



United States Power Squadrons® We Are America's Boating Club®



District 7 Spring Conference 2020 Seat Packet Special Circumstances - 5 April 2020

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Agenda for Spring Conference Meeting 5 April 2020

Call to Order - D/C Barbara A Spraggins, SN

Introduction of Bridge
Crossing the Bar
Invocation
Introduction of Past District Commanders
C/C Mary Paige Abbott, SN—Commander's Message
Verification of Quorum
Explanation of Voting Rules & Role of Conference

Approval of Minutes

In accordance with a motion adopted in Fall 2014, the designated committee approved the minutes of the D7 Council Meeting held on 7 March 2019 and no further action is required. The minutes are included in the seat packet.

Presentation of the Consent Agenda

Reports of District Officers

District Treasurer
District Secretary
District Administrative Officer
District Education Officer
District Executive Officer
District Commander

Reports of the General Committees

Auditing committee
Planning committee
Rules committee
Nominating committee report to come later

Unfinished Business

New Business

Nominating committee / Election of 2020-2021 Officers

Installation of 2020-2021 Bridge

Benediction

If there is no further business to come before the conference, this meeting is adjourned. We will reconvene at tonight's dinner.

2020 Spring Conference Consent Agenda

1. That the agenda be adopted.
2. That the District Commander alter the agenda as needed to facilitate the meeting of the Conference.
3. That the Conference approve the final report of the 2019 Fall Conference hosted by the District. (item A)
4. That the Conference approve the final report of the Boat Show East 2020. (item B)
5. That the Conference approve the final report of the Boat Show West 2020. (item C)
6. That the Conference approve a committee of the following: the District Commander, Executive Officer, and the Administrative Officer, to approve the minutes of this meeting.

D7 Council Meeting Minutes, 09 March 2020

D/C Barbara A Spraggins, SN called the meeting to order at 2020 hours.
Roll call was taken.

Attendees: D/C Barb Spraggins, D/Lt/Cs Jim Mason, Lynda Leque, Larry Spraggins, Liana Mihalca, Janice Vitucci-Ehrman; D/1/Lts Tom Hancock, Wayne Spraggins; Cdrs Wayne Powers, Lynn Brockman, Kerry McCullough; General Committee Chair R/C H Eileen Rickard, SN. P/D/C Jane S Brandenstein, SN and P/C Kathy Barber, AP present also.

The Secretary verified a quorum was present. Due to technical issues, the meeting started late and some Council Members may have been unable to fully log in to the meeting. The Secretary read the Consent Agenda.

D/Lt/C Janice Vitucci-Ehrman, P moved to accept the Consent Agenda. D/Lt/C Lawrence Spraggins, AP seconded. Discussion ensued. It was agreed that the 2020 Boat Show West report, 2020 D7 Rendezvous to Middle Bass Island budget, 2020 Fall PENTA Conference budget, and District budget for 2020-2021 be removed from the Consent Agenda for further discussion. The motion was then approved.

Discussion regarding District 7 2020-2021 budget: Clarified that D7 NEWS printing cost roughly \$450 each for previous 2 issues. Associated postage approximately \$35 per mailing. Note that D7 Roster printing cost had a 50% increase from last year even though it is the same exact size. D/Lt/C Liana Mihalca, SN and R/C S Thomas Hancock, P agreed to work on a revised budget to present at conference.

Discussion regarding 2020 Boat Show West report: Clarified that all people were thanked. Credit and associated hours toward merit marks given to members rather than squadrons. D/Lt/C Lynda C Leque, SN moved to accept Boat Show West report as read. D/Lt/C Lawrence Spraggins, AP second. Motion passed.

Discussion regarding 2020 Fall PENTA Conference: Clarified the PENTA conference group estimates 250 participants. Planning that each member of each district will be assessed a \$1.00 fee to go towards the conference. [D/Lt/C Lynda C Leque, SN agreed to work on a revised budget to more clearly show District 7's portion. This will be presented at conference.](#)

Discussion regarding 2020 District 7 Rendezvous budget: Clarification requested to provide more information regarding income and cost per person. [D/Lt/C Lynda C Leque, SN agreed to work on a revised budget to present at conference.](#)

Department Reports:

[Executive:](#) D/Lt/C Lynda C Leque, SN reported Phase 2 of America's Boating Club's campaign is focusing on media and cyber materials; a mobile app is being developed, too. Governing Board Meeting will be in Raleigh NC near USPS headquarters. The Fall PENTA Conference is education oriented. It will focus on family participation with providing water park passes at Kalahari. The participating Districts are focused on getting vendors and other materials. C/C Mary Paige Abbott stressed communication and sharing of resources when participating Districts expressed concern about "turf wars" among squadrons.

[Educational:](#) D/Lt/C James E Mason, SN stated he had not yet received any awards from National that could be presented at Spring Conference, however it is often last minute notice. He stated there were 70-80 instructors across the district.

[Administrative:](#) D/Lt/C Lawrence Spraggins, AP spoke about membership, encouraging squadrons to remember to contact cyber members. He noted prospective members need more than one contact prior to considering joining USPS. He stated there are 50 different member benefits and USPS is focusing on keeping/emphasizing the best available benefits.

[Secretary:](#) D/Lt/C Janice Vitucci-Ehrman, P stated there were roughly 660 members of District as members join, drop off, and renew late. No other report.

[Treasurer:](#) D/Lt/C Liana F Mihalca, SN had no report. She will provide a report in the Seat Packet.

[Commander:](#) D/C Barbara A Spraggins, SN stated Officer's meetings will be held Saturday morning at conference.

P/C Kathy Barber, AP reported 40 registrations for conference. She gave information about the planned food, Friday night activities/attire, and reminded us that the hotel reservation deadline was 3/24. P/R/C Wayne Spraggins, SN discussed the 4 programs/topics and presenters who will be at Spring Conference.

The DAN Boater program is up and running. Members may review available benefits.

She thanked all those who had provided assistance with the Annual Meeting hospitality room.

She noted that P/D/C Dave Bialorucki, SN will be honored with a presentation at Conference Saturday regarding achieving his 50th merit mark.

District 7 also has 3 new Life Members, Mike Siwek, Susan Rothacker, and Ralph Schaefer.

They will be honored with their achievement at conference.

Spring Conference planning is in progress.

[D/Lt/C Lynda C Leque, SN moved that, in order to fund the upcoming District 7 Fall Five-District Conference, otherwise known as the PENTA Conference, to be held 2-4 October 2020 at Kalahari Conference Center, a one-dollar assessment be added to District dues, effective with](#)

the next dues payment. This one-dollar assessment is to be used solely for the purpose of offsetting the expenses to put on the D7 Fall Five-District Conference.

In addition, I move that this assessment be re-addressed following the Fall 2020 Conference by the Conference & Planning Committees, to determine whether this should be continued as a way of supporting future D7 Conferences.

R/C H Eileen Rickard, SN second. Discussion ensued focusing on definition of "member" (Life, Family, Active) and assessing \$1 to a Life Member. Some noted significant success with merely sending a letter to ask Life Members with donations.

D/Lt/C Lynda C Leque, SN amended her motion. She moved that in order to fund the upcoming District 7 Fall Five-District Conference, otherwise known as the PENTA Conference, to be held 2-4 October 2020 at Kalahari Conference Center, a two-dollar assessment be added to District dues, effective with the next dues payment. This two-dollar assessment is to be used solely for the purpose of offsetting the expenses to put on the D7 Fall Five-District Conference.

In addition, I move that this assessment be re-addressed following the Fall 2020 Conference by the Conference & Planning Committees, to determine whether this should be continued as a way of supporting future D7 Conferences.

P/R/C Wayne Spraggins, SN second. Motion passed.

D/C Barbara A Spraggins, SN described C/C Mary Paige Abbott as very approachable and looking forward to meeting many members at conference.

Annual Meeting dates have changed to 02/14/2021 - 02/21/2021.

Fall Governing Board Meeting will be in Raleigh NC 09/08/20-09/14/20.

General Committee Reports:

Auditing: not present

Nominating: R/C H Eileen Rickard, SN read the Nominating Committee report. D/Lt/C Lawrence Spraggins, AP moved to accept the report. D/Lt/C Liana Mihalca, SN second. Motion passed.

Planning: not present

Rules: not present

Squadron Commander Comments:

Berea: P/D/C Wayne Powers, SN stated Berea's COW will be 4/18/2020.

Pittsburgh: P/D/C Jane Brandenstein, SN reporting for Vince Manetti stated Pittsburgh's COW will be 04/16/2020. They will have a presentation on the Great Loop from the same members who will present this program at Spring Conference.

Ten Mile: Cdr Lynn Brockman, P informed us the squadron has two classes scheduled as well as participation in other local community spring activities.

Vermilion: Cdr Kerry McCullough, AP stated Vermilion's COW will be 03/19/2020. One member of the squadron has 40 merit marks and 2 members recently achieved 25 year member status. There are 2 rendezvous scheduled and the squadron is very active with the new ownership at the former Spitzer Lakeside Marina.

Other Business:

Cdr Kerry McCullough, AP expressed his concern regarding education classes being held in Sheffield, Avon and Beaver Creek area by another squadron. He noted he was representing Vermilion regarding this issue of another squadron holding classes in Lorain County. This was

clarified that the issue is with NCO. D/Lt/C James E Mason, SN reported NCO would not be holding a class in Lorain County this year yet it is still listed on HQ-800 listing. R/C H Eileen Rickard, SN mentioned the serious systems issues National has been experiencing with their website.

P/D/C Jane Brandenstein, SN suggested a face-to-face meeting between Vermilion and NCO Commanders could be helpful; the meeting could be done at conference. Possibly C/C might be able to be present.

D/Lt/C James E Mason, SN suggested a group of 3 prior DEO's could be present at such a meeting and could serve as "referees". This option was agreed upon and D/Lt/C James E Mason, SN stated he would reach out via email to the 2 Commanders and past DEO's to obtain volunteers; he will coordinate the planning/scheduling of the meeting.

There being no further business, the meeting adjourned at 2207.

Approved by:

D/C Barbara A Spraggins, SN	Date 03/14/20
D/Lt/C Lynda C Leque, SN	Date 03/14/20
D/Lt/C Lawrence Spraggins, AP	Date 03/14/20

Commander's Department

Greetings all D/7 members.

I hope all of you have received my district blast to keep you informed of our ever-changing situation with the Coronavirus. Unfortunately, we had to cancel our District Conference, but rest assured that we will install our incoming commander Lynda and her bridge electronically on Sunday April 5th at 4:00pm. Our district secretary, Janice Vitucci-Ehrman, will send out all the information for you to be able to call in as soon as it is available.

Once this situation is over and we can safely get together we will have a District celebration to distribute our district awards. We have 3 life members and 1 - 50 year merit mark member to honor. We have various certificates and a big thank you etc. from my year as D/C and for Lynda to have the opportunity to celebrate her installation as D/C; this delayed get-together will be a great time (eat, drink and be merry).

There are many changes coming from our National organization from By-law changes to the way we handle our district and our individual squadrons.

As my tour of duty as your District Commander comes to an end **A BIG THANK YOU** to the District Bridge members, Lynda, Jim, Larry, Janice, Liana, Tom and Wayne, I could have not done this job without your assistance. To my aids Bob, Kathy, Jane, Wayne and Eileen and my Flag Lt. Wayne P., all the committee chairman---A Great Big Thank you. To each and every Squadron thank you for all the courtesies you extended to me and Wayne at all of your Changes of Watch and squadron activities.

As the Coronavirus Pandemic is continuing, and seems to be getting worse, I wish all of you good health. God Bless you all.

D/C Barb

D-7 District Commander's Challenge – 2019 Final Report

D-7's District Commander's Challenge is meant to recognize squadron performance. It compares each squadron to the previous calendar year, in six different areas: Membership, Member Retention, ABC Registrations, Member Education (both Advanced and Elective Grades), VSC, and Coop Charting. Details of the award and criteria are on the D7 web site.

By looking at performance as a percentage of the previous year, the D-7 Commander's Challenge "levels" the playing field for both small and large squadrons. Past winners were Ten Mile, Stark County, Kanawha, Akron, Mid-Ohio Valley, Berea, North Coast, and Vermilion.

Congratulations to 2019 winner Mansfield Power Squadron, and second place Berea, who did well in nearly every category.

I encourage each squadron to review this summary of their performance for 2019, and use it to set goals for improvement in 2020. Please refer to the spreadsheet summarizing this data in the seat packet.

Category 1. Membership

Comparing Membership December 31, 2019 to the previous year, **Mansfield** grew 3%. They recruited two new members, and had five reinstated. **Akron** continues to be the largest squadron in D7, and is the tenth largest squadron in USPS.

District membership declined 4% overall. Last year, with disbanding of two squadrons, membership dropped 15%. Two squadrons did not recruit any new members in 2019, while overall, the District had 52 new, reinstated, or transferred members. **Here is a summary of new members (including transfers and reinstatements) recruited in 2019.**

- Akron -- 17
- Berea-- 13
- Mansfield – 7
- Pittsburgh – 6
- North Coast -- 5
- Vermilion -- 2
- Stark -- 2

D7 had 12 "**reinstated**" members in 2019. These are past members who have not renewed in at least one year. **Don't overlook this source of members!**

Category 2. America's Boating Course registrations

Overall, D7 increased the number of students by 11%. The largest increases were **Mansfield (467%), Ten Mile (450%), and Berea (340%)**.

Ten Mile, with 20 members, taught 45 students – more than twice their membership.

Mid Ohio, has not taught an ABC class since 2011.

The ABC class should be a major source of new members for your squadron – scheduling ABC is an important strategy for membership growth. In 2020, increase your efforts to convert ABC students to members!

Akron, Berea, North Coast, and Pittsburgh took advantage of the **18 month membership**, to recruit New Members from the ABC class.

Category 3. Member Education, both Advanced and Elective grades

Akron, Berea, and North Coast had the most **Advanced Grade** graduates in 2019. **Akron, Berea, and Mansfield** had the most **Elective Grade** graduates.

Overall, D7 had about the same number of AG graduates, and double the number of Elective Grade graduates, compared to 2018.

Neither Stark, Ten Mile, nor Vermilion gave any member classes in 2019.

It is said that 90% of our members join for the education. If your squadron is not offering classes, you are not helping those members.

Category 4. Member Retention

Member Retention is one of the most important statistics for a squadron. It is an indicator of **“Member Satisfaction”**. If our classes and activities are effective, we would expect members to show their approval by renewing.

Congratulations to Mansfield, Mid Ohio, Stark County, Berea and Ten Mile with 90% or more retention.

Category 5. Vessel Examinations (VSC)

Overall, D7 had a slight increase in the number of VSC’s over last year. Ten Mile, Mansfield, Stark County, Vermilion, and North Coast increased over 2018. Akron led the district with 312 VSC’s.

Category 6. Cooperative Charting

In 2019, Coop Charting included a Nautical and a Geodetic component. Eight squadrons participated in Coop Charting, with seven achieving Honor Roll status. **Stark County led D7 by a wide margin. Stark was first in USPS for both Nautical and Geodetic rankings. D7 was also first in Nautical and third in Geodetic District ranking.**

The summary for the D-7 Commander’s Challenge for 2019:

Ranking, Final 2019					
rank	points		rank	points	
1	44	Mansfield	6	21	North Coast
2	38	Berea	6	21	Stark County
3	26	Ten Mile	8	20	Akron
4	25	Vermilion	9	7	Mid Ohio Valley
5	24	Pittsburgh			

*Compiled by P/D/C Brian Logan, SN
March, 2020*

District 7 Commander's Challenge																		
Final 2019																		
Total Active Membership				ABC Students				Educational Program Graduates				Member Retention (12 months)						
Goal # 1				Goal # 2				Goal #3				Goal #4						
Squadron	12/31/18	12/31/19	%	Pts.	12/31/18	12/31/19	%	Pts.	12/31/18	12/31/19	Pts.	12/31/18	12/31/19	Pts.	2018	12 mo	Ret.	Pts.
	Total	Total	Goal		ABC	ABC	Goal		AG	AG		EL	EL		Paid Mbr	Non renewe	%	
Akron	197	190	96%	0	35	26	74%	0	28	15	2	13	15	4	197	23	89%	5
Berea	105	106	101%	6	15	51	340%	10	5	14	6	6	12	1	105	11	91%	6
Mansfield	76	78	103%	10	6	28	467%	10	2	2	0	0	12	3	76	5	94%	6
Mid Ohio	14	13	93%	0	0	0	0%	0	1	0	0	0	3	1	14	1	93%	6
North Coast	100	85	85%	0	67	30	45%	0	2	13	4	0	1	1	100	16	85%	5
Pittsburgh	63	59	94%	0	21	32	152%	10	6	2	0	0	0	0	63	9	87%	5
Stark County	51	49	96%	0	28	0	0%	0	0	0	0	0	0	0	51	4	92%	6
Ten Mile	20	19	95%	0	10	45	450%	15**	0	0	0	0	0	0	20	2	90%	6
Vermilion	42	42	100%	5	17	9	53%	0	3	0	0	4	0	0	42	5	89%	5
D7	668	641	96%		199	221	111%	30	47	46	12	23	43	10	668	76	91%	50

Vessel Safety Checks				Coop Charting						Final Ranking, 2019			
Goal # 5				Goal # 6									
Squadron	12/31/18	12/31/19	%	Pts.	12/31/18	12/31/19	%	Pts.	Tot. Pts.	Overall Rank	rank	points	
	VSC	VSC	Goal		Credits	Credits	Goal						
Akron	353	312	88%	0	960	2,259	235%	9*	20	8	1	44	Mansfield
Berea	121	102	84%	0	152	1,255	826%	9*	38	2	2	38	Berea
Mansfield	22	35	159%	6	277	765	276%	9*	44	1	3	26	Ten Mile
Mid Ohio	0	0	0%	0	0	0	0%	0	7	9	4	25	Vermilion
North Coast	189	195	103%	2	32	250	794%	9*	21	6	5	24	Pittsburgh
Pittsburgh	76	49	64%	0	307	349	114%	9*	24	5	6	21	North Coast
Stark County	206	245	119%	6	13748	18,822	137%	9*	21	7	7	21	Stark County
Ten Mile	16	32	200%	6	153	117	76%	0	26	3	8	20	Akron
Vermilion	171	198	116%	6	507	681	134%	9*	25	4	9	7	Mid Ohio Valley
D7	1154	1168	101%		16135.5	24498.5	152%	0	226			226	

* 3 bonus points for Honor Roll status
** 5 bonus points - more ABC students than members

Executive Department - D/Lt/C Lynda Leque SN

Welcome to a new way of doing business! I hope this finds you well and keeping your distance. I look forward to the time when we can all gather again to celebrate the 2020-2021 Bridge and to honor those who have earned awards. In the meantime, stay vigilant!

Heartfelt thanks to everyone who has supported D7 and the Executive Department during the 2019-2020 Bridge year. Each of your contributions and support have made my year as Executive Officer memorable and rewarding.

The following reports are from the Executive Department committees. Please take the time to read over the information provided. Thank you in advance.

Annual Meeting- Technology Update

Watch for a mobile app for America's Boating Club to be released this spring. Also check out SOBOS.org, which stands for Self-Reporting On Water Boat Operator Safety. Past Chief Ernie Marshburn reports that this will provide audible and visual boat operator alerts, create float plans, connect with AIS and more. You can download it now via Apple App Store or Google Play.

PENTA CONFERENCE, Fall 2020 We in District 7 will have the unique opportunity to attend one of the first Regional Conferences that will combine 5 Districts- D7, D9, D11, D24, and D29. This innovative, fun, and educational conference will be held 2-4 October 2020 at Kalahari Resorts & Convention Center in Sandusky, Ohio! Details are shaping up with meal selections, Friday hospitality entertainment, seminars and keynote speakers, and a special kid's breakfast Sunday morning! Room rates are \$139.00 per night. This rate includes 4 water park passes. This rate also extends to room nights before and after the event, should your family choose to enjoy the resort a few extra days. Watch for more information to come. In the meantime, mark your calendars for 2-4 October for what promises to be GREAT conference!

D7 MBI Rendezvous, 31 July-2 August

"Let's Get Nauti-cal", is the theme of our D7 Summer Rendezvous. Details for this fun-in-the-sun event are in the Spring 2020 D7 News. Print out the registration form & have it ready to send in by 24 July or earlier. Names of those requesting State Park docks must be submitted to Joanne & Tom Hancock before May 1st.

Cooperative Charting News from National

Special Congratulations to D7 member, Tom Hancock, P, who recently was promoted to Rear Commander of the National Cooperative Charting Committee. Tom & Joanne have received frequent recognition for both themselves, SCPS and District 7 for their dedication to the Co-op Charting program. Thank you!

Akron Boat Show Report, Feb 28 – March 1

The Third Annual Akron Boat Show ran Feb 28 – March 1 at the John S Knight Convention Center in Akron.

Akron Sail and Power Squadron had two 8x10 booth spaces, at no charge, from LEMTA. We had the "Boating Skills Virtual Trainer", located at H B Ball Jeweler's in North Canton (P/D/C Bob Ball, SN).

We borrowed the banners and table covers used for the Cleveland boat show as part of the decorations. Flyers and handouts included the color ASPS brochure; the ASPS 2020 Calendar; a list of Classes; and flyers for our ABC Classes. We also ran a slide show of ASPS activities, alternating with USPS Promotional videos from the America's Boating Channel.

As a "last minute" idea, we tried a promotion "Boat Show Special" for our ABC Classes – basically, priced at \$5 less than the regular class. We didn't sell any of these, although we didn't have a good way to collect the advanced payment via credit card. Perhaps it would have been more successful if we had some time to create a sales banner or other way to promote it.

About 25 people stopped by to try the “Boating Skills Virtual Trainer.”

On Saturday night (2/29), we had a social dinner for about 25 members at a restaurant near the JS Knight Center.

About 20 ASPS members volunteered to work the booth over the weekend.

See the ASPS Facebook post from the show at <http://bit.ly/3clBJPc>.

Lt/C Lisa M Thompson, AP, Akron Boat Show Chair
P/D/C Brian Logan, SN, Assistant Chair
Akron Sail and Power Squadron

Cooperative Charting

2020 Spring D7 Co-op Charting Report

Nautical work

District summary

Member participation: 91

Ranked 1st nationally, 13,288 points, achieved Honor Roll status

Squadron participation: 8, (Akron [25], Berea [28], Mansfield [5], North Coast [12], Pittsburgh [4], Stark County [12], Ten Mile [2], Vermilion [3])

Akron, Berea, North Coast, Pittsburgh, Stark County, Ten Mile and Vermilion achieved Honor Roll status

Tom and Joanne Hancock were ranked 1st nationally.

Geodetic work

District summary

Member participation: 26

Ranked 1st nationally, 11,211 points, achieved Honor Roll status

Squadron participation: 8, (Akron [6], Berea [4], Mansfield [7], North Coast [1], Pittsburgh [2], Stark County [2], Ten Mile [2], Vermilion [2])

Akron, Berea, Mansfield, Stark County and Vermilion achieved Honor Roll status

Tom and Joanne Hancock were ranked 3rd nationally.

Respectfully submitted by:

D/Lt Joanne Hancock, SN

R/C Tom Hancock, P

VSC 2020 Spring Report

D/7 5th Place District in USPS.

Time is almost here when District 7 Vessel Examiners will be hitting the marinas and boat ramps.

The District has 54 Examiners, same as last year. The District Examiners have performed 1,168 exams to date, 1023 passed the VSC and received a decal. Last year District Examiners performed 1167 exams by the end of the year. Great Work!!

Great Work Examiners!!! Please keep up the good work. Squadrons in the district are setting up new marinas to provide vessel safety checks as well as keeping the marinas they have already serviced. Marinas are seeing that this program is important to them as well as the boater they service.

I want to thank squadrons for working with examiners of other squadrons to be able to provide vessel safety checks on different outings. Squadrons, who need assistance at their event, should ask other squadrons for their help. It works; many marinas are setting up safety days.

I hope that all squadrons have received their decals. If you haven't received them by now, it shouldn't be long. If you need any assistance, please feel free to contact me.

District 7 has four examiners who have achieved Century Club status, 100 VSCs. Those persons are: Robert E. Mosey (13th year), from Akron; David Bialorucki (2nd year) from Vermilion Sail and Power Squadron; Ricardo Rodriguez (1st year) and Irene Rodriguez (1st year), both from Stark County Power Squadron. Congratulations!

The Sirius Signal Light has now been out for a couple years. The price is beginning to come down. However; my experience is that the boating community still doesn't know about it. I suggest that examiners either carry one while doing inspections, or have information on them to share with the boater. Due to the expense of flares and the fact that they are only good for 4 years, for the younger or more experienced boater, the Sirius Signal is well worth the investment.

Who will win the D7 VSC Award? The award will be presented at a future date once this crisis pandemic stage has passed.

Respectfully Submitted,
P/D/C Garry Schroeder, SN
District 7, District Safety Chairman

Education Department - D/Lt/C Jim Mason, SN

I am starting to prepare for the 2020 season of the Jump Start Program.

1st Point: 2020 will be better than ever

NCO and Vermilion are planning for a busier 2020 year in the Jump Start Program. Boaters want this program and the squadron members enjoy doing it. Last year we ended with 7 working instructors: 6 from NCO and 1 from Vermilion. This year it looks like we may be up to 11 instructors: 7 from NCO and 4 from Vermilion. We already added 3 new interested boaters this year giving us a total of 19 boaters on the waiting list.

Over the winter, I have been collecting the emails and phone numbers of all marinas between Cleveland & Vermilion. Last year we officially only advertised in two marinas: Venetian and

Whiskey Island. I will be offering these marinas VSCs, Jump Start and on-site ABC Courses and seminars.

2nd Point: Getting new members from Jump Start

I thought last year the Jump Start Program was not laid out in a way that would persuade the boaters to join. Much of that, I thought, was caused by the lack of a coherent process throughout the program.

I am working with Twila Hauck to see if we can improve the messaging to Jump Start Boaters. What I have learned over the past two years is that the class itself tends to overwhelm the boater to the point where they are not too interested in discussing much else. So Twila and I are designing an email that can be sent to the boater after the class has been completed. The plan is to email the Certificate of Completion, membership information, and the squadron information that is closest to them. Then in turn, the contact loop is closed with the squadron contacting them with event and class information.

3rd Point: A single data point on the State-of-Ed Department in D7

I like data. It tends to show you where you have been and your trend towards the future. One data point that I have been collecting which I believe shows the health of the Education Department in D7 is the quantity of qualified ABC Course Instructors. I report the quantity of qualified instructors to the SEOs at every conference. The good news is that the quantity of instructors over the past 2+ years has been steady, maybe even with a slight increase.

Spring 2018: 68

Fall 2018: 71

Spring 2019: 77

Fall 2019: 76

Spring 2020: 74

I would like to thank everyone for making my 3 years as DEO go by so fast. It was a privilege to serve the D7 Bridge. I enjoyed every minute of it, and I encourage others to participate in helping in whatever capacity interests you. P/R/C Wayne Spraggins, SN will be taking over for me and I know of no one who could do a better job than he. Please help me support Wayne in his new position as DEO.

Thanks again for all your help and I wish everyone a safe 2020 Boating Season.

Jim Mason
DEO

Administrative Department - D/Lt/C Larry Spraggins, JN

At the Annual meeting in Florida in February, V/C Ralph A. Bernard, AP, was sworn in as the new National Administrative Officer. Ralph has been a member of Absecon Island Power Squadron since 1979. Ralph has served all the Bridge positions, serving as Commander in 1985. In 2008, he served as District Commander of District 5. He has also served on the National Rules Committee.

The National USPS as well as District 7 is always looking for ways to enhance boating experiences through activities and education. As District Administrative Officer, the areas I work in are increasing membership, Member Benefits, squadron activities and development.

Increasing Membership

Nationally, USPS is looking at the whole USPS membership program. As of Dec. 31, 2019, the membership was 22,996, which is 1,605 less than in 2018.

The National Office is also looking to set up an automatic dues renewal program to make renewal easier for our members. More information on this will be available soon. Annual dues can also be paid by logging on to the National website under Membership Committee.

Member Benefits

There are currently over 50 different member benefits available to our members. These benefits greatly add to the value of being a member of Power Squadron. There are three new benefits that have been added to our membership advantages. You most likely have already heard about DAN Boater, which provides assistance when traveling at least 50 miles from home and you experience a medical emergency.

The other two new benefits are Autotether and Boatfix. The Autotether benefit is a 10% discount when you purchase the unit and sensors which will shut off the boat's engine when someone falls overboard and sets off an alarm. Go to autotether.com for more details and to purchase this item.

The Boatfix benefit is from BoatFix.com, a system which continually monitors essential functions of your boat every 60 seconds. The system works when you put sensors in designated areas of your boat, and you are notified through an App on your phone. This can also be used for securing your boat against unauthorized use or theft.

And did you know that there are benefits available to squadrons as well? Squadrons and Districts can get discounts with FedEx, C-Map, CVS Health and TechSoup as well. Check these out on the Member Benefits page at usps.org.

Squadron Activities

Squadron activities within District 7 vary from education classes, seminars, cruises, boating excursions, dinners and simple activities to have fun with fellow members. The District also sponsors some activities for all the squadrons. This summer the District 7 Rendezvous will be July 31 – Aug 2 at Middle Bass Island State Park. Details will be out very shortly. Due to the Covid19 crisis at the time of the writing of this article, it is best to check directly with each squadron about their activities for this boating season.

Squadron Leadership and Development

It is always important to provide training and leadership opportunities to our new members in all aspects of USPS and its structure and committees. Contact your squadron's SEO to inquire on the training available or to request specific training.

Membership Report

Membership of District and squadrons is listed below. The second column in the table below shows squadron membership as of March 1, 2020. The third column shows membership change in the last year (compared with Jan 1, 2019). The fourth and fifth columns show membership change and percentage change over 10 years. The sixth column shows member growth so far in 2020. For reference, USPS national membership numbers are included in each category.

In 2019, District membership only declined 4%. However, if you look at the 10-year trends, it's hard to be optimistic. USPS nationally, District 7 overall, and all but one squadron have lost significant membership in the last 10 years.

D7 Membership, March 1 2020

3/1/2020	total members	vs 1-Jan-19	vs 1-Jan-10	% change since Jan '10	2020 Growth	USPS Size
Akron	198	1	10	5%	8	10 th
Berea	106	1	-62	-37%	0	57 th
Mansfield	78	2	-99	-56%	0	101 th
Mid Ohio Valley	13	-1	-12	-48%	0	307 th
North Coast	86	-14	-52	-38%	1	88 th
Pittsburgh	59	-4	-36	-38%	0	145 th
Stark County	47	-4	-48	-51%	-2	182 th
Ten Mile	19	-1	-23	-55%	0	290 th
Vermilion	42	0	-32	-43%	0	194 th
D-7 Total	648	-20	-570	-47%	7	29 th
USPS Total	22,959	-1,642	-11,094	-33%	-37	na

On a National level, the move toward “America’s Boating Club – For Boaters, By Boaters®” is an effort to build the Brand of USPS. This should help with name recognition and potential new members for local squadrons. I encourage all members – particularly those in leadership – to review the latest “America’s Boating Club Guidebook.” Version 2.2 (Nov 2019) can be downloaded from the USPS Marketing Committee Home page, or at <https://www.usps.org/national/marketing/ABClub/America's%20Boating%20Club%20Guidebook.pdf>

USPS will be running digital and print advertising to drive customers to local squadrons and their course offerings. Be sure to list your classes on the ED-800 pages – customers can find their local squadrons, and will see any classes scheduled in ED-800.

However, the best advertising in the world won’t make up for a squadron with dull meetings, few events, or no classes. No one wants to join “America’s Boring Club”!

On the squadron level, **THINK ABOUT YOUR PRODUCT** – i.e., what does your squadron offer its members?

- Do you offer Advanced and Elective Grade Courses? National says that 90% of our members join for the Education.
- Do you offer interesting meetings, programs, and activities?
- Do you offer on-the-water events and rendezvous?

While smaller squadrons may not have the volunteers to run events on their own, consider joining a larger squadron’s Lake Erie rendezvous. In fact, there is no reason (except distance) that your members can’t attend another squadron’s courses.

New Members

Seven squadrons recruited 52 new, reinstated, or transferred members in 2019. **Here is a summary:**

- Akron – 17
- Berea – 13
- Mansfield – 7
- Pittsburgh – 6
- North Coast – 5
- Vermilion – 2
- Stark – 2

Often, our first contact with potential members is through the ABC Class. D7 had 221 ABC students last year. However, only about 20 students joined our squadrons.

These students are excellent membership prospects. Don't forget – students who pass the ABC exam can join for 18 months, for the price of 12 months. That's a savings of about \$50. Last year, fifteen new members took advantage of the program. **Akron** recruited six "18 month" members, **Pittsburgh** had 4, **Berea** had 3, and **Mansfield** had 2.

It's easy to sign up 18 month members. First, you must enter the student in the ED-800 class roster. When the exam is finished, enter the exam grade (it must be passing). Then, go to <http://www.usps.org/php/membership/membership.php> . Select the "18 month membership" option and follow the instructions. If you have any questions, please call me.

As I write this, eight D7 squadrons have 21 ABC classes scheduled, with eight classes reporting 37 students. The Coronavirus is causing us to postpone, reschedule, or eliminate some of these classes. It is hard to say how this will effect membership. Try to keep these students engaged in your squadron, even while they await the end of class.

Education can also help recruit new members through Advanced and Elective grade courses. Akron charges non-members a \$75 surcharge – but promotes it as "Members get a \$75 discount on the classes." In 2019, we recruited five members from our "Piloting" class, four from "Weather," and one from "Sail".

Finally, don't overlook "reinstated" members. D7 had 12 "reinstated" members in 2020. These are past members who have not renewed in at least one year.

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

Secretary's Department - D/Lt/C Janice Vitucci-Ehrman, P

Effective with Fall 2018, the D7 NEWS publications have been primarily sent electronically. Roughly 200 members do receive a printed copy each time the D7 NEWS publishes. Why so many paper copies? Non-profit bulk mail rate is super inexpensive and requires a minimum of 200 items mailed.

Thanks to hard working squadron members, we now have valid email addresses for at least one person within each household for MOST households within our district. As of this writing we only have 10% of our households for whom we have no valid email address to send the D7 NEWS. We are almost to a percentage level where it will become more economical to completely forego commercial printing and mailing of the D7 NEWS. In the not too terribly distant future we could use our America's Boating Club Office Max printing discount for the small number of paper copies still needed. This will yield significant printing and mailing savings.

Keep up the good work verifying and updating email addresses! Continued efforts to know we can reach members electronically helps all of us during this current pandemic crisis, as well. Thank you!

Treasurer's Department - D/Lt/C Liana F Mihalca, SN

At the end of calendar year 2019, the districts primary source of revenue has decreased by 8.7% from the same period last year and by 53.8% since 2009. With this decrease our expenses will exceed our revenue for the upcoming year.

As of March 15, 2020 D7 had a bank account balance of \$22,372.22 and a balance of \$30.08 in our postal permit account.

The D7 share of the Ohio USPS licenses plate for the calendar year 2019 was \$221.76. These funds were distributed to the Ohio squadrons in February.

A reminder to the squadron treasurers to file IRS form 990, your state return and TR-1.

A copy of the financial report and proposed budget can be found in the Attachment section of this document.



General Committee Reports:

Audit Committee Report

Performed 22 March 2020

Audit of the D7 treasury as maintained by Treasurer Lt Liana F. Mihalca, SN and presented by Assistant Treasurer D/Lt/C Thomas Hancock, P was performed 22 March 2020.

The audit examined records/statements for the period 1 February 2019 to 28 February 2020 by P/D/Lt/C Beverly E. Sams, P and P/C David M. Barber, SN. The date of this audit covered a thirteen month period.

The financial records are found to be in excellent condition and accurate. The committee is pleased to report District 7 is solvent and operating efficiently and effectively after operations of the 2019 – 2020 bridge.

There are no recommendations for changes from this committee.

Respectfully submitted,

The Audit Committee,
P/D/Lt/C Beverly E. Sams, P Vermilion Sail and Power Squadron
P/C David M. Barber, SN Berea Sail and Power Squadron
Lt/C Gilbert Lorenzo, AP Vermilion Sail and Power Squadron

Rules Committee: no report

Planning Committee: no report



Report of the Committee on Nominations 2020-2021 Bridge Year

The Nominating Committee of District 7, as required by the bylaws of the District, does hereby place in nomination the following members who have been notified and, if elected, are willing to serve in accordance with the duties and responsibilities prescribed by the USPS® Operations Manual and the District 7 Bylaws. The term of office is for one year, unless otherwise indicated.

Bridge Officers:

Commander:	Lynda C. Leque, SN	(Akron)
Executive Officer:	Lawrence Spraggins, JN	(Berea)
Educational Officer:	Wayne G. Spraggins, SN	(Berea)
Administrative Officer:	Roger Hall, JN	(Akron)
Secretary:	Janice Vitucci-Ehrman, P	(Akron)
Treasurer:	Liana F. Mihalca, SN	(Akron)
Assistant Educational Officer:	Kenneth T. Leque, SN	(Akron)
Assistant Secretary:	Open	
Assistant Treasurer:	S. Thomas Hancock, P	(Stark County)

Standing Committees:

Nominating Committee:

Member 2 years (Term to 2022)	David A. Bialorucki, SN	(Vermilion)
Member 3 years (Term to 2023)	Barbara A. Spraggins, SN	(Berea)

Rules Committee:

Member 2 years (Term to 2022)	Cathe Radabaugh, N	(Vermilion)
Member 3 years (Term to 2023)	Sydney C. Foster, P	(Akron)

Audit Committee:

Member 3 years (Term to 2022)	Lynn Brockman, P	(Ten Mile)
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Planning Committee:

Member 5 years (Term to 2025)	Steve Neumann, AP	(Akron)
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The following members of the standing committees are continuing in office from previous elections to a multi-year term. Each has indicated a willingness to continue serving in accordance with the duties and responsibilities prescribed by the USPS® Operations Manual and the District 7 Bylaws. The number of years remaining in their terms of office are indicated.

Standing Committees: (continuing)

Nominating Committee:

Member 1 year (Term to 2021)	Jane S. Brandenstein, SN	(Pittsburgh)
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Rules Committee:

Member 1 years (Term to 2021)	Jan R. Holmes, SN	(Akron)
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Audit Committee:

Member 1 year (Term to 2021)	David M. Barber, SN	(Berea)
Member 2 years (Term to 2022)	Gilbert Lorenzo, AP	(Vermilion)

Planning Committee:

Member 1 years (Term to 2021)	Robert B. Fish, SN	(Mid Ohio Valley)
Member 2 years (Term to 2022)	Bob Brandenstein, SN	(Pittsburgh)
Member 3 years (Term to 2023)	Greg M. Arnold, JN	(Akron)
Member 4 years (Term to 2024)	Joanne Hancock, SN	(Stark County)

It is the recommendation of the nominating committee to the District 7 Conference that the following standing committee members be approved as the Chairman of their respective committees.

Nominating Committee:

Chairman	Jane S. Brandenstein, SN	(Pittsburgh)
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Rules Committee:

Chairman	Jan R. Holmes, SN	(Akron)
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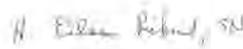
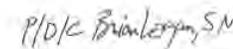
Audit Committee:

Chairman	David M. Barber, SN	(Berea)
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Planning Committee:

Chairman	Robert B. Fish, SN	(Mid Ohio Valley)
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Respectfully Submitted:

		
R/C H. Eileen Rickard, SN	P/D/C Jane S. Brandenstein, SN	P/D/C Brian Logan, SN

Item A -- Final Report Fall 2019 Conference

D7 Fall Conference November 1 - 3, 2019 Holiday Inn Cleveland South

	Actual	Checks Issued		
Receipts:				
Reservations	4,892.00			
Raffle	650.00			
Total	<u><u>5,542.00</u></u>			
Expenses:		ck#	Payee	Date
Security Deposit	500.00		Holiday Inn	11/1/18
Food & Rooms	4,991.41	1193	Holiday Inn	12/1/19
Entertainment	450.00	1423	Mike Binder & Priscilla	11/1/19
Decorations	95.63	1192	Margo Holmes	12/1/19
Name Tags	1.48	1424	Joanne Hancock	12/1/19
Ice Breaker Food	98.03	1191	Kathleen Barber	12/1/19
Total	<u><u>6,136.55</u></u>			
Gain (Loss) on Event	<u><u>(594.55)</u></u>			

Item B -- Boat Show East Final report 2020

Boat Show East was held only one weekend in 2020. It was Thursday Feb 6 through Sunday Feb 9 at the Monroeville Convention Center. This year we have participants from 3 squadrons, Ten Mile and Pittsburgh in D7 and Mosquito Lake in D11. Because we have excess funds in the D7 Account of \$152.61 we did not assess participating squadrons. The dates of Boat Shows East and West overlapped so East was unable to utilize the BSVT keeping expenses to only those for printing of fliers.

10 members assisted by covering shifts for set-up, tear-down and the actual show hours. Costs for printing was \$24.97 leaving a balance in the D7 Account of \$127.64. Dates for the 2021 show have not been released at this time.

P/D/C Jane S. Brandenstein, SN
Chair Boat Show East

Item C -- Boat Show West Final report 2020

The Mid-America (Cleveland) Boat Show was held 16-20 January (Thursday through Monday) at the IX Center in Cleveland. The show was significantly larger than last year. With the inclusion of the Fishing Fest, the show took up most of the IX Center building. There was good traffic at our booth throughout the show as our booth was in a reasonably travelled space.

More than 200 people used the Boating Skills Virtual Trainer. We passed out over 250 flyers for ABC courses and the Jump Start program and about 150 flyers for advances classes, seminars and on-the-water training and about 150 America's Boating Club brochures. We gathered contact information from 35 people requesting more information.

The booth itself had good extra features:

- The simulator was a big draw to the booth
- The booth had America's Boating Club branding on posters donated by LEMTA. These posters gave specific ways to Become A More Confident Boater and to Have More Fun on the Water.
- The TV in the booth showed the America's Boating Channel promotional videos on a 10-minute loop.

This year we did a very good job of manning the booth at all times. All of the scheduled working times were filled by volunteers who had signed up prior to the show and we had a team of 4 people that opened the show in the morning, closed at night and filled in the few openings in the schedule

We want to thank the 48 people who put in over 400 hours for this project.

We were able to save about \$240 for transportation of the simulator since it now resides in D/7. If it did not reside here, we would have had to pay the full transportation amount because the Pittsburgh Boat Show was the same weekend and we could not have shared the cost.

The expenses for the show were:

Exhibitor Parking Permits	\$200.00
Electric	143.32
Vehicle Entry for Setup	50.00
Misc. Office Supplies and Copies	60.35
Misc. display repair items	12.04
Brochures from USPS National	<u>96.61</u>
TOTAL	<u>\$562.32</u>

There are six squadrons that take part in this show – Akron, Berea, Mansfield, Rocky River, Stark County and Vermilion. Each of these squadrons owes **\$93.72** (1/6 of the total.)

Respectfully Submitted,
D/Lt Jeff Evans, AP

Item D -- Budget for 2020 D7 Rendezvous to MBI 31 July - 2 August

Proposed Budget for 2020 D7 Rendezvous to MBI 31 July – 2 August

This proposed budget is based on 50 attendees.

Estimated Expenses

• Meal cost (50 X 51.00) (Friday & Saturday dinner, Saturday & Sunday breakfast)	2,550.00
• complimentary pizza for MBIYC members/in lieu of rental fees	125.00
• Paper products (cups, plates, napkins, misc) 75.00	
• Games & Prizes	100.00
• Printing/packets	50.00
• Coffee, creamer, pp prod, cups, tablecloths	75.00
• Water/ice	75.00
• Rental MBI state park pavilion/Saturday	<u>200.00</u>
	3,250.00

Estimated Income

• Weekend pkg (50 X \$65.00) (Friday & Saturday dinner, Saturday & Sunday breakfast)	\$3,250.00
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Item E -- Assessment Motion

D/Lt/C Lynda C Leque, SN made the following motion: I move that in order to fund the upcoming District 7 Fall Five-District Conference, otherwise known as the PENTA Conference, to be held 2-4 October 2020 at Kalahari Conference Center, a two-dollar assessment be added to District dues, effective with the next dues payment. This two-dollar assessment is to be used solely for the purpose of offsetting the expenses to put on the D7 Fall Five-District Conference. In addition, I move that this assessment be re-addressed following the Fall 2020 Conference by the Conference & Planning Committees, to determine whether this should be continued as a way of supporting future D7 Conferences.

Item F – Request for \$500 for 2020 Fall Penta Conference

To: District 7 Commander Barb Spraggins

Re: Request for money to fund 2020 Fall PENTA Conference

Dear Commander,

At the meeting of the Penta Conference Committee, held 15 November 2019, it was agreed upon by the committee, consisting of the Commander and/or Executive Officer of Districts 7, 9, 11, 24, & 29, that each of the 5 Districts would contribute toward the expenses involved in holding this conference (to include, but not limited to, AV, printing, guest meals, entertainment & educational materials). The D7 budget has allotted \$500.00 for the 2020 Fall Conference. Therefore, I am requesting that this \$500.00 go toward funding of the Penta Conference, Stf/C Larry Cole SN, D29, Penta Conference treasurer.

Kathy Barber
Wayne Spraggins
Conference Chairs

Lynda Leque
D/Lt/C



**Item G -- District budget
2020-2021**

District 7 - USPS
Financial Report
For the Period April 1, 2019 - March 15, 2020

Current Year			Proposed Budget 2020-21
Description	Actual	Budget	
Membership Dues	4,070.00	4,725	4,480
D7 Cruise	565.83	100	0
Conference Rebate	0.00	400	0
Donations	2.00	0	0
Ohio Plates	221.73	0	0
Miscellaneous	7.56	0	0
Total Income	4,867.12	5,225	4,480

Description	Actual	2019-20	2020-21
Advertising	0.00	150	150
D7 Conference	(387.20)	1,000	1,000
Commander Allotment	1,000.00	1,000	1,000
Exec Allotment	400.00	400	400
Admin Allotment	400.00	400	400
DEO Allotment	400.00	400	400
Treasurer Allotment	400.00	400	400
Secretary Allotment	0.00	400	400
Newsletter	888.75	1,400	1,000
Governing Board	267.94	800	800
Postage & Delivery	68.70	250	250
Printing & Copies	126.23	200	200
Sunshine Fund	0.00	75	75
Supplies	0.00	200	200
Website	62.00	200	200
Annual Meeting	336.63	800	800
Change of Watch	282.70	325	325
Membership	0.00	100	100
Roster	289.60	200	300
Boat Shows	587.29	0	0
License Plate Payout	221.76	0	0
Poster Contest	65.00	75	0
Total Expense	5,409.40	8,775	8,400
Gain/(Loss)	(542.28)	(3,550)	(3,920)

Account Balance:

Ending Balance	22,372.22
Beginning Balance	22,914.50
Gain/(Loss)	(542.28)

Postal Permit account 30.08