

United States Power Squadrons®

"Come for the Boating Education... Stay for the Friends SM"



District Seven
Spring Conference Seat Packet
4-6 November 2016

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Item #1	2016 Spring Conference Final Report
Item #2	2016 Lake Erie Cruise Final Report
Item #3	Boat Show East Proposed Budget for 2017
Item #4	Boat Show West Proposed Budget for 2017
Item #5	ASPS Request for \$500 Advance for Spring Conference
Item #6	2017 Spring Conference Proposed Budget

Agenda for the Conference

Call to Order- District Commander Eileen Rickard, SN

Invocation

Pledge of Allegiance

Introduction of Past Commanders

Introduction of Guests & Bridge

Explanation of Voting Rules & Role of Conference

Verification of Quorum

Approval of Council Minutes

In accordance with a motion adopted in Fall 2014, the designated committee approved the minutes of the D7 Council Meeting and no further action is required. The minutes are included in the seat packet.

Presentation of Consent Agenda-D/Lt/C Lynda Leque, SN

Reports of District Officers

District Commander

District Executive Officer

District Administrative Officer

District Education Officer

District Secretary

District Treasurer

Reports of General Committees

Nominating Committee

Auditing Committee

Rules Committee

Planning Committee

Chief's Commander's Message- Chief's Rep, V/C Craig D. Fraser, SN

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Unfinished Business

New Business

If there is no further business to come before the conference, this meeting is adjourned.

We will reconvene at **1900**.

Awards

Benediction

2016 FALL Consent Agenda for the Conference Meeting

1. That the agenda be adopted.
2. That the Council allows the District Commander to alter the agenda as needed to expedite business.
3. That the Conference approve the final report of the 2016 Spring Conference hosted by Stark County Power Squadron. (item #1)
4. That the Conference approve the final report of the 2016 District 7 Summer Rendezvous at Huron Boat Basin. (item #2)
5. That the Conference approve the Boat Show East budget. (item #3)
6. That the Conference approve the Boat Show West budget. (item #4)
7. That the Conference approve the advancement of \$500.00 for the 2017 Spring Conference to host squadron Akron Sail & Power Squadron. (item #5)
8. That the Conference approve the proposed budget for the 2017 Spring Conference hosted by Akron Sail & Power Squadron. (item #6)
9. That a committee of the following- the District Commander, Executive Officer, and the Administrative Officer have approved the minutes of the Council meeting, 11 & 12 October 2016.

DISTRICT 7 COUNCIL MEETING MINUTES, 3 OCTOBER 2016

D/C Eileen Rickard, SN, called the meeting to order at 2010 (8:10 pm).

Roll call was taken.

All members of the Council were present, except Asst Secretary Janice Vitucci-Ehrman, Cdr Jim Kranz (Kanawha), Cdr Tom McFate (So Hills), Cdr Charles Schury (Ten Mile), Cdr Jim Kranz (Kanawha) and Audit Committee Chair Roland Figure.

The secretary, D/Lt/C Lynda Leque, reported that there was a quorum present.

The secretary presented/read the Consent Agenda. It was moved and seconded that the Consent Agenda be approved.

Executive Officer's Report- D/Lt/C Jane Brandenstein, SN stated that VSC stickers will be mailed to Cdrs. Both boat Shows, East & West, will need volunteers. Sign-up will be on-line soon. Jane thanked the members who have helped the Executive Dept.

Educational Officer's Report- P/R/C Barb Spraggins, SN, stated that she has sent emails to recent SNs inviting them to the Fall Conference. There will be a SEO meeting at the Fall Conference at Sawmill Creek, at 8:00am. She urged Cdrs to have their SEO attend this meeting. All of the SEO's have been sent an invitation to this meeting. V/C Craig Fraser, SN, will be attending.

At the Conference Luncheon, Educational Achievement Awards will be passed out and any new N awards. Saturday night's awards will include: the new SN awards and the Educational Awards - Joseph Marzzarella Advanced Piloting Award, Dr. Karl W. Keller JN Award, Gabriel H. Brown, Navigation Award, Jack T. Rehberg Advanced Grade Award, Arnold Erickson Elective Awards, Rodney M. Allen Teaching Aids Award. Also, the D/7 Award for teaching Excellence and the DEO Award.

There will also be a Teaching Aids Award Competition at the Conference. D/1st/Lt Jim Mason, is handling this award. Teaching aids are to go to him.

At the afternoon meeting, there will be a 15-20 minute power point on the new Digital Media Library (DML). V/C Craig Fraser will be putting on this program.

Posters for the Kids Contest will be judged at the Conference with winners going on to the Annual Meeting in 2017.

Administrative Officer's Report- D/Lt/C Jim Holcepl, SN, reminded members of the Council to get children & grandchildren involved in the Poster Contest. After being asked, he also stated that he had received the D7 News via postal mail on Monday, 3 October.

Secretary's Report- D/Lt/C Lynda Leque, SN, reported that there was an approximately \$250 reduction in the cost of printing/ mailing the Fall D7 News due mainly to decline in membership. The print company now has our tax exempt info on file which saved \$59 of the \$250. The outcome of the D7 News, email and/or postal, and bids for printing will be presented at the Conference.

Treasurer's Report- D/Lt/C Tom Hancock, P, reported that an update on finances is in the Fall D7 News. He also reported that postage for the mailing of the Fall D7 News was \$103.41. Money coming in from Ohio license plates is down. \$525 came in from life members. No other expenses or income to report.

Committee Reports

Auditing Committee- no report

Nominations Committee- Chair, V/C Craig Fraser, SN, stated that conversations & phone calls have started. The committee will have a formal meeting on 11 October.

Planning Committee- P/R/C Wayne Spraggins, SN, stated that a committee has been appointed by the D/C to look at changing the format of the District conferences. He also stated that ASPS needs to be informed of any changes to Conference protocol, since they are hosting the Spring Conference.

Rules Committee- no report

Unfinished Business

P/D/C Dave Bialorucki, SN, asked for information regarding a 50-year pin for Jack Wheeler, member of RRSPS. Eileen has not received a response from National.

New Business none

Commander's Report- D/C Eileen asked all Commanders to encourage their Bridge Officers and squadron members to attend the Conference. The Commander's meeting will be at 0800 Saturday, 5 November. Action points will be to help develop squadrons. Merit marks are due 15 November. Include a description of what they did and their hours. Commanders get merit marks from D7 Cdr. A squadron survey, recently sent out, is due 7 October. They need to go to National. The surveys will be discussed at the Commander's meeting at Conference.

Squadron Commander's Reports/Comments

Vermilion Cdr Paul Hammel, S, was asked to speak about the upcoming Conference, hosted by Vermilion Squadron. Talking points were as follows:

- Rooms are \$109 for a 2-night stay
- The committee will be meeting soon for final planning
- They have 22 baskets; contact Tim Smith if you are donating
- Problem with hospitality rooms needs to be worked out; they are offering sleeping rooms with beds removed for \$150 per night

ASPS- Cdr Greg Arnold, JN, reported that ASPS had several successful summer rendezvous, a joint meeting with SCPS, and an Educational Recognition dinner this week. They are working on an ODNR grant to purchase paddle boards. The Spring Conference, which they are hosting, will have a \$20 registration fee. There will be food at the Ice Breaker. They are asking for donations of baskets.

Berea- Cdr Larry Spraggins, P, reported that they had a Commander's Picnic and have acquired many new members. 12 November is their Night at the Races. Berea will have a hospitality room at the Fall Conference.

Cleveland-Cdr Michael Thal, P, mentioned that they are working with Berea on a kayak/canoe program. They did VSCs.

Mansfield- Cdr Lynn Fortman, P, stated that they cancelled their annual Clambake/Fundraiser due to low pre-sales. There are 4 members taking N class. Their ABC class was cancelled due to lack of response.

Mid-Ohio Valley- Cdr Barb Fish, P, called from their member cruise in the Chesapeake. She stated that MOV had a good year.

Pittsburgh- Cdr Carolyn Figure, S, stated that they have an S & JN class currently. They had a hot dog roast, a locking seminar, & a speaker on the BVIs.

North Coast Ohio Sail & Power Squadron- (formerly RRSPS) P/R/C Liz Glassell, AP, stated that they have had a good year. They are working on the design of a new burgee and all that goes with a name change. They did VSCs and are working on a grant. They are holding an ABC, S, & JN class. There is a push on new members. Their Christmas Party will be held 17 December.

SCPS- Cdr Kathy Russell mentioned the 60th Anniversary Cruise on the Nautica Queen to be held 8 October. There are 70 reservations. On 12 November SCPS is doing a Geodetic Marker Search & dinner. Their Holiday Party will be on 3 December at Skyland Pines.

Vermilion-P/D/C Dave Bialorucki, the SEO, has started an ABC class & plans to start Seamanship in 2-3 weeks. A chest was built and raffled off as a fund raiser with a profit of \$565.

Adjournment: The meeting was adjourned at 2050 (8:50 pm).

Respectfully submitted,

D/Lt/C Lynda Leque, SN

Approved by:

D/C Eileen Rickard, SN date: 10-12-16

D/Lt/C Jane Brandenstein, SN date: 10-12-16

D/Lt/C Jim Holcepl, N date: 10-11-16

COMMANDER'S DEPARTMENT D/C Eileen Rickard, SN

This summer, District 7 hosted two wonderful events. D/7 was the host District for the United States Power Squadron Fall Governing Board. Our own Jane and Bob Brandenstein were the chairs of this event and many in District 7 stepped up to show our great hospitality. Wayne and Barb Spraggins coordinated volunteers. Don and Margie Stark acted as Jane's right hand. Yellow shirted D/7 members greeted people as they arrived, answered questions and guided everyone to the boat ride that all enjoyed on Thursday evening. Our hospitality room was the best on Friday night. Liz Glassell and her crew made D/7 proud with great food, drink and a friendly atmosphere. I want to personally thank Liz and her great crew who put together such a great room. The crew included Tom Glassell, Dave Rickard, Mary Glassco, Peggy Spraggins, Joy Rice, and more who helped with the cleanup. I heard many good comments the next day. The Social Luncheon was spectacular with Liana Mihalca's handmade costumes for our D/7 hostesses and room decorations. Liz Glassell and crew decorated the room for the Saturday night dinner dance where Bob Brandenstein's Big Band provided the entertainment. **Great job District 7!**

On the last weekend in July, we went "South of the Border, Down Huron Way" for the District 7 Cruise. The weekend was nearly flawless. Liz Glassell and her team coordinated meals and events for all to enjoy. On Saturday afternoon, many went to a local winery and more than 25 members took to kayaks to explore the river. At the cocktail party, many enjoyed some games and had a chance to pose for a picture for posterity. Even the weather held off and only got us wet on the way home.

D/7 worked with D/11 and D/29 at the Tall Ships event at Fairport Harbor. Nearly 80,000 people attended this event over its three days. Our own Don Stark coordinated the escort boats for the nine Tall Ships during the Parade of Sail and the overall USPS effort. We had a 10 by 20-foot booth with USPS's Boating Skills Virtual Trainer to promote USPS. Volunteers from all three districts manned the booth and helped in the overall effort.

There has also been some business happening this summer. Following D/7's decision to have a D/7 Committee plan and execute all District conferences starting Fall of 2018, I have appointed 10 people from throughout D/7 to work on the new committee: Liz Glassell, North Coast Ohio, Chair; Wayne Spraggins, Berea, Asst.-Chair; Greg Arnold, Akron; Lynn Fortman, Mansfield; Mary Glassco, North Coast Ohio; Susan Harris, Akron; Margo Holmes, Akron; Irene Rodriguez, Stark County; Barbara Spraggins, Berea; and Don Stark, South Hills. This initial group is beginning the work to develop the approaches and procedures that will be used.

As this new conference committee gets started on their work, you may see some changes as we try some things out. For example, next spring we will be trying out two potential changes to see how they work. There will be a registration fee separate from the meal prices. The goal is to make the meal prices reflect better the actual prices for the meals. We are also going to try out a new way for you to get a chance to talk casually with the Chief Commander's Representative. Traditionally, this has been provided to squadron commanders, Bridge members, PDCs and PRCs at the Commander's Cocktail Party on Friday evening, an event with a lot of food and a full bar. At Spring Conference, we will try a "Meet the Rep" on Friday evening before the Icebreaker. This will be a more casual event open to all with beer, wine and munchies. Also, a long-time tradition at D/7 conferences will have its last hurrah at Spring Conference. This will be the last time the Rocky River Tankard will be awarded. The North Coast Ohio squadron has decided that they will not renew the trophy after it expires next spring.

Speaking of North Coast Ohio, at the Fall Governing Board, Rocky River Sail and Power Squadron officially changed its name to North Coast Ohio Sail and Power Squadron. We are all trying to use the right name this weekend.

National has raised the dues a small amount. Starting 1 December, the National dues will be:

Single Active	\$53.00
Active w Family	\$79.50
Family of Life Member	\$26.50

Most of our D/7 commanders have recently worked with their squadron to complete the Squadron Development/Revitalization form. This exercise can give squadrons the opportunity to understand their current status and so, better plan how to improve in the future. Be sure to take advantage of this tool for your squadron.

Next year's incoming commanders need to let me know as soon as possible the date of your Change of Watch and who you would like to have as your installing officer. The time to plan is now.

Remember that the National Membership Committee presents the P/C/C William Selden, SN - MIRA Award (Member Involvement Retention Award) to three squadrons and a District that have a program to increase Member Retention. Submissions must be received by the designated person by 15 May. Make sure your squadron's efforts are submitted for judging.

Respectfully Submitted,
D/C Eileen Rickard, SN

USPS Educational Fund- P/R/C Barbara Spraggins, SN

Educational Fund Announces New Procedures for Squadron Honor Roll Status

For the convenience of those squadrons who want to continue using the HQAB collection process, the system was modified to deposit EdFund donations in the squadron account rather than sending them to the EdFund. From April 1, 2016 forward, all contributions for the EdFund that are collected by HQ in conjunction with member dues collections will be sent to the member's squadron and not to the EdFund. This will ensure that such payments by members are routed to squadron accounts so that the funds will then be available for use by the squadrons in making their squadron lump-sum contributions to the EdFund for Honor Roll participation.

It will then be up to the squadron treasurer to make the lump-sum squadron donation to the EdFund. Use of this mechanism is a squadron decision just as squadron dues are a squadron decision. If the squadron votes to collect EdFund donations this way, that fact should be publicized so that members know that it is a squadron activity and not an EdFund activity. To alleviate the annoyance of Life Members receiving a bill for \$1, squadrons may wish to set that field on the dues update form to zero. If you have additional questions, go the USPS.org site index and then to the Educational Fund pages.

Since the Educational Fund has changed the way the squadrons make their contributions for the Honor Roll. Each squadron treasurer is to mail in a check to: Educational Fund, Ellen Barbour, P. O. Box 30423, Raleigh, NC 27622.

Below is a list with the amount each squadron needs to mail in:

Squadron	Honor Roll Basis Total Active Members 1-Dec 2015	Contributions Through 31-Mar-16	Balance to make Honor Roll
Akron Sail	202	27	175
Berea Sail	126	17	109
Cleveland	46	0	46
Kanawha River	36	40	-4
Mansfield	106	0	106
Mid-Ohio Valley Sail	18	20	-2
Pittsburgh	74	12	62
North Coast Ohio	94	8	86
South Hills	29	2	27
Stark County	61	0	61
Ten Mile	25	1	24
Vermilion	67	0	67

If you have any questions, please contact me.
P/R/C Barb Spraggins, SN

Law Committee/Law Officer Report D/Lt Michael P. Thal, P

As we get ready to "Haul Out", Boaters take care:

Trailers have been idle for the season. Check tire pressure, bearings, and tire quality. I recommend using Nitrogen (molecules are larger & reduce leakage). Check Trailer License Plate tags . Check Insurance Endorsements and coverage; Premiums can be issued in 3, 4, or 6 month intervals. Coverage should cover the end of this season's activities and the beginning of next year. Purchase winterization items. Store batteries in a safe and dry environment. AND, a note of caution: The Americas have experienced severe storm and flooding activity. There have been major floods in Houston, Iowa, and the East Coast. Fire/smoke damage can be a disastrous factor. My advice is, if you have an opportunity to purchase a "good deal" out of State, is to trust no one except a Surveyor. Water damage, Salt water damage, collisions that allow water to infiltrate the hull, are the recipes for a disastrous boating experience.

D7 District Commander's Challenge – Fall 2016 P/D/C Brian Logan, SN, Chair

D-7's District Commander's Challenge is meant to recognize squadron excellence. It is based on the USPS Bowsprit criteria, adapted to the squadron level. It compares squadron performance for the calendar year, Jan 1 - Dec 31, to the previous year. Because it compares a squadron's improvement over its prior year, large squadrons and smaller squadrons are evaluated on a level playing field.

This packet summarizes the Commander's Challenge this year, from Jan 1 through Fall, 2016. (Note that for purposes of clarity, references to Rocky River have been changed to reflect their name change to "North Coast Ohio Sail and Power Squadron.")

The District Commander's Challenge evaluates each squadron's performance in six different areas: Membership, Member Retention, Public Boating Class Registrations, Member Education (both Advanced and Elective Grades), VSC, and Coop Charting.

Past winners were Stark County (2006), Kanawha (2007), Akron (2008), Mid-Ohio Valley (2009), Berea (2010), North Coast (2011), Akron (2012-2014), and Vermilion (2015). Details of the award and criteria can be found on the D7 Website.

This report was generated in September. Some categories, like membership and retention, can change considerably, especially with the "trial members" who may or may not join/renew when they are billed.

Other categories, like Advanced and Elective classes, Boating Classes, Co-op Charting, and VSC usually increase at year end, as the classes finish and reports are turned in.

As always, each squadron should evaluate their performance, and use this to set goals for improvement.

For this preliminary report, a "+" indicates the squadron has exceeded, or is close to exceeding, last year's performance. The final report, at the Spring Conference, will assign points based on the percentage improvements, so squadron improvements can be compared overall.

Note that the Cooperative Charting program has changed this year – credits for Nautical Charting corrections are no longer counted, just the Geodetic reports. This means comparison between last year and this year will be difficult. For this report, we have only listed the number of credits that squadrons have earned in 2016. For the "Final 2016" report we will work with D7 Co-op Chairmen to determine a fair comparison between 2015 and 2016.

PLEASE REFER TO THE SPREADSHEET IN THIS PACKET FOR THE DETAILS FOR EACH CATEGORY.

Category 1. Membership

Akron, Berea, and Ten Mile had membership equal to or greater than Jan 1 of this year. Other squadrons doing well are **Pittsburgh, North Coast** and **Mansfield**.

Be aware that Membership numbers can drop considerably by Dec 31, as non-renewals can occur throughout the year. There are currently 107 "trial members" in D7, most of whom will be up for renewal before December 31. Those that do not renew will reduce the current membership totals.

Category 2. Boating class student registrations

Ten Mile and Pittsburgh have surpassed last years' ABC Class registrations by a wide margin. Depending on Fall class enrollment, other squadrons can see an increase in their numbers from those published here.

Note that there are **four squadrons who have not taught an ABC class** in four years – one going back seven years.

Category 3. Member Education, both Advanced and Elective grades

These statistics should increase by Dec 31, since Fall Classes are not yet completed. Mansfield and Akron had by far the most **AG** graduates through September. Note that the only other squadrons with AG completions (so far) are **Berea, Mid-Ohio Valley and Pittsburgh**. **Akron and Berea** have the greatest number of **EL** completions, with **Mid-Ohio, and North Coast** also having some completions.

Note that there is often a lag in reporting fall classes, due to the time it takes to grade exams. If that is the case, the classes will be counted for the following year.

Category 4. Member Retention

Member Retention is an excellent measurement of “Member Satisfaction”. Many members who do not renew feel they are not getting their “money’s worth”.

Renewals are determined by looking at the ratio of renewing members versus the number that have been billed. **This “Fall” report is based “total non-renewals” from the overall “Member Status Summary,” from 1 Sept 2015 to 1 Sept 2016.** The final statistics can change considerably in the next few months.

At this point, eight squadrons should be commended for having greater than 90% retention: Akron, Berea, Cleveland, North Coast, South Hills, Stark County, Ten Mile, and Vermilion.

Squadrons who wish to see current non-renewal status, should look at the USPS dues reporting system, <http://www.usps.org/dues/reports/districtsummary.php>, for Squadron and District reports.

Category 5. Vessel Examinations

So far, Ten Mile, North Coast, Pittsburgh, and Berea have exceeded last year’s VSC’s. **Akron, Stark, and Vermilion** are at or above 90%.

Unfortunately, VSC’s have fallen from a high of nearly 1600 in 2010 to 1000 last year.

Category 6. Cooperative Charting

As mentioned earlier, changes in Cooperative Charting will have a major impact on the credits that are awarded to each squadron. The current spreadsheet only lists 2016 “Geodetic” credits only. We will work with Co-op Charting Chairs to determine a fair comparison for the 2016 final report.

Stark County Power Squadron continues to lead D-7 in Co-op Charting.

Respectfully Submitted,

P/D/C Brian Logan, SN
District Commander Challenge Chair

**District 7 Commander's Challenge
Fall 2016**

Total Active Membership Goal # 1					Boating Class Students Goal # 2				Educational Program Graduates Goal #3						Member Retention (12 months) Goal #4			
Squadron	12/31/2015 Total	8/31/2016 Total	% Goal	Pts.	12/31/2015 ABC	8/31/2016 ABC	% Goal	Pts.	2015 AG	9/20/2016 AG	Pts.	2015 EL	9/20/2016 EL	Pts.	12 mo billed	12 mo Non renewa	Ret. %	Pts.
Akron	209	237	113%	++	73	51	70%		25	10	+	41	12	+	212	16	92%	+
Berea	119	137	115%	++	30	25	83%		2	3	+	3	7	+	119	5	96%	+
Cleveland	46	41	89%		0	0	0%		0	0		0	0		50	4	92%	+
Kanawha River	36	31	86%		0	0	0%		0	0		0	0		38	9	76%	
Mansfield	107	106	99%	+	18	7	39%		4	12	+	0	0		112	15	87%	
Mid Ohio Valley	18	16	89%		0	0	0%		1	1	+	7	1	+	17	2	88%	
Pittsburgh	75	74	99%	+	15	26	173%	++	3	3	+	3	1		84	12	86%	
North Coast	94	93	99%	+	25	17	68%		4	0		3	1	+	106	10	91%	+
South Hills	29	27	93%		0	0	0%		0	0		0	0		28	1	96%	+
Stark County	63	59	94%		12	6	50%		0	0		17	0		62	3	95%	+
Ten Mile	25	27	108%	++	8	26	325%	++	0	0		0	0		28	1	96%	+
Vermilion	62	56	90%		15	5	33%		0	0		0	0		57	4	93%	+
D7	883	904	102%		196	163	83%	0	39	29		74	22		913	82	92%	0

Vessel Safety Checks Goal # 5					Coop Charting Goal # 6			
Squadron	2015 VSC	9/16/2016 VSC	% Goal	Pts.	2015 Credits	6/30/2016 Credits	% Goal	Pts.
Akron	200	189	95%	+		33	*	+
Berea	151	153	101%	++				
Cleveland	0	0	0%					
Kanawha River	0	0	0%					
Mansfield	15	6	40%					
Mid Ohio Valley	0	0	0%					
Pittsburgh	42	58	138%	++				
North Coast	78	154	197%	++				
South Hills	325	63	19%			4	*	+
Stark County	73	68	93%	+		2175	*	++
Ten Mile	8	26	325%	++				
Vermilion	121	109	90%	+				
D7	1013	826	82%	12	0	NA		

* Geodetic only

EXECUTIVE DEPARTMENT D/Lt/C Jane Brandenstein, SN

Well, summer is gone, evidenced by the leaves changing color and most of us getting our boats out of the water, winterized, and covered up to protect from our Northern winter. We had a beautiful weekend taking in all that fall has to offer. The leaves were beautiful heading up to Lake Erie and the moon was spectacular heading home. Though we don't like to take the boat out of the water, we are ready. The mast is out and tied up and the pink stuff is in the back of the truck. We hauled out Monday. Fall Conference is here and then Thanksgiving. That is the way it goes.

Reflecting back, we had a great, busy summer. D7 was well represented at the Memorial Day ceremony at the USS Cod, lots of glorious days on the water, and was topped by the Brandenstein's actually arriving at the D7 Cruise on their own boat. When you consider this is a 3-day adventure both ways, we were pleased to make it this year, even though we motored most of the way in both directions. Thanks to Liz Glassell and her committee, we all had a great time in Huron. In between we managed to squeeze in our quota plus of VSC's.

Because the Tall Ships Challenge of 2016 was on the Great Lakes, D7 members had 2 opportunities to get USPS and our faces in front of thousands of possible class participants and members. When the Ships came into Fairport Harbor, the USPS Ensigns flew from all escort vessels and most had Power Squadron members on board. Our booth was very busy, but challenging in the windy, sandy outdoor site. As usual, we made the best of what Mother Nature sent our way and spoke to lots of folks and introduced the Boating Simulator Virtual Trainer to many attending the event. We had a

second opportunity when the Tall Ships came to Erie, PA at the end of the Challenge. This time the booth was indoors, so we did not need to dismantle the BSVT at the end of each day. We had the opportunity to share the work load with members of D29 and D11. Thanks go to P/Stf/C Don, JN and P/Lt/C Marjie, P, Stark for their help in organizing both events and to all D7 members donating hours volunteering on weekends when they could have been on their own vessels on the lake or a nearby river.

Boat Show West

Thanks to P/R/C David Rickard, AP, for volunteering to coordinate Boat Show West. The budget was approved by Council. Soon after the Conference David will be touching base for volunteers to help man the booth. Please be generous with your 'yes' when Dave calls. The Boat Show will be held this year at the IX Center from Thursday 1/12/17 through Monday 1/16/17, concluding on Martin Luther King Day as it has in the past few years. We have already reserved the virtual trainer and will share with the Pittsburgh Boat show. Dave reports he will need one person skilled in use of the BSVT in the booth the entire time. Please help if you can.

Boat Show East

The Pittsburgh Boat show will be held over two weekends January 13, 14, 15 and 20, 21, 22, 2017 at the Monroeville Convention Center. Due to the few number of members who have volunteered in the past 3 years, we will staff only the 2nd weekend of the show. We will have the BSVT set up in Fox Chapel Marine's area, as they have more traffic and power at no charge to us.

There are no reports from the Homeland Security, Legislative Pa, Oh, and WV, Program visitor, SERAT, or radio technical areas. We will need to watch what happens in Ohio as the parks and watercraft areas have been merged. We may see a huge decrease in grant monies available to us in the future. If you hear anything about this issue, please pass it on the D/Lt/C Jane Brandenstein, SN at jane.brandenstein1@verizon.net.

Finally, a huge **'thank you'** to all who volunteered for the Governing Board Meeting held in Pittsburgh in August. This was a giant undertaking, but the positive comments I have received from all over the country have been fantastic. Those attending enjoyed the city, the events, but most of all the friendliness offered by members of District 7. We were easy to notice in our Gold golf shirts. Many attending continued to sport the buttons we handed out at the Annual Meeting in Florida. Thank you seems very small for all the help Bob and I received. Please stand up if you were in any way involved with the Governing Board Meeting. Compared to the number of members in D7, this is not very many people. They worked hard and smiled a lot. Thank you All!!

VSC report P/Stf/C Garry Schroeder, SN

There was some confusion at Headquarters when the 2016 stickers were mailed to Squadrons. They used the information on a previous Commander instead of 2016. In 2017 the stickers will be mailed to the Commander again. Numbers are down a bit for 2016.

	VE#	VSC#	PASS
District 7	64	1013	953
DIST# 07 SQUAD: Akron Sail &	DECALS SENT: 190		
	13	200	178
DIST# 07 SQUAD: Berea	DECALS SENT: 150		
	16	151	135
DIST# 07 SQUAD: Cleveland	DECALS SENT: 0		
	1	0	0
DIST# 07 SQUAD: Kanawha River	DECALS SENT: 0		
	1	0	0
DIST# 07 SQUAD: Mansfield	DECALS SENT: 10		
	2	15	12
DIST# 07 SQUAD: Pittsburgh	DECALS SENT: 50		
	6	42	42
DIST# 07 SQUAD: Rocky River Sail &	DECALS SENT: 70		
	6	78	67

DIST# 07 SQUAD: South Hills	DECALS SENT: 350			
		8	325	321
DIST# 07 SQUAD: Stark County	DECALS SENT: 80			
		6	73	72
DIST# 07 SQUAD: Ten Mile	DECALS SENT: 10			
		1	8	8
DIST# 07 SQUAD: Vermillion	DECALS SENT: 130			
		4	121	118
** DIST 07 TOTALS		64	1013	953

2016 #	Examiners # tot.	VE	#passed	
TOTALS Akron Sail &	14	203	167	
Berea Sail &	12	180	160	
Mansfield	2	17	12	
N. Coast Ohio Sail &	9	160	138	
Pittsburgh	5	58	55	
South Hills	7	63	63	
Stark County	5	68	66	
Ten Mile	1	26	26	
Vermillion	5	111	103	
2016 Total as of 10/20/16	55	818	790	

Please make sure to enter any outstanding VSC's in database ASAP so you get credit for what you have done. New on the scene are the electronic flares produced by Weems and Plath. This is the only electronic flare that meets U.S. Coast Guard requirements for night time visual distress signal. They can be purchased through the USPS Ship's Store with a discount. I have some fliers about them. Please encourage members of your squadron to become VE's and help us perform this valuable service to our fellow boaters.

We have a very important VSC seminar at the Fall Conference. Objectives:

- Members will understand Paddle Craft Expansion and the Vessel Safety Check. 2016 Annual VE Workshop 35 slide.
- Understand VSC Form ANCS 7012A. Paddle Craft VSC Check.
- Safety Advisories. Be familiar with a number of Safety Advisories.
- Be aware of CH-1 addenda. COMDTINST M16796.8A [VSC Manual]
- Be aware of Liability Insurance for USPS its Districts and Squadrons. 4 December 2008.

This seminar is very important for several reasons.

- Education of the Present Vessel Examiners
- Re-certification of Present Examiners who need to get re-certified.
- Recruit new examiners to help grow the program.
- Discuss points of Emphasis
- Questions?

Cooperative Charting 2016 Fall D7 Co-op Charting Report-effective 09/29/16

Nautical work: temporarily suspended due to government shutdown of CCWeb.
 Geodetic work
 District summary
 Member participation: 10
 Ranked 2nd nationally, 2238.1 points
 Squadron participation: 4 (Akron, Stark County, South Hills, Vermillion)

Respectfully submitted by: D/Lt Joanne Hancock, SN Lt/C Tom Hancock, P

EDUCATION DEPARTMENT P/R/C Barbara Spraggins, SN

The USPS online America's Boating Course®, now available for \$29.95, offers a downloadable manual and an online exam that students may take if their states permits (Ohio does not). In case you have not checked out the online America's Boating Course website here is the link: <http://www.americasboatingcourse.com/>. Also, the ABC course translation into Spanish has been completed.

The USPS Digital Media Library (USPS DML) has made its debut on 1 October 2016. What is the USPS DML? The USPS DML features a new website and mobile app at uspsdml.org hosting the centerpiece of this project – a series of twenty new safe boating videos – plus additional boater education digital media.

What do the DML videos cover? The new videos provide full coverage of ANSI powerboat standards and Practical On-the-Water Training (POTW). Two new videos will premiere each week from early October through late December totaling 20 videos in all, 3-5 minutes each, showing multiple types of boating, diverse boater demographics and a variety of on-the-water venues produced with professional voice-over narration and music and released in American-English and Spanish versions. At our afternoon business meeting our NEO, V/C Craig Fraser, SN will present a program on DML.

For over 20 years, we have been collecting and storing data about how students heard about our courses. We've captured the data from ED26 Boating Course Registration forms and the Boating Class Assistant and HQ800 systems. SEO's please make sure your instructors and Local Board Chairman enter in your student's information. This is the only way your squadron will get credit for teaching the ABC course. D/1st Lt/C Jim Mason, SN, has taken over the duties of the ABC Administrator for D/7.

I would like to thank D/1st/Lt Jim Mason, SN, and all the Squadron SEO's for their dedication and hard work to promote continued education in USPS.

ADMINISTRATIVE DEPARTMENT Lt/C Jim Holcepl, SN

It has been a pretty good summer for boating this year and I hope that everyone has been able to take full advantage of the weather and the events that the great team in the Admin department at District and your own squadrons have been able to put together. The dedication of those that willingly give of their time and talent to making our District one of the best is truly appreciated by all and especially by me!

The Governing Board meeting in Pittsburgh certainly was worth the time to attend to hear about the new marketing initiatives that should help USPS reset and start growing again. Your active, contributing membership is essential to the success of our organization. Please support your squadron activities in membership, education and social events. I have asked the Administrative departments' committee chairpersons to submit reports, if they have something to report. These are included in this seat packet for your perusal.

Boating Activities Report D/Lt Dylan Serrage, SN

Boating activities for District 7 in 2016 included 7 major activities at the District level including the District 7 Cruise at Huron Boat Basin. There are/were 49 events among the individual squadrons within the District inviting attendance by members of any and all squadrons. All events are posted on the District website and can be found under 'Activities' of the 'Main Menu' side bar.

Conference Chair Report P/R/C Liz Glassell, AP

Listed below is a schedule showing District Conference assignments from Spring 2017 through Spring 2018.

Conference dates for Fall 2018 and going forward will be scheduled by the New D/7 Conference Committee made up of members from D/7 Squadrons.

Please check the current Conference Schedule carefully and note the dates for which your Squadron will be responsible. If you have any questions or concerns, please contact me so that we can discuss.

Current District Conference Schedule – Contracts are in place for Akron.

<u>Spring</u>	<u>Fall</u>
2017 Akron	Pittsburgh
2018 Berea	

For the Conferences under the current schedule.

Please remember the following points as you begin to prepare for your Squadron’s scheduled Conference.

- 1) If you are considering contracting with a hotel that has not hosted a Conference previously or that has been recently remodeled, please contact me to make a sight check in order that we may be sure that the number of meeting rooms is sufficient and that they are large enough for our group.
- 2) Remember that it is important to negotiate prices for sleeping rooms, hospitality rooms, meeting rooms, and food. This will greatly affect your Conference Budget and your attendance. Hotels expect you to do this. Don’t throw away an opportunity to save money for your District. If you need help, contact me!!!
- 3) Remember also that you must inform me, the District Commander, and the District Administrative Officer of the costs being discussed for sleeping rooms and hospitality rooms and any changes that you would like to make to normal Conference events prior to signing a contract or presenting your plans and budget to Council and Conference. **Also remember that I must review your contract prior to your signing.**
- 4) Your Preliminary Conference Budget is due to the District Commander, the District Administrative Officer and the District Conference Chair for presentation at the Council Meeting and the Conference prior to the Conference you are hosting.
Your final Conference Budget is due for presentation at the Council Meeting and the Conference following your Conference.
- 5) We will discuss with you your request for the \$500 District Advance.
- 6) Contracts for Akron, Pittsburgh and Berea Power Squadrons have not been approved by me.

If you have any questions concerning your Budget or the events during your Conference, please contact me.

Membership Report P/D/C Brian Logan, SN, D7 Membership Chair

At the end of Sept, D7 Membership was 901, which is 71 fewer than this time last year. Every squadron is down over last year, except for Berea (up 6), North Coast (up 2) and Ten Mile (up 2).

In the last ten years, District 7 has lost more than 500 members. A similar trend can be found in USPS squadrons overall. It is obvious that we cannot continue this trend.

On a National level, USPS is unveiling a new advertising and brand positioning campaign, emphasizing that as a United States Power Squadron member, you are more than a boater. You belong to a **community of confident boaters** who love spending time together on and off the water. I believe this presents an image that will be attractive to many boaters.

Locally, we must focus on recruiting and retention. If you look at **RECRUITING** in the last 12 months (ignoring temporary “trial” members), D7 squadrons have acquired just 41 new, dues paying members - 16 for Akron, 2 for Berea, 2 for Mansfield, 12 for Pittsburgh, 6 for North Coast, 1 for Ten Mile, and 2 for Vermilion. This averages to less than one new member every three months, per squadron.

Worse than that, we have two squadrons whose “newest” member joined in 2007 – ten years ago. One of these squadrons has not taught an ABC class since 2009 – the other since 2013.

Of course, you can always get lucky. Someone may call your squadron “out of the blue” and ask to join. Or, someone may donate thousands of dollars to your squadron, and you can “give away” memberships.

In the meantime, if you believe “the Lord helps those who help themselves,” there are a few things you can do right now.

HOLD AN ABC CLASS – or more than one – and have your own members attend as proctors or lecturers, demonstrating that we are a “**community of confident boaters.**”

OFFER GRADUATES THE “SIX MONTH TRIAL MEMBERSHIP”. While “Trial Members” don’t always join – Akron has had only 28% of our trial members join over the last four years – at least it gives you six months to attract those students to your squadron. Get to know them!

For **RETENTION**, ask yourself: are your members getting their “money’s worth” for their dues? I can’t emphasize that enough. In addition, squadrons must contact members who are up for renewal. The “On Line Dues Report” system, www.usps.org/dues/reports/ will tell you who is up for renewal, and who has paid.

P/D/C Brian Logan, SN,
D7 Membership Chair

SECRETARY DEPARTMENT D/Lt/C Lynda Leque, SN

At the suggestion of the Bridge, it was decided that we go with a new look for the D7 News. You may have noticed that the Norwegian Viking Ship, the Draken, was featured on the cover of the Fall edition. We’re looking for new and interesting features for the Spring cover. If you have an idea, please contact the Secretary’s department.

As we move forward in D7, we are looking at ways to cut overall expenses, yet continue to offer a quality newsletter. To that end, bids for publication and mailing of the D7 News have been entertained. Bids need to include printing approximately 600 copies, collating, stapling, tabbing, adding address labels, and sending the finished product to the Akron Post Office for an address check and mailing. None of the companies being considered will do all of this as efficiently as our current provider, “Print-to-Promote”. Therefore, we are considering asking members to “opt-in” to receive the D7 News via email. This isn’t a simple process, when you consider that many members may not wish to receive it in this manner and, in order to send the remaining copies via Bulk Mail, we need a minimum of 250 pieces to mail. Assistant Secretary Janice and myself, will continue to research the most efficient way to move forward. A final report will be presented to the Council in the Spring of 2017 and be decided before the Spring edition of the D7 News goes out. Continue to watch for updates.

Thank you to Assistant Secretary D/1st/L Janice Vitucci-Ehrman, P; D/1st/Lt James Mason, SN; P/D/Lt/C Irene Rodriguez, SN; and P/D/Lt/C Emogene Eriksson, SN, for their contributions to the Secretary’s Department.

TREASURER’S DEPARTMENT D/Lt/C Thomas Hancock, P

As we approach mid-fiscal year 2016 for District 7, we see our primary source of revenue has decreased by 6.8% from the same period last year. With this decrease our expenses will exceed our revenue for the current fiscal year.

As of September 30, 2016, D7 has a bank account balance of \$27,128.44 and a balance of \$174.03 in our postal permit account.

The D7 share of the Ohio USPS licenses plate for the first half of 2016 is \$93.95. This is a 32% decrease from the first half of 2015. These funds will be distributed to the Ohio squadrons in February 2017.

The request for donations from Life Members by P/V/C Brandenstein has generated \$525.00. Just a reminder, squadron treasurers should have filed Form 990 and TR-1.

**District 7 - USPS 2016-17
Financial Report
For the Six Months Ending September 30, 2016**

Current Year

Description	
Membership Dues	4,605.00
D7 Cruise	310.00
Merchandise	51.91
Conference Rebate	411.94
Donations	495.00
License Plate Income	93.95
Boat Show	514.43
Total Income	6,482.23
Description	
D7 Conference	300.00
Admin Allotment	345.12
Treasurer Allotment	400.00
Governing Board	146.24
Postage & Delivery	310.23
Boat Shows	423.70
Bank Fees	(0.20)
Total Expense	1,925.09
Gain/(Loss)	4,557.14

GENERAL COMMITTEE REPORTS

Auditing Committee P/C Roland Figure, JN, Chair No report

Nominating Committee V/C Craig Fraser, SN, Chair No report

Planning Committee P/R/C Liz Glassell, AP, Chair

New D/7 Conference Committee Starts It's Planning This Weekend

It's D/7 Fall 2016 Conference weekend and the official time for the New D/7 Conference Committee to begin the planning stages of the Fall 2018 and the Spring 2019 Conferences as well as to begin to lay the ground work for major issues including hotel selection and contracts, budgeting, appointing of Committee Chairs within the committee and the planning of all the details necessary for successful conferences.

As a beginning, I thought it would be beneficial to begin my report with a review of the 2016 Final Report of the D/7 Planning Committee which I presented as Planning Committee Chair to the Spring 2016 Conference Meeting.

FINAL REPORT OF THE D/7 PLANNING COMMITTEE TO THE SPRING 2016 CONFERENCE

PLANNING COMMITTEE PROPOSAL TO ESTABLISH A NEW DISTRICT 7 CONFERENCE COMMITTEE

This is the final report of the Planning Committee after a three-year study, presented to you, our members, as INFORMATIONAL ISSUES on the establishment of a New D/7 Conference Committee not to be confused with the motion of the Planning Committee to establish a New D/7 Conference Committee which was presented later in the meeting for your discussion and vote.

Major D/7 Conference Issues:

There are several squadrons who cannot currently host a conference and there are other squadrons who, by the time their Squadron would be scheduled for another Conference, will not be able to sponsor a conference. We are in the middle of a huge emerging problem. Squadrons that currently are scheduled to host a conference through Spring 2018 are still responsible to host these conferences.

Committee Make-up:

By Fall 2018 a District 7 Conference Committee will plan and execute District Conferences. This committee will have a membership that represents District Squadrons fairly. During the period, Spring 2016 – Spring 2018, this committee will be charged with planning the Fall 2018 and Spring 2019 conferences.

Committee Chair and committee members will be appointed yearly by the incoming District Commander. This year they will be appointed by the D/7 Commander immediately after the D/7 Spring 2016 Conference. It is hoped that D/7 members with conference planning or similar experience will show interest to the D/C in this committee.

Committee Duties:

This new committee will be charged with immediately beginning planning of the Fall 2018 & the Spring 2019 Conferences. Negotiations with hotels to become the SINGLE facility for conferences beginning Fall 2018. This is suggested in the effort to save money for the District and for our members.

Other Chairs/ Committee Duties Suggested: Theme, Entertainment, SPONSORS (KEY TO ASSISTING BUDGET), Décor, Speakers, Reservations, Publicity, Printing & Design, 1st Timers, External Guests, Raffles, Technical aside from hotel, etc. Develop Budgets for each Conference to be approved by Council and Conference.

Other Questions to be Discussed

Hospitality Suites –Can be “as is” for now. Squadrons should have choice.

D/C Cocktail Party at Spring Conferences – The Planning Committee suggests a change so all in attendance attend this party to welcome the Chief’s rep. We also suggest that this be made a part of the Ice Breaker at Spring Conferences.

Spring Conference vs Fall Conference:

Spring Conference –The Planning Committee suggests we keep as is except for the above change in the D/C Cocktail Party.

Fall Conference – The Planning Committee suggests one day with a meeting, lunch & dinner. We also suggest that a small block of rooms be made available for those who wish to attend but have a three to four hour travel time each way. Make it fun and educational as well to entice members to attend. We want to continue to promote, “Come to Conference - Come to Learn – Come to See Friends!”

D/7 Planning Committee

P/R/C Elizabeth J. Glassell, AP, Chairman

P/R/C Wayne G. Spraggins, SN

P/D/C Robert A. Ball, SN

P/D/C Lawrence M. Novak, SN

P/Stf/C Garry Schroeder, SN

I also thought it appropriate to review the motion approved at the Spring 2016 Conference Meeting to establish the New D/7 Conference Committee

Motion to Establish New D/7 Conference Committee

- That by Fall of 2018 a District 7 Committee will plan and execute all District Conferences. This committee will have a membership that represents district squadrons fairly.
- That by Fall of 2018 all District Conferences will be held at a single location.
- That by Fall of 2018 Fall Conferences will be a single day event.

- **That the District Commander is hereby directed to, as soon as possible, appoint an ad hoc Conference Committee to complete the planning and other necessary efforts to meet these objectives.**

Meet Our Start-Up Team

Liz Glassell – North Coast Ohio – Chair
 Wayne Spraggins – Berea – Asst.-Chair
 Greg Arnold – Akron
 Lynn Fortman – Mansfield
 Mary Glassco – North Coast Ohio
 Susan Harris – Akron
 Margo Holmes – Akron
 Irene Rodriguez – Stark County
 Barbara Spraggins – Berea
 Don Stark – South Hills

P/R/C Wayne Spraggins, SN and I will be available after the Conference Meeting for your questions.
 P/R/C Liz Glassell, AP

ITEM # 1

Spring Conference Final Report

Below is the balance sheet for the D7 Spring Conference at the McKinley Grand Hotel, Canton, Ohio hosted by Stark County Power Squadron. The weekend was attended by 121 people.

**Stark County Power Squadron
 Spring Conference
 1 - 3 April 2016**

Receipts	Budget	Actual
Weekend Reservations	\$9,200.00	\$10,635.00
Raffle Baskets	\$700.00	\$927.00
Donation	\$0.00	\$10.00
Advance from D7	\$500.00	\$500.00
TOTAL RECEIPTS	<u>\$10,400.00</u>	<u>\$12,072.00</u>
Expenses		
Hotel Charges	\$9,400.00	\$10,961.32
Registration Packet	\$100.00	\$12.26
Decorations	\$200.00	\$186.48
Entertainment	\$200.00	\$200.00
Commander's Reception	\$300.00	\$300.00
Return of Advance to D7	\$200.00	\$200.00
TOTAL EXPENSES	<u>\$10,400.00</u>	<u>\$11,860.06</u>
Gain on Event		<u>\$211.94</u>

ITEM #2

Lake Erie Cruise
Huron Boat Basin
29 – 31 July 2016
Final Report

Receipts

Meal Reservations- 116 (Friday & Saturday Dinner, Sunday Breakfast)	6699.00
Winery Transportation	88.00
50/50 Raffle	162.00
Total Receipts	\$6949.00

Expenses:

Pavilion Rental (Two Days)	100.00
Winery Transportation	200.00
Refreshments	292.91
Table & Chair Rental	36.00
Meals (Friday & Saturday Dinner, Sunday Breakfast)	4896.00
Decorations & Supplies	212.46
Bloody Mary & Margarita Mix	145.94
DC Party Food & Name Tags	212.77
DC Party Food & Paper Products & Printing	440.56
Kayak Transportation	102.36
Total Expenses	\$6639.00
Gain on Event	\$310.00

ITEM #3

The Pittsburgh Boat show will be held over two weekends January 13, 14, 15 and 20, 21 ,22 at the Monroeville Convention Center.

Predicted expenses include:

	\$ 90.70	Shipping for BSVT
	\$200.00	Printing for fliers
	\$ 60.00	Update pictures for booth
Total	\$350.70	
Predicted income	\$300.00	(Each of the 4 participating squadron contributes \$75.00 to defray expenses totaling \$300.00.)
	\$56.57	excess from 2016
Total	\$356.57	

Submitted by D/Lt/C Jane Brandenstein, SN
Chair of Boat Show East

ITEM #4

The Cleveland Boat Show will be held this year at the IX Center from Thursday 1/12/17 through Monday 1/16/17, concluding on Martin Luther King Day as it has in the past few years.

As last year, our Power Squadron booth will have a big draw. We will have the Power Squadron Boating Skills Virtual Trainer, a sophisticated simulator for training in handling a 21-foot outboard boat. The simulator will be shared with Pittsburgh Boat Show which will use it the following weekend. As in the last few years, sign up will be on the internet. Look for the information about how to sign up to work the show in early November.

The simulator will be arriving on 1/6 to give us time to train several members in how to provide attendees with a good experience. We will need one person at the booth at all times who knows how to work the simulator. If you would like to help in this role, please contact Dave Rickard at 440-452-4567 or daverick93@gmail.com.

2017 BOAT SHOW WEST BUDGET

Predicted Expenses

Exhibitor Parking Permits	\$150.00
Electric	170.00
Misc. Office Supplies and Copies	170.00
West Share of BVST Shipping	90.70
Gas	<u>30.00</u>
TOTAL	\$610.70

Predicted Income \$87.25 contributed by each of 7 squadrons \$610.75

Respectfully Submitted,
P/R/C David Rickard, AP

ITEM #5

October 3, 2016

United States Power Squadron – District 7
Commander Eileen Rickard, SN

Dear Commander,

The Akron Sail & Power Squadron respectfully requests a \$500 advance from District 7 for the purpose of planning the District 2017 Spring Conference, to be hosted at the Clarion Hotel in Hudson, OH. ASPS has secured the hotel for this event and submitted our budget for approval.

Thank you in advance for your consideration with this matter.

Sincerely,
Cdr. Greg Arnold, JN
Cc: Lt/C Michael Busta, P
Lt/C Sandy Vielhaber, AP

ITEM #6

2017 District 7 Spring Conference Proposed Budget/ASPS

Income

Registration Fees	2000
Meals	
Lunch - Saturday	1680
Dinner - Saturday	3700
Meal Total	5380
D-7 Advance	500
Raffle	900
Sponsorships	500
Total Income	9280

Expenses

Registration Packets & Printing	300
Decorations	300
Commander's Reception	300
Meals	
Friday Ice Breaker	2000
Lunch	1200
Dinner	3500
	6700
Comped Items	
Rooms	100
Lunch	90
Dinner	140
	Total comped 330

Audio Visual	400
Meeting Rooms Charges	750
Return of D-7 Advance	200
Total Expenses	9280
Surplus (Deficit)	0