Work has finished on the 2012 updated version of Seamanship, incorporating all the corrections for the text and homework questions from the last three years. The 2012 student manual is available in the catalog. An errata sheet is now being completed and will be available online in the near future. The latest Appendix B in the Seamanship text is the result of the generous rewrite done by Canadian Power & Sail Squadrons.

Work is due to start on a totally new version of Seamanship including sections on risk and avoidance, increased emphasis on boat handling skills, situational awareness, and an appendix of elements in common with ABC3. In this new version, there will be continued collaboration with the Canadian Power and Sail Squadrons in maintaining the currency of Appendix B and increased collaboration on other elements of the course that apply to both organizations. The committee is continuing to work on locating simulators for docking and sail trim.

The outline and storyboard for the new rewrite of Sail is being constructed. Also, the work on incorporating errata corrections into the text and homework questions for the current student and instructor manuals will start within the next month and will then be available online.

Work is beginning on the Boat Handling Committee handbook and the final draft should be ready by January.

2013 Goals and Objectives for the Boat Handling Committee

1. Update web pages
2. Continue to develop OTW lesson plan modules for rewrites of seminars.
3. Move forward aggressively with the rewrite of the Sail course.

4. Continue to attend District Fall Conferences as a representative of the Educational Committee by the R/C and Stf/Cs.
5. Finish updating the Boat Handling Committee handbook.
6. Incorporate more committee members in seminar and course revisions.
7. Continue working with the Stf/Cs concerning their responsibilities and assign them more involvement in rewrites and committee operations.
8. Meet with the Stf/Cs monthly to monitor continuing work in the Boat Handling Committee.

BOCOTW Training– R/C Chris Windeler

Plans for 2012 and [Accomplishments for 7/31/2012](#)

Plans 2012

1. Run 8 BOC schools in the East half of country by 9/2012 with Water Trainer and additional ones in the West
 - a. Jacksonville, FL
 - b. Punta Gorda, FL
 - c. Houston, TX
 - d. Chattanooga, TN
 - e. Chicago, IL
 - f. Detroit, MI
 - g. Old Greenwich, CN
 - h. Long Island, NY
 - i. Barnegat Bay, NJ
 - j. San Diego - no
 - k. LA, CA - no
 - l. Seattle, WA
 - m. [Alexandra Bay, NY](#)
 - n. [Bowdoinham, ME](#)
 - o. [Mohawk, NY](#)
 - p. [City Island, NY](#)
 - q. [Sandusky, OH](#)
 - r. [Buzzard Bay, MA](#)
 - s. [Other training done locally not reported](#)
2. Run 1 school in each of the remaining Regions
 - a. SW & Pacific – [Hawaii](#) , [one planned in SF in Sept.](#)
 - b. Northwest – [Poulsboro, WA](#)

- c. Caribbean - no
- 3. Move Water Trainer to West Coast in September 2012 – Planned to be in Phoenix, AZ 1/3/13
- 4. Train as many OTW certifiers as possible - in 28 events we accomplished training in:
 - a. 127 in BPH
 - b. 67 as IN
 - c. 45 as IN C
 - d. 30 as IN CT
 - e. 36 as CN
 - f. 8 as CN C
 - g. 5 as CN CT
- 5. Support POTW Seminar and train the public - 77 people trained
- 6. Work & coordinate with Brunswick Initiative – Continuing
- 7. Work with NEO to create financially self sustaining business plan for BOC & OTW Training - Continuing
- 8. Participate in new CG Grant application – Second CG Grant received. Leased boat for another year.
- 9. Improve Marketing effort on BOC & POTW- Underway but struggling
- 10. Issue ACN Guide – Proposal submitted for approval. 7/12
- 11. Prepared ON Guide for review in 2013 – Will not start until ACN complete
- 12. Appoint a Scheduler and Water Trainer Manager – Not done
- 13. Continue conference calls to committee members – Conference calls every month except July
- 14. Update/modify the BOC databases – Waiting for programmer support
- 15. Resolve inconsistencies in Certifiers Status – most resolved and continuing
- 16. Work to put material on web as opposed to inventory- Will not print more BOC Guides when inventory depleted. They will be available for download.
- 17. Received second CG Grant to continue the training and start teaching the public with POTW.
- 18. Updated the Certifiers Manual and Certifiers Seminar and waiting approval before publishing.
- 19. Received approval on Canadian Endorsement and submitted EUR, for approval. Deleted MEX Endorsement
- 20. Plans for the balance of the year:
 - a. Create some marketing for POTW and BOC
 - b. Create a how to manual to put on POTW or BOC training
 - c. Work on having HQ print certificates and wallet cards
 - d. Get BOC Database upgraded so it works for CN and beyond
 - e. Complete the online recertification process for all certifiers

Educational Outreach – R/C Wil Hugli

Since the Annual Meeting Stf/C Don Stone and I managed to each visit BoatUS in an attempt to get us online with them. We've looked at Learning Management Software and video creation software. We started the flow chart for online/distance learning processes. Collaboration with ITCOM has commenced to permit automated communication and data updates with external providers such as BoatUS and UWF.

There have been 30+ students enroll in online Seamanship and 35 in various online seminars through UWF. By Monday USPS Weather will be narrated and online. Before the Governing Board meeting VHF/DSC Marine Radio and an updated Onboard Weather Forecasting seminar will be online. I've made two visits to HQ .

Electro-Mechanical Systems – R/C Gene Danko

Course Statistics

Course and seminar shipments continue to pick up momentum, generally outpacing the five month projection on inventory. The table below is illustrative of all EMSCom inventory.

Description	Shipped 1H2012	Shipped 2011	Shipped 2010	5 Month Projection
EM SM 07	669	877	688	412
EM IM 07	70	130	94	63
ME-SM 101/102 2002	49	60	249	49
ME-IM 101/102 2002	15	14	28	12
ME-SM 103	56	64	212	53
ME-IM 103	15	14	28	12
Marine Electrical Systems	274	484	395	294
Marine Elec. Systems IM	39	68	72	29
Marine Comm Sys SM	217	424	189	172
Marine Comm Sys IM	34	71	66	28

Marine Amateur Radio - LG	12	227	225	219
Gen Lic. Manual ARRL LG	1	3	9	5
Amateur Radio On The Move ARRL	2	5	9	7
Ham Radio Lic. Manual-ARRL	1	14	6	15
Boat Owner Guide to GMDSS - LG	66	29	39	15
QG - GPS	338	435	608	82
VHF - QG	254	388	278	135
Marine Radar SN	93	268	291	87
Marine Radar IN	12	31	31	14
Radar Book	93	272	293	93

Course Development

Engine Maintenance (EM2011) is in general use.

Marine Electrical Systems is in general use.

Marine Communications Systems is in general use.

Electronic Navigation Systems has passed internal edit and is in the format/assembly phase.

Marine Electronics remains in stock. We will continue to provide this course until all three of the new courses are in general circulation. No updates are planned for these modules.

Seminar Development

No work has occurred in 2012.

Other Issues

R/C Danko attended the GMDSS Implementation Task Force meeting in Arlington, VA on 11 January 2012. Roughly 90% of recreational mariners have not responded to Task Force recommendations that GPS systems be connected to DSC radios, nor are boaters registering for MMSIs in large numbers. This issue will persist and continued public education is needed.

No Task Force Seminar was scheduled for August.

LightSquared LLC has lost its battle for satellite spectrum, in a bid to create a terrestrial broadband network. The venture capital firm behind the project is under investigation on separate financial matters, so this issue is not expected to come up again.

EMSCoM is effectively de-staffed and only three members are contributing to the committee load. Contributing factors are burnout due to committee workload, personal matters, the aging membership, and dearth of qualified candidates.

Inland & Coastal Navigation – R/C Dick McGaughy

The current editions of both Piloting and Advanced Piloting were issued in 2011. Additional information regarding each and useful downloads are posted on the Educational Department web pages. Those include an on the water component for Advanced Piloting; an on the water component for Piloting is under development. Updates are planned for both courses next year. Discussions are expected to commence with the Canadian Power and Sail Squadrons regarding a joint Advanced Piloting course.

Education Year 2012	Courses Complete	Average Pass Rate	Average Score
Piloting	957	93.4%	89.5
Advanced Piloting	517	94.1%	90.6

Comments regarding education materials are always welcome.

Instructor Development – R/C Art Mollica

The Instructor Development Committee has been working diligently on an updated ID Course.

All chapters have been rewritten and new chapters added dealing with on-the-water instruction and teaching in an e-learning environment.

The course exam is being replaced with a 'Final Assessment'. This assessment will consist of the course instructor's evaluation of the student's 5, 10 & 15 minutes in-class presentation and their 1-hour lesson plan. During the Governing Board, IDCom will be discussing one additional step – the student manual would contain a sample lesson plan and the student would be asked to identify errors in this lesson plan and modify the plan where needed.

The IDCom will review the submitted documents and determine that the student has learned the concepts taught in the course. A written critique will be sent back to the SEO for each student, and USPS headquarters will be advised which students should be credited with completion of the course and awarded initial Certified Instructor status.

Four squadrons have beta tested this course and we have received the 'final assessment' documents from two of them.

Marine Environment – R/C Chuck Wells

MEnvCom is responsible for producing and administering two courses and two seminars: the *Cruise Planning* course, the *Weather* course, the *Basic Weather and Forecasting* seminar, and the *Boating on Rivers, Locks and Lakes*. In addition, the committee has an ongoing Regional Weather Guides Project and has one webinar – *Marine Weather Forecasting*.

The committee Chair is R/C Charles Wells, SN. The Assistant Chair is Stf/C Robert Anderson, AP. There is one vacant Staff Commander position on the Committee.

The New Cruise Planning and Cruising Course

A major rewrite of the course continues. Second drafts of all chapters and cruises are nearly complete as they are reviewed by other Educational Department committees.

The project involves a new Student Manual, Instructor Manual, a Slide Presentation with notes and a full set of examination questions.

In addition to the traditional cruise planning topics, the new manual will include descriptions and tips about some actual cruise routes (e.g. the Atlantic Intracoastal Waterway, Inland Rivers).

The course will also include a class virtual cruise planning exercise that will involve the major elements of cruise planning (charts, guidebooks, route, provisioning/meals, etc.)

While this planning exercise is not an OTW one and no actual cruise will be required to receive credit for the course, squadrons will be encouraged to do an actual cruise based on the classroom exercise

The Weather Course

The Wx2008 Student Manual has been superseded by the Wx2012 which is now shipping. We are not anticipating any near term changes or updates. Fifty copies of the SM were disseminated to the National Weather Service for further distribution to weather stations with marine weather reporting responsibilities. The manual has been well received.

Basic Weather and Forecasting Seminar

The new weather seminar – *Basic Weather and Forecasting* – is more comprehensive than its predecessor. In addition to the *Onboard Weather Forecasting* QuickGuide used in the old seminar, participants receive a full color Seminar Guide complete with notes—a major upgrade from the previous guide. There is no separate printed Instructor Guide. The notes in the Seminar Guide also serve as instructor notes. The Instructor's CD, however, in addition to the PowerPoint presentation has a file with an Instructor's Guide that contains suggestions and tips for instructors.

Boating on Rivers, Locks and Lakes Seminar

Boating on Rivers, Locks and Lakes began shipping in 2011 and is targeted for our inland-waters boaters. It has been well received and there are no plans to revise it.

Regional Weather Guides

A long-term project to replace the present weather guides with stand-alone more complete ones is in progress. Substantial progress has been made on two of them: the New England/Mid-Atlantic Coast and the Pacific Northwest Coast. MEnvCom needs more volunteers to work on other regions. In addition to general weather topics, the guides will also cover tides, currents and sea states.

The concept is to create supplementary material for weather and cruise planning courses and seminars.

Offshore Navigation – R/C Steve Abbott

1. Through 26 July 2012, the inventory report indicates that we have sold 187 JN kits and 80 N kits. This is a running rate slightly below last year on an annualized basis. During the same period, our examiners have graded 140 JN exams (132 passed with an average passing score of 90.7%), 108 N exams (92 passed with an average passing score of 89.3%), and 99 N Sight Folders (84 passed with an average passing score of 90%).
2. During April we began shipping the revised JN student manual, JN 2012.
3. An updated exam, JN12 01O has been published along with the grading guide. JN12 02O exam and its grading guide are near completion. P/R/C Ken Beckman authored these exams.
4. With the guidance of Stf/C Larry Samuels, the new JN12 Instructor Manual and power point presentations including the Practice Cruise is near completion. All materials have been submitted to Pat Greer for final formatting before publication. Much of this work was completed by P/R/C Ann Fields (unfortunately, Ann has resigned from USPS and will not be available for future work).
5. The JN On-the-Water Guide was completed, approved, and published. Committee members Bill Doar and Tom Stapleton were the authors. Work will start on an N Guide later this year.
6. Stf/C Vic Schwartz has taken charge of the review of the current N student manual in preparation for the next update. Suggested changes will continue to be a topic for the committee during the remainder of 2012.
7. A committee of two (Stanley Klein and Ron Jones) are investigating the practicality of preparing an optional elective course in advanced navigational theory. This course would focus on students who wanted additional education in navigation techniques to supplement the N course.

Publishing – R/C Pat Greer

Work Completed since last report

- Updated and distributed the EdDept directory for the Sept Gov Bd.
- Printed and mailed BOC Certificates and Wallet cards for IN and CN completions thru 31 August.
- Updates published for current material
 - ABC3 2012 Edition – SM, IM, Instructor CD, Coastal Explorer DVD (Rose Point)
 - ABC3 Spanish Exam 1A, 1B, & Chapter 5
 - Seamanship 2012 IM
 - Advanced Piloting 2011 – SM, IM, Instructor CD

- Plotting and Labeling Standards LG
- Anchoring Seminar
- How to Use a Chart Seminar
- Engine Maintenance Instructor CD
- JN 2012 Student Manual
- Processed numerous ED79's for reorders of current material

Work in Progress

- **Seminars and Courses:**
 - JN 2012 Instructor Manual & PPT
 - MOB Seminar (needs cover)
 - Marine Navigation Systems Course
- **Inventory reports** – Weekly inventory reports are now being distributed to the course chairs.
- **Web Site** – On-going maintenance of the educational department web sites continues.

Many thanks to our Staff Commanders, Priscilla Clarke, Al Bruhin, Bob Potter and Tom Brincka for their help and support.

Brunswick Dealer Advantage Program – P/R/C Dick Pfenniger

Two years ago, USPS partnered with Brunswick Corp. to develop a program under which we would offer our courses, seminars, and on-the-water training to the public in cooperation with Brunswick-related boat dealers. Brunswick-related dealers currently sell and service these brands:

Bayliner, Boston Whaler, CABO, Crestliner, Cypress Cay, Hatteras, Harris, Lund, Lowe, Meridian, Princecraft, SeaRay, Trophy, and Mercury.

Today, both partners seek to take the partnership to the next level. Brunswick will add USPS to its Brunswick Dealer Advantage plan. Brunswick Dealer Advantage is a series of affinity programs offered by Brunswick Corp to its affiliated dealers aimed at increasing boat sales. Under our partnership, willing Squadrons will work with participating dealers to teach our seminars and courses on dealer premises. Once a Squadron has agreed with the dealer on a date and time, the dealer will use its usual marketing and publicity resources to get folks into the dealership. The Squadron can do its own marketing as well, of course, but the onus to fill

the seats will be mainly on the dealer. The dealer generates additional floor traffic while we get the opportunity to sell USPS to a group of potential members who we would not otherwise see.

Please refer to the article in ***Currents*** for a comprehensive list of Brunswick Dealer Advantage partners.

Brunswick Corp employs a marketing staff to generate sales leads for its Brunswick Dealer Advantage providers. Our being a provider in the Brunswick Dealer Advantage program will generate a significant number of membership leads which will need prompt follow-up by willing Squadrons.

As a first step in this more intensive program, your USPS Board of Directors authorized Brunswick Corp to survey all Squadrons, so that both Brunswick and USPS could measure the level of interest among Squadrons in this program. The results of that survey were strongly positive, with over 100 squadrons expressing interest in participating in this program.

Many of you know John Malatak from his many years with the Coast Guard's office of Boating Safety. He is also a long time member of USPS. John retired from his Coast Guard duties last year, and has agreed to act as Relationship Manager for the USPS/Brunswick relationship. Together with Dick Pfenniger, our team is working with Brunswick to develop a dealer marketing package and other necessary underpinnings as we point to a first quarter 2013 national rollout.

The Brunswick Dealer Advantage program is a great opportunity for USPS to gain increased exposure and new members from among the boating public. If your Squadron is not yet involved but would like to be, contact John Malatak or Dick Pfenniger and let them know.