

United States Power Squadrons®



DISTRICT SEVEN FALL CONFERENCE SEAT PACKET



3-5 NOVEMBER 2017

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- Item #1 2017 Spring Conference Final Report
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- Item #6 2018 Spring Conference Proposed Budget
- Item #7 Proposed Deed of Grants

Agenda for the Fall Conference Meeting 2017

Call to Order D/C Jane Brandenstein, SN

Invocation D/Lt Robert Winter, SN

Pledge of Allegiance D/Lt/C James Mason, SN

Introductions

Chief's Representative V/C Craig Fraser, SN

P/D/Cs Stf/C Eileen Rickard, SN

Bridge & Guests D/C Jane Brandenstein, SN

Voting Rules & Role of Conference **Cdr. Michael Thal, AP**

Verification of Quorum D/Lt/C Lynda Leque, SN

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

Executive Department D/Lt/C James Hocepl, SN

Education Department D/Lt/C James Mason, SN

Administrative Department D/Lt/C Barbara Spraggins, SN

Secretary's Department D/Lt/C Lynda, Leque, SN

Treasurer's Department D/Lt/C Thomas Hancock, P

Commander D/C Jane Brandenstein, SN

Reports of General Committees

Auditing D/Lt Dylan L. Serrage, SN

Nominating P/D/C Michael A. Siwek, SN

Planning P/D/C Robert A. Ball, SN

Rules D/Lt William R. Bartilson, JN

Education Department Message V/C Craig D. Fraser, SN

Unfinished Business

Committee for Reorganizing Conferences – Stf/C Liz Glassell, AP and P/R/C Wayne Spraggins, SN

New Business If there is no further business to come before the Conference, this meeting is adjourned. We will reconvene at 1900.

Closing Remarks D/C Jane Brandenstein, SN

2017 Fall Conference Meeting Consent Agenda

1. That the agenda be adopted.
2. That the District Commander may alter the agenda as needed to expedite business.
3. That the Conference approve the final report of the 2017 Spring Conference hosted by Akron Sail & Power Squadron. (item #1)
4. That the Conference approve the final report of the 2017 District 7 Summer Rendezvous at Middle Bass Island. (item #2)
5. That the Conference approve the 2018 Boat Show East budget. (item #3)
6. That the Conference approve the 2018 Boat Show West budget. (item #4)
7. That the Conference approve the advancement of \$500.00 to the Holiday Inn South, Independence, Ohio, for the 2018 Fall Conference. (item #5)
8. That the Conference approve the proposed budget for the 2018 Spring Conference hosted by Berea Sail & Power Squadron. (item #6)
9. That the Conference approve the new Deed of Grants for the "John "Jack" C. Hauck, Jr. Advanced Piloting Award" sponsored by North Coast Ohio Sail & Power Squadron. (item #7)
10. That a committee of the following- the District Commander, Executive Officer, and the Administrative Officer have approved the minutes of the Council meeting, 9 October 2017.

D7 COUNCIL MEETING MINUTES, 9 OCTOBER 2017

District Commander Jane Brandenstein, SN, called the meeting to order at 2010 (8:10 pm).

Roll Call was taken. All members of the Council were present except Asst Treasurer Liana Milhalca, SN, Audit Committee Chair Dylan Serrage, SN, Nominating Committee Chair Mike Siwek, SN, Rules Chair William Bartilson, JN, Cdr Jim Philpott, SN (MOV), and Cdr Charles Schury (Ten Mile). Also on the call, but not a member of the Council, was Stf Cdr Liz Glassell, District Conference Chair.

The Secretary 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. Motion passed.

Executive Officer's Report D/Lt/C Jim Holcepl, SN, reported that VSCs were slightly above last year's count. He stated that he will not be in attendance at the Fall Conference.

Educational Officer's Report D/Lt/C Jim Mason, SN, reported that the D7 Fall Conference award winners have been selected.

Administrative Officer's Report P/R/C Barb Spraggins, SN, asked that Youth Posters be in her hands by Friday of the Conference. She sent invitations for all squadron Admin & Exec officers to attend the Saturday morning meeting of Conference, with only one response. Fifty Year member awards were announced: Richard Kemp (ASPS), Vincent Mallen (Cleveland), James Christman (NCO), Dave Bialorucki (Vermilion), and Tom Etwiler (Mansfield).

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Secretary's Report Members of the Council were reminded of the 15 October deadline for the seat packet. Commanders were reminded that number of delegates for each squadron had been sent out & delegate names need to be submitted by 20 October.

Treasurer's Report D/Lt/C Tom Hancock, P, urged those who attended the Governing Board in Dallas to submit their expenses.

General Committee Reports

Planning Committee Chair, PDC Bob Ball, SN, stated that there would be a meeting of the committee at the Conference.

Audit, Nominating, and Rules Chairs had no reports.

Unfinished Business- none

New Business- Update on Conference registration-slowly coming in/hotel deadline is past, rates are now higher. ASPS Cdr Lynne reported that P/C Martin Beech recently had a stroke and is at home with extensive therapy. Lynne also asked if Chapman Award winners are notified before the Conference. DEO Jim stated that it is taken care of.

Commander's Report D/C Jane reported on the Saturday morning meetings: Squadron Cdrs will meet with Jane & EXOs and Admins will meet with Barb Spraggins. Jane explained that area monitors for merit marks do not total up the submissions to qualify. District Merit marks should be sent to Asst Secretary Janice Vitucci-Ehrman no later than 6 November. National deadline is 15 November.

Squadron Commander Reports

ASPS- Cdr Lynn Jones, SN, mentioned their Education Recognition dinner to be held in November and their Holiday Party to be held 30 December at the Hoffbrau House in Cleveland.

Berea- Cdr Kathy Barber, SN, reported on their November theatre outing to "Anything Goes" and Holiday party at Baldwin-Wallace.

Cleveland- Cdr Mike Thal, P, mentioned that Cleveland is working with Berea on canoe/kayak materials.

Kanawha- Cdr Maureen Burdette, AP, stated that there would be a gathering in December.

Mansfield- Cdr Lynn Fortman, AP, reported on their Fundraiser at Applebee's, Halloween Party, and Christmas Party at Schroeder's on 3 December. They currently have 7 taking Sail, 4 Nav, and 3 ABC students.

NCO- Cdr Elliott Manke, JN, stated that he & Dave Rickard attended a LEMKA dinner. There will be a Family Pumpkin Carving event 21 October and an upcoming pasta dinner.

Pittsburgh- Cdr Carolyn Figure, S, stated that a P course will start 17 Oct, JN is in progress, and ABC will be held in the Spring.

South Hills- D/C Jane reported that since their dissolution, all members have become cyber or members of an active squadron. They are working with the state of PA on incorporation papers and final steps should happen at the Annual Meeting in February.

SCPS- Cdr Kathy Russell reported that there will be Geodetic Marker day/dinner 11 November. The Holiday Party will be 2 December.

Vermilion- Cdr Paul Hammel, S, mentioned a recent soup night at Romps Marina, a reverse raffle in November, and a Christmas party in December. P/C Pat Verlotti is fighting cancer & recently went on oxygen.

Adjournment: The meeting was adjourned at 2042 (8:42 pm).

Respectfully submitted, D/Lt/C Lynda Leque, SN -2-

Approved by:

D/C Jane Brandenstein, SN date: 10-18-17 D/Lt/C Jim Holcepl, SN date: 10-18-17

P/R/C Barbara Spraggins, SN date: 10-19-17

COMMANDER'S DEPARTMENT District Commander Jane Brandenstein, SN

It seems like a long time since we have gathered as a full District and I am glad so many of you have made the trip to my town of Pittsburgh. The nice part about presenting your report last is that many before me have covered items I have in this report. Forgive me if I repeat.

Last spring, P/D/C H. Eileen Rickard, SN passed the baton (or tiara) on to me along with the responsibility of making sure District Seven continues to operate at the same high level of performance. This is quite a challenge, but I feel we are all up to it.

The Conference hosted by Akron Sail and Power Squadron was such a combination of learning and fun. Thanks to all of the Akron folks!

We started the summer activities with the Memorial Day Services on the USS Cod in Cleveland. The weather was perfect, though a bit windy for those of us on the Cod. We were well represented at this event by members of Akron, Berea, Cleveland, Pittsburgh, North Coast Ohio, and Vermilion squadrons. Thanks to all who participated in the event.

The cruise to Middle Bass Island with the Mardi Gras theme was certainly a great event. Between Stf/C Liz Glassell, AP and Mother Nature, the event was not one for the faint of heart. For us aboard the Green Flash, it marked the 3rd and successful attempt to get to MBI. We covered many miles, used the GPS, charts, BoatUS Towing Service, and the marina in Sandusky, but we did get the Commander's vessel to the cruise. Thanks to all who provided the great weekend of fun, games, and friends. Boating is what we are about and we all used many skills to arrive safely. Many came by ferry, other's boats, and car, but we had a great weekend.

The USPS Governing Board meeting in Dallas was a most informative event. If you have not attended a National meeting, you should consider doing so. Thanks to P/R/C Barb Spraggins, SN for attending the Cdr/XO meeting with me. This is where we learned about the Merit Mark information and about the voting on the District 15 Resolution. This is an attempt to decrease the pressure on our struggling squadrons and keep them on board and help them become viable again. This motion was defeated, as suggested, and passed on to the Rules Committee for further action. Another change was to decrease the number of attendees required to form a quorum for voting. Due to recent decreases in attendance at meetings, there was concern about having a quorum for voting. There was also a vote to allow Districts to function without a Council if desired. District Seven still utilizes the Council at this time. Our Cowboy themed hospitality room received many positive comments including "of course you were a tad rowdy, per security" from V/C Mary Paige Abbott, SN in her note. There were airline employees down the hall with an early flight next day. Due to the limited folks attending, we invited D/11 Cdr Linda Petrilla and husband to join us. We will work together also for the Annual Meeting in Orlando in February when Ohioan V/C Gary Cheney, SN becomes Chief Commander. Plan to attend this meeting in Orlando 18-25 February 2018.



I am sure you have seen the new USPS logo

There was a lot of excitement about this new focus to bring more attention to our organization.

We will always be United States Power Squadrons, but America's Boating Club does tell what we do and who we are. I am hoping you attended the seminar this morning about using this logo and will implement it ASAP. There has been a lot of work done on the USPS website. At times, this is frustrating when you are looking for information, but the result is fantastic. We now have a new site to attract non-members, it is [Beyond Boating.org](http://BeyondBoating.org) and uses the 'welcome to the neighborhood' theme. Check it out.

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On a sad note, we have been working with Cdr Thomas McFate, AP to assist with the dissolution of South Hills Power Squadron. All previous SHPS members have transferred to cyber or other squadrons. They are working through the legal portion and hope to complete the process very soon. We are sad to lose these long-time friends, but are pleased with the number who have transferred to stay on board.

At this meeting, we will hear a report from the Ad Hoc District Conference Committee chaired by Stf/C Liz Glassell, AP and P/R/C Wayne Spraggins, SN. They and their committee have been working very hard to develop guidelines for how conferences are delivered utilizing a District Committee rather than Squadron Committees. Their work is progressing, but not complete. Please volunteer to assist them if you are asked.

As we are all busy with haul out, winterizing and such, our Commanders are also working on Merit Marks. These reports are due no later than 15 November to P/C/C Ted Smith, SN our area monitor. Don't leave anyone out who could qualify for this reward.

A special 'Thank you' to D7's own V/C Craig D. Fraser, SN or the lesser ¼ of D/1st/Lt Liana Mihalca, SN for volunteering to deliver the Chief Commander's message and represent the Education Department at this Fall Conference. These two wear many hats, I'm not sure how they know which they are wearing at any given moment. Thanks to both of you for joining us this weekend and bringing information from our National leadership.

This is the weekend for Awards. We have many to present. I hope your squadron is taking one home. Please learn what others are doing to be successful in the many categories and share your successes. In order to win an award, you must first perform and secondly report what you have done. Congratulations to all performers and reporters. Let's keep up the great work.

I would like to offer District Seven Congratulations to Vermillion Sail and Power Squadron member P/C Richard Barczyk, SN on his new role as Commodore of the Great Lakes Cruising Club. Congrats Rich, wear your new hat proudly.

Finally, I am proud to serve this District as Commander, but I cannot do it alone. I really appreciate the contributions of the Bridge and members that constitute our Committees. Thanks to all for everything you do for United States Power Squadrons and the boating community.

D/C Jane S. Brandenstein, SN

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

Squadrons are invited to participate in the 2017 Educational Fund Honor Roll.

The Honor Roll year is from 1 December of the year preceding the award to 30 November of the year of the award. The goal is for a squadron to make a voluntary contribution to the EdFund Honor Roll program in the amount of one dollar (or more) per active member. There is no requirement that each and every squadron member shall have contributed a dollar; just that the total from the squadron equals the necessary amount.

The active member count used throughout the Honor Roll year will be the active member count at the beginning of the EdFund fiscal year, that is, 01 December.

The following table shows the active member count of each D7 squadron as of 01 December 2016. The data was extracted from the District and Squadron Membership Report for 30 November 2016.

The only squadron who has sent in their money for 2017 is Cleveland.

DISTRICT 7 TOTAL SQUADRON ACTIVE

Akron	204	N. Coast Ohio	95
Berea	128	Pittsburgh	74
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Cleveland	41	South Hills	27
Kanawha	24	Stark County	59
Mansfield	96	Ten Mile	27
Mid-Ohio	16	Vermilion	55

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

I usually take this opportunity to remind our members to prepare their vessels for the end of the boating season. This year has been a disastrous “end of the year”. I caution boaters and property investors to exercise extreme caution if considering purchases in the southern portion of the country.

It is most important that you acquire coverage for every aspect of ownership and liability- comprehensive, uninsured, underinsured, umbrella. Recently, an owner anticipated that the hurricane would cause substantial damage to his home and sailboat. He re-located his sailboat to a safe location thinking that the damage to his residence would be reduced. However, a neighbor’s powerboat broke loose and severely damaged his residence. What if the neighbor had no coverage that would extend to his property? Consult your agent and anticipate every aspect of liability.

D7 District Commander’s Challenge – Fall 2017 P/D/C Brian Logan, SN

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 report summarizes the Commander’s Challenge this year, from 1 Jan through 1 Oct. 2017.

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), Vermilion (2015), and Berea (2016).

Details of the award and criteria can be found on the D7 Website.

This report was generated Oct 5. 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.

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

Category 1. Membership

Akron, Berea, Kanawha, Mid-Ohio, North Coast, and Pittsburgh had membership equal to or greater than 1 Jan of this year.

Be aware that Membership numbers can drop considerably by Dec 31, as non-renewals can occur throughout the year. There are currently 70 “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

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Ten Mile is to be commended for teaching 61 students, approximately two-and a half times the number of students as their membership of 25. **North Coast, and Berea** have also surpassed last years’ ABC Class registrations.

Note that there are **four squadrons that did not teach an ABC class** so far in 2017 – some who haven’t taught ABC in five years.

Category 3. Member Education, both Advanced and Elective grades

These statistics should increase by Dec 31, since Fall Classes are not yet completed. There have not been many course completions in the spring of 2017.

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 Oct 2016 to 1 Oct 2017.** 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, Kanawha, Mansfield, Mid-Ohio, North Coast, and Stark County.

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, Akron, Mansfield, Pittsburgh, Stark, Ten Mile, and Vermilion have exceeded last year’s VSC’s. Unfortunately, VSC’s have fallen from a high of nearly 1600 in 2010 to under 1000 so far this year.

Category 6. Cooperative Charting

Co-op Charting results have been reported only through May 15, 2017. Stark County Power Squadron continues to lead D-7 in Co-op Charting.

Respectfully Submitted,

P/D/C Brian Logan, SN

District Commander’s Challenge Chair

Ranking, Fall 2017			
rank	points		
1	26	Ten Mile	
2	22	Akron	
2	22	North Coast	
4	18	Berea	
5	16	Pittsburgh	
6	13	Kanawha River	
7	12	Mansfield	
7	12	Stark County	
9	11	Mid-Ohio	
10	6	Vermilion	
11	5	Cleveland	
12	0	South Hills	

**District 7 Commander's Challenge
Fall 2017**

Total Active Membership Goal # 1					Boating Class Students Goal # 2				Educational Program Graduates Goal #3			Educational Program Graduates Goal #3			Member Retention (12 months) Goal #4			
Squadron	12/31/2016	10/1/2017	%	Pts.	12/31/2016	10/1/2017	%	Pts.	#####	10/1/2017	Pts.	#####	10/1/2017	Pts.	2016	12 mo	Ret.	Pts.
	Total	Total	Goal		ABC	ABC	Goal		AG	AG		EL	EL		Paid Mbr	Non renewal	%	
Akron	216	252	117%	10	51	43	84%	0	27	8		19	2		216	19	91%	6
Berea	124	127	102%	8	34	47	138%	10	5	6		7	7		107	17	84%	0
Cleveland	41	36	88%	0	0	0	0%	0	0	0		0	0		41	5	88%	5
Kanawha River	24	24	100%	5	0	0	0%	0	0	0		0	0		24	1	96%	8
Mansfield	97	89	92%	0	7	4	57%	0	14	6		0	0		97	9	91%	6
Mid Ohio Valley	15	15	100%	5	0	0	0%	0	1	0		1	0		15	1	93%	6
North Coast	96	97	101%	6	20	65	325%	10	7	3		1	1		96	7	93%	6
Pittsburgh	73	76	104%	10	26	18	69%	0	4	5		1	3		73	17	77%	0
South Hills	27	0	0%	0	0	0	0%	0	0	0		0	0		0	0		
Stark County	59	54	92%	0	6	0	0%	0	0	0		0	0		59	5	92%	6
Ten Mile	27	25	93%	0	26	61	235%	15	0	0		0	0		27	3	89%	5
Vermilion	56	51	91%	0	10	7	70%	0	2	4		0	6		56	11	80%	0
D7	855	846	99%		180	245	136%	35	60	32		29	19		811	95	90%	48

Vessel Safety Checks Goal # 5					Coop Charting Goal # 6				Tot. Overall		Ranking, Fall 2017		
Squadron	12/31/2016	10/1/2017	%	Pts.	12/31/2016	10/1/2017	%	Pts.	Tot. Pts.	Overall Rank	rank	points	
	VSC	VSC	Goal		Credits	Credits	Goal						
Akron	208	277	133%	6	68		0%	0	22	2	1	26	Ten Mile
Berea	180	141	78%	0	3.6		>110%	0	18	4	2	22	Akron
Cleveland	0	6	0%	0	0		0%	0	5	11	2	22	North Coast
Kanawha River	0	0	0%	0	0		0%	0	13	6	4	18	Berea
Mansfield	17	19	112%	6	0		0%	0	12	7	5	16	Pittsburgh
Mid Ohio Valley	0	0	0%	0	0		0%	0	11	9	6	13	Kanawha River
North Coast	163	150	92%	0	6		>110%	0	22	2	7	12	Mansfield
Pittsburgh	58	73	126%	6	0		0%	0	16	5	7	12	Stark County
South Hills	63	0	0%	0	3.6		>110%	0	0	12	9	11	Mid Ohio
Stark County	68	102	150%	6	5158.1	1302	25%	0	12	7	10	6	Vermilion
Ten Mile	26	39	150%	6	0		0%	0	26	1	11	5	Cleveland
Vermilion	111	122	110%	6	25.8		>110%	0	6	10	12	0	South Hills
D7	894	929	89%	34	5265.1	1302	25%	21	163				

EXECUTIVE DEPARTMENT D/Lt James Holcepl, SN

I am sorry that I could not be at this conference. Julie and I made prior plans to go on a cruise to Cuba before I was aware of the dates for this meeting. We wish you all a fun and informative weekend.

I greatly appreciate the opportunity to be the District's Executive Officer this past year! The various volunteers within this department have all done everything they could to keep "America's Boating Club" in front of the boating public. 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! THANK YOU!

Boat Show West (Cleveland) Cdr Elliott Manke, SN & P/R/C Dave Rickard, AP

The Cleveland Boat Show will be held this year at the IX Center from Thursday 1/18/18 through Sunday 1/21/18.

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 the Pittsburgh Boat Show at the Convention Center the following weekend. As in the last few years, sign-up for the Cleveland show 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 1/12/18 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.

Boat Show East (Pittsburgh)

The dates for the 2018 Pittsburgh Boat Show are 13-15 January and 20-22 January. Dates for the Outdoor Show are January 26-28. In 2017, we participated in both shows utilizing Fox Chapel Marine space for the BSVT and sharing with the Cleveland group. In 2018, the Cleveland show is the middle of the Pittsburgh dates. Due to the training time required, it is not feasible to have the BSVT at the Pittsburgh Boat Show, that we normally attend. It will be transported to Pittsburgh after the Cleveland Show to be used at the Outdoors show the following week. Due to the dissolution of the South Hills Power Squadron, there will be only 3 squadrons contributing funds and fewer people to staff the show. We will be working around these issues as we near the event.

VSC Report P/Stf/Cdr Garry Schroeder, SN (see Addendum A., p17)

Cooperative Charting/Geodetic Marker Report D/Lt Joanne Hancock, SN & D/Lt/C Tom Hancock, P

Effective 10/10/17

Nautical work: no participation

Geodetic work (effective May 15, 2017)

District summary:

Member participation: 4

Ranked 2nd Nationally, 1302 points

Squadron participation: 1 (Stark County)

EDUCATION DEPARTMENT D/Lt/C James Mason, SN

As your new DEO, I hope to be able to maintain the excellent tradition of all the previous DEOs including your most

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recent DEO: D/Lt/C Barbara Spraggins, SN. Thank you, Barb, for putting up with all the questions that this poor little lost sheep had over the past 6 months. I am sure there will be many more to come.

When I joined many years ago to the, back then, Rocky River PS, which Twila Hauck talked me into kicking and screaming, I volunteered that same year to be a teaching assistant in a Public Boating Course being taught by the late great Jack Hauck. I have enjoyed every day of my teaching experience ever since. Now I specialize in "JN" and "N" classes and assisting when I can in the ABC courses. As a side note: That Public Boating Course I took over 25 years ago took 16 weeks to complete. Times have changed.

This little tale was told because I wanted to make sure everyone understands how much I am dedicated to maximizing the teaching experience of all the students, in whatever course or seminar they take. You might say Jack Hauck just pounded that requirement into each one his new instructors.

Some Updates:

Remember the old educational course completion stickers that were placed on the Membership Certificates? That practice has been discontinued. The new Certificates for class completion can now be accessed by the SEOs, Squadron Commander and the students on-line. One good idea I heard was to print out these certificates as members complete a course and hand them out at events in front of the squadron membership showing recognition of accomplishments. Contact me and I can direct you to the proper Website Location.

P/D/C Eileen Rickard, SN will be presenting an AIS (Automated Identification Systems) Seminar. This new system gives detailed information about the vessels in your area, including speed, course, closest point of approach with alarms.

Under the leadership of our NEO V/C Craig Fraser, SN, our National Education Department Website has been given a new face lift since the last D7 Conference. It is a lot easier to find the information you are looking for. I invite everyone to take a moment to explore the site.

We do not want to forget about one of greatest resources the "USPS Digital Media Library" (USPS DML), which made its debut last year on 1 October 2016. It has a wealth of information and is continually being added to.

SEO's must make sure that your instructors and local Board Chairman enter your student's information into the HQ800 system. Capturing the information off the ED26 Boating Course Registration Forms is the only way your squadron will get credit for teaching the ABC Course.

Squadron SEOs should be reminded of the Nonmember Course and Seminar Completion Fees. National will charge the squadron \$10 seminar completion and \$20 advanced/elective course passed exam fees for non-members. This fee is to help offset the time it takes to evaluate exams and database the names for future reference. This fee is on top of whatever the squadron chose to charge the student for books and classroom facilities.

I cannot wait to see everyone at the D7 Conference in Pittsburgh, especially all my SEOs. Looking forward to working with every one of you over the next 3 years.

ADMINISTRATIVE DEPARTMENT P/R/C Barbara Spraggins, SN

USPS is again sponsoring a Youth Poster Contest and I am happy to say we some very good posters submitted. Voting is still open until the end of this meeting. Ballots and the posters are displayed at this Conference. This year's theme is "All Boaters are Welcome to the Neighborhood!". The age groups are 6-8, 9-11, & 12-14. Please cast your ballots for one poster in each of the age groups mentioned above.

D/7 will again be having a photo contest. I know all of you have been taking pictures of your summer activities. Pick out your best pictures and submit them for our D/7 photo contest. P/D/Lt/C Irene Rodrigues, SN will be sending out all the rules for the contest.

1. National Membership Committee (MEMCOM): Focus is on the individual member; anything regarding recruiting or retaining a member; involving members through boating or civic or social activities; and supporting a member through offering unique member benefits and recognition is found here. Membership retention is key.
2. National Squadron Development Committee: Focus is on the squadron and district organizations, whether

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developing a brand-new squadron, offering leadership or operations training, assisting squadrons and districts recruit volunteers, as well as nurturing existing squadrons. Programs are developed, presented, and revamped with squadron growth in mind.

- Berea Sail and Power Squadron will be hosting our next D/7 Conference, April 6-8, 2018 at the Crown Plaza Hotel in Independence. Please mark these dates on your calendar, I am sure it will be a fun filled weekend.
- If any Squadron is interested in sponsoring a Sea Scout Ship Please contact P/R/C Sam Insalaco, SN for additional information.
- Stf/C Liz Glassell, AP did a fantastic job of giving the members of D/7 a cruise to Middle Bass Island that none of us will forget, we had sunny skies, rain and wind storms, and great fellowship.
- Please send all your Squadron Activities to P/C Dylan Serrage, SN so he will be able to publicize your squadron's activities.
- All squadrons should be putting on an Operations Training Program for your Bridge and any new members who wish to learn more about USPS. Contact P/C Susan Harris, S.

Our Member Benefits Chairman P/C Larry Spraggins, AP, gives the following report on Member Benefits:

USPS is always trying to provide added value to your membership in USPS. There are many benefits available to you from various companies. For example, Office Max offers substantial discounts on copies and other business services as well as computer equipment.

If you are planning to attend the Annual Meeting in February, keep in mind the following benefits which can help you save money.

- If you need to rent a car for your ground transportation, keep in mind the Avis and Budget Rental Cars offer a 20% discount.
- Many hotel chains also offer our members a discount on stays
- If you are traveling by camper, there are discounts on camp sites. You can check them out by going to the Highway Mariner's Website.

Conference Committee Report Stf/C Liz Glassell, AP, Chair & P/R/C Wayne Spraggins, SN, Assistant Chair
The last District Conference sponsored by a D/7 Squadron will be presented in Spring 2018. The D/7 Conference Committee will begin Conference planning and presentation for Fall 2018.

Berea Sail and Power Squadron will be our host in the Spring and have presented their budget and plans for the conference at the Fall Conference sponsored by Pittsburgh Power Squadron.

2018 & 2019 Conferences:

- 2-4 November 2018 - The Holiday Inn Cleveland South - Independence, OH – Room Rates (Single or Double) \$95.00 plus state & local taxes per night
- 5-7 April 2019 – The Holiday Inn Cleveland South – Independence, OH – Room Rates (Single or Double) \$97.00 plus state & local taxes per night
- 1-3 November 2019 - The Holiday Inn Cleveland South – Independence, OH – Room Rates (Single or Double) \$97.00 plus state & local taxes per night

Hospitality Rooms:

Five Hospitality Rooms are available and may be rented by a single squadron or shared by several squadrons. Squadrons may offer food and beverages and invite guest squadrons or just use the room for their members. The choice is yours.

- Fall 2018 - \$100.00 per night
- Spring 2019 - \$125 per night
- Fall 2019 - \$125 per night

The budget and event plans plus reservation information for the Fall 2018 Conference will be presented at the Spring
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2018 Conference. We are speaking with the hotel for a creative and budget friendly food menu and will present this in the Spring as well. We hope to offer great and knowledgeable speakers and programs. A raffle will continue to be a part of our plans. We will no longer charge a Conference Registration Fee. Stay tuned for more Conference information!

Membership Report P/D/C Brian Logan, SN, D7 Membership Chair **MEMBERSHIP THAT IS “BEYOND BOATING”!**

At the end of September 2017, D7 Membership was 846, which is 55 fewer than this time last year. Every squadron is down compared to last year, except for Akron (up 13), North Coast (up 2) and Pittsburgh (up 3).

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 “brand positioning” campaign, emphasizing that United States Power Squadron membership is “**Beyond Boating.**” We are a **community of confident boaters** who love spending time together on and off the water. I believe this presents an image that identifies our members and the boaters we want to attract.

However, I don't believe this is going to magically increase membership. **Rather than "say" that we offer membership that is Beyond Boating, we need to DELIVER IT!**

You may remember the Yugo automobile, sold in the US in the late eighties. The Advertising agency Lambert/Dale and Bernard was praised for their catchy advertising, but it couldn't convince customers that the least expensive car in America was a good value. Instead, based on its performance, the car became the butt of many jokes (Question: What comes with every Yugo Owner's Manual? Answer: The bus schedule.).

When a new member asks me what they get for their \$100 dues, I don't tell them they get a membership that is "Beyond Boating". I tell them that for 2017, Akron offers eight advanced classes, four ABC courses, three workshops, six paddle smart seminars, eight on-the-water activities or rendezvous, and nearly twenty social activities and meetings with a specific program. **What do YOUR members get for their dues?**

Use your ABC Classes to Recruit

On a different note, D7 squadrons taught more ABC classes and 65 more students (36% increase) over last year. ABC should be a source of new members, giving new boaters a sample of the knowledge and confidence that comes from being a USPS member.

North Coast (65 students), Ten Mile (61), Berea (47), and Akron (43) should all be commended. I want to single-out **Ten Mile**, a squadron of 25 members, for teaching 2-1/2 times as many students as it has members.

Hopefully, you can "convert" some of these students to members – if not now, then in the future. I keep email addresses for every ABC student we've had since 2006 – more than 250 names. By sending them information on upcoming events, we've gotten new members, and non-members attending meetings, seminars, and classes.

Now is the time to plan your squadron's 2018 schedule. In addition to ABC classes, schedule advanced and elective courses and seminars. Try to schedule an interesting program at your meetings – some people don't think that listening to the minutes, or hearing the safety report, are exciting enough reasons to leave home.

DELIVER MEMBERSHIP THAT IS "BEYOND BOATING"!

SECRETARY'S DEPARTMENT D/Lt/C Lynda Leque, SN

Secretaries, I urge you to continue the great work you do in keeping accurate records of your squadron's meetings and events. Following your upcoming Changes of Watch, be sure to submit your Historian's Reports to National. Look for information in the Secretary's Dept/Heritage & Protocol on the National Website. Use DB2000 to submit your reports.

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Webmaster Members are encouraged to go to the innovative new USPS website, <https://beyondboating.org/>. Contact our D7 webmaster P/D/Lt/C Irene Rodriguez with pictures of squadron and District events to post on the District 7 website. Look for information on upcoming events, the D7 News, and National links on this site.

Follow up to D7 cover story: Tracy Lynn Martin was featured on the latest cover of the D7 News. The following is an update on her goal, posted 15 October 2017:

"I DID IT!! March 9th to October 15th, I kayaked 3,019 miles

I Am The First Person To Circumnavigate the 3 Largest Lakes in North America in the same calendar year!!!

I will be going down the Saint Clair River and will be heading to Lake Erie... I will then paddle the South shore of Lake Erie and head towards Niagara Falls! WINTER IS COMING ... I don't know how far I will get.

I realistically doubt that I will get both of the smaller lakes circumnavigated ... but that's ok. The bottom line is that I'm not going to give up until Winter forces me off the water!! I won't quit just because my goal seems impossible to attain! WINTER IS COMING and I'M GOING FOR MY DREAM TO THE VERY END!"

Many Kudos to Tracy Lynn Martin, a real-life boating "hero"!

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

As we approach mid-fiscal year 2017 for District 7, we see our primary source of revenue has decreased by 7.0% from the same period last year. With this decrease, our expenses will exceed our revenues for the current fiscal year.

As of September 30, 2017, D7 has a bank account balance of \$26,582.01 and a balance of \$100.05 in our postal permit account.

The D7 share of the Ohio USPS license plates for the first half of 2017 is \$112.79. This is a 20% increase from the first half of 2016. These funds will be distributed to the Ohio Squadrons in February 2018.

Just a reminder, squadron treasurers should have filed Form 990 and TR-1.

A copy of the first half financial report can be found in the Attachment section of this document.

District 7 - USPS 2017-18 - Financial Report For the Six Months Ending September 30, 2017

Current Year

Description

Membership Dues	4,282.50
D7 Cruise	193.20
License Plate Income	112.78
Total Income	4,588.48

Description

D7 Conference	500.00
Postage & Delivery	85.68
Supplies	54.42
Website	44.00
Misc/Minnow salvage	32.28
Total Expense	716.38
Gain/(Loss)	3,872.10

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GENERAL COMMITTEE REPORTS

Auditing Committee D/Lt Dylan L. Serrage, SN, Chairman

Nominating Committee P/D/C Michael A. Siwek, SN, Chairman

Planning Committee P/D/C Robert A. Ball, SN, Chairman

Seat packet Compiled by D/Lt/C Lynda Leque, SN

CONSENT AGENDA ITEMS #1-7

Item #1

**Akron Sail and Power Squadron
Spring Conference
24 – 26 March 2017**

	<u>Budget</u>	<u>Actual</u>
<u>Receipts</u>		
Weekend Reservations	\$ 7,380.00	\$ 6,906.00
Raffle Proceeds Net of Expenses	900.00	944.01
D-7 Advance	500.00	500.00
Sponsorships	500.00	0.00
Total Income	<u>\$ 9,280.00</u>	<u>\$ 8,350.01</u>

<u>Expenses</u>		
Hotel Charges	\$ 7,780.00	\$ 6,647.31
Registration Packets & Printing	300.00	251.36
Decorations	300.00	52.32
Commander's Reception	300.00	105.88
Audio Visual	400.00	0.00
Return of Advance to D-7	200.00	500.00
	<u>\$ 9,280.00</u>	<u>\$ 7,556.87</u>
Net Income		<u>\$ 793.14</u>

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Item #2

D/7 Cruise 2017
Middle Bass Island
Final Budget

Final Expenses	
Meal Package – JF Walleye’s \$75 x 95 (guarantee)	\$7125.00
MBI Pavilion Rental (2) days	\$45.00
Donation MBIYC (Use of tents & tables) – (2) nights	\$150.00
Friday Night Mardi Gras Party	\$170.18
Paper Products (Glasses – Plates – Utensils –Tablecloths)	\$116.43
Beads -Décor	\$70.00
Name Tags & Packets	\$83.77
Publicity	\$83.76
Ferry Transportation (Cruise Supplies & Car for Island Transportation	\$64.00
Cruise Flags	\$40.00
D/C Cocktail Party	\$290.75

Shamrock Companies – Cruise T Shirts	\$341.91
Total	\$8580.80
Final Income	
Meal Package – JF Walleyes \$90 x 93 + \$30 (Partial Payment)	\$8400.00
T-Shirt Sales	\$296.00
Duckie Race	\$78.00
Total	\$8774.00
Donation to D/7	\$193.20

Item #3

Boat Show East proposed 2018 Budget

The dates for the Pittsburgh Boat Show are 13-15 January and 20-22 January. Dates for the Outdoors Show are January 26-28. In 2017 We participated in both shows utilizing Fox Chapel Marine space for the BSVT and sharing the with the Cleveland group. The Cleveland show is the middle of the Pittsburgh dates. Because of the training time required it is not feasible to have the BSVT at the Pittsburgh Boat Show. It will be transported to Pittsburgh after the Cleveland Show. Due to the dissolution of the South Hills Power Squadron, there will be only 3 squadrons contributing funds and fewer people to staff the show. We will be working around these issues as we near the event.

Income

\$75.00 from 3 squadrons, New Castle, Pittsburgh and Ten Mile
 \$225.00 Total Income

Expenses

Printing -	\$135.00	
BSVT transport	\$ 90.00	
Total	\$225.00	-14-

Item #4

2018 BOAT SHOW WEST BUDGET

Predicted Expenses

Exhibitor Parking Permits(6@\$40)	\$240.00
Electric	150.00
Misc. Office Supplies and Copies	70.00
West Share of BVST Shipping	90.00
Set/Gas	<u>50.00</u>
TOTAL	\$600.00

Predicted Income

\$85.72 contributed by each of 7 squadrons	\$600.04
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Respectfully Submitted,
 Cdr Elliott Manke, SN
 P/R/C Dave Rickard, AP

Item #5

From: Liz Glassell

Dated: 18 September 2017

Subject: Approval of Holiday Inn Invoice for Advance Deposit Down Payment for 2018 Fall Conference

Fall Conference 11/2-11/4, 2018

\$500 Advance Deposit

Item #6

USPS District 7
Spring Conference Budget
April 6 - 8, 2018

Budget is based on 75 people attending some or all of the conference. Income

Advance from Berea		\$500.00	
Registration Fee (One-time fee of \$10 for conference exepnses)	Est. 75	\$750.00	
Silent Auction Revenue		\$1,500.00	
Friday Night Ice Breaker / "Meet & Greet" with Buffet	Est. 75	\$750.00	
Saturday Lunch	Est. 75	\$1,650.00	
Saturday Dinner	Est. 75	\$3,270.00	
		<hr/>	
		\$8,420.00	\$8,420.00

Expenses

Room charge for sessions		Included	
AV Equipment		Included	-15-
Friday Night Buffet	Est. 75	\$1,186.00	
Entertainment		\$500.00	
Bartender - Friday & Saturday		\$100.00	
Saturday Lunch	Est. 75	\$1,650.00	
Saturday Dinner	(75 people)	\$3,670.00	
Printing		\$150.00	
Name Tags		\$100.00	
National guest dinners (2)		\$134.00	
Keynote Speaker Lunch		\$30.00	
Decorations /Centerpieces		\$250.00	
Mailing for invitations		\$150.00	
Reimbursement to Berea for Advance		\$500.00	
		<hr/>	
		\$8,420.00	\$8,420.00

Note: Cash bar at Friday and Saturday Evening Events

Item #7

John (Jack) C. Hauck, Jr. Advanced Piloting Award Deed of Grant
NORTH COAST OHIO SAIL & POWER SQUADRON
A UNIT OF
UNITED STATES POWER SQUADRONS

DEED OF GRANT

This Instrument Witnesses:

That the North Coast Ohio Sail & Power Squadron, the Grantor herein, donates "The John (Jack) C. Hauck, Jr. Advanced Piloting Award" and by THESE PRESENTS does GIVE AND GRANT unto the Commander of District 7 of the United States Power Squadrons, and to his successors in office, the aforesaid Award.

IN TRUST HOWEVER for the purpose of promoting the Advanced Piloting Program and its contribution to the practice of piloting, upon the following terms and conditions herewith.

1. Said Award shall be awarded annually hereafter at each Fall Conference of District 7 to the squadron gaining the highest percentage of persons passing the exam given by USPS in the last 12 months, from July 1st to June 30th, to total membership of the squadron based upon the stated statistical records issued annually by the National Headquarters of the United States Power Squadrons.
2. Said Award is to be made by the incumbent District 7 Commander to such squadron as determined by the incumbent Commander to such Squadron as determined by the incumbent District 7 Educational Officer from the above stated statistical records issued annually by the National Headquarters of the United States Power Squadrons. Where there exists a tie in the percentage of persons successfully passing the exam of the Advanced Piloting Course, as calculated above, a request is to be to the USPS Director of Education, to determine the exact percentage value. If, upon his determination, an absolute tie in the percentage exists, the tie shall be broken by award to the Squadron having the highest percentage of persons successfully passing the Advanced Piloting Course the preceding year.
3. The local Squadron to whom received said Award shall retain it until the next succeeding Fall Conference, at which time it shall be surrendered and deliver to the incumbent District Commander. Upon acceptance of the Plaque by such local Squadron, it shall be the responsibility of such Squadron to:
 - 1) Engrave their squadron name on the next open plate on the Plaque
 - 2) Retain the Plaque in safe-keeping and return it in the same condition in which it was delivered to such Squadron; and in the event the Plaque is damaged, lost or misplaced, such Squadron shall repair or replace the Plaque promptly so as not to delay the next award and presentation of the Educational Plaque.
4. After the Plaque has been awarded ten times, the incumbent District Commander shall return the Plaque to the North Coast Ohio Sail & Power Squadron for final disposition. North Coast Ohio Sail & Power Squadron has the option at that time to reissue the Plaque for another ten years or retire the Deed of Grant.
5. This Deed of Grant shall be delivered by each District Commander to his successor in office until the time that the Plaque is permanently awarded, at which time it may be filed in the District's archives and the Trusts there upon be terminated.

6. A copy of the Deed of Grant shall be furnished to each Squadron winning the Plaque. Such copy shall be returned with the Plaque to the District Commander at the next Fall Conference, excepting the squadron winning permanent possession of the Plaque.

IN WITNESS WHEREOF, the said duly elected officers / members of the Executive Committee, acting for the North Coast Ohio Sail & Power Squadron, have set their hands at Rocky River, Ohio, this 11th day of October, 2017.

Commander _____ Educational Officer _____ Executive _____
 Cdr. Elliott L. Manke, JN Lt/C James W. Christman, N Committee Member

Addendum A:

VSC 2017 fall report P/Stf/C Garry Schroeder, SN

The District has 55 Examiners, down from 60 last year. Shortly after the program began, the District had approximately 90 Examiners. The District Examiners have performed 835 exams to date. Last year the District Examiners performed 895 exams by the end of the year. There is still a chance to beat last year. (see info below.) I am assuming there are still VSC's that have not been recorded.

To show the district members how the examiners have done over the past couple of years, I submit the following:

Year	Examiners	Total VSC's	Decal Awarded
17	55	835 to date	742 to date.
16	60	894	797
15	64	1,013	953
14	76	1,578	1,429

As you can see, our program needs more examiners and more VSC's to help promote the program in District 7 and serve the boating public. Previously, District 7 had two examiners that performed 368 exams between themselves in 2014. Kenneth Campbell 167 & Mowry Miller 201. Ken passed away and Mowry Miller passed away in 2015, but still performed 217 exams. It is not only hard to make up 368 VSC's, but we lost 5 examiners, as well. I want to thank D/Lt/C James R. Holcepl, SN, for posting the monthly totals of the squadrons.