NMEA International Conference and Expo
Annual Business Meeting
September 30, 2010 Seattle, WA
National Marine Electronics Association
Secretary’s Report

2009 Annual Business Meeting Minutes

NMEA International Conference and Expo
Annual Business Meeting
September 30, 2010
Seattle, WA
2009 Meeting Minutes
NMEA International Conference and Expo
Annual Business Meeting
September 30, 2010 Seattle, WA

National Marine Electronics Association
Treasurer's Report

NMEA International Conference and Expo
Annual Business Meeting
September 30, 2010
Seattle, WA
Treasurer's Report

REVENUE TREND

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (Projected)</th>
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<tbody>
<tr>
<td>2003</td>
<td>$100,000</td>
</tr>
<tr>
<td>2004</td>
<td>$700,000</td>
</tr>
<tr>
<td>2005</td>
<td>$700,000</td>
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<tr>
<td>2006</td>
<td>$1,000,000</td>
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<tr>
<td>2007</td>
<td>$700,000</td>
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<tr>
<td>2008</td>
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<tr>
<td>2009</td>
<td>$700,000</td>
</tr>
<tr>
<td>2010</td>
<td>$700,000</td>
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</tbody>
</table>
Treasurer's Report

2009 ACTUAL REVENUE

- NMEA 2000: 20%
- 0183 & Install: 9%
- Training: 14%
- Other: 7%
- Membership: 30%
- Convention: 20%
## PROFIT & LOSS SUMMARY

<table>
<thead>
<tr>
<th></th>
<th>2009 Actual</th>
<th>2009 Budget</th>
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<tbody>
<tr>
<td>Total Income</td>
<td>713,784</td>
<td>831,140</td>
</tr>
<tr>
<td>Total COGS</td>
<td>268,918</td>
<td>315,591</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>444,866</td>
<td>515,549</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>557,910</td>
<td>515,549</td>
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<tr>
<td>Net Ordinary Income</td>
<td>(113,044)</td>
<td>-</td>
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<tr>
<td>Net Other Income</td>
<td>(2,638)</td>
<td>-</td>
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<tr>
<td>Net Income/Loss</td>
<td>(115,682)</td>
<td>-</td>
</tr>
</tbody>
</table>
Treasurer's Report

2009 ACTUAL TO PLAN PROGRAM REVENUE

- Membership: $250,000
- Convention: $200,000
- 0183 & Install: $150,000
- NMEA 2000: $100,000
- Training: $50,000
## BALANCE SHEET

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
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<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Assets</td>
<td>457,644</td>
<td>559,959</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>6,150</td>
<td>7,986</td>
</tr>
<tr>
<td>Other Assets</td>
<td>35,000</td>
<td>35,000</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>498,794</td>
<td>614,900</td>
</tr>
<tr>
<td><strong>LIABILITIES &amp; EQUITY</strong></td>
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<tr>
<td>Current Liabilities</td>
<td>(2)</td>
<td>58</td>
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<tr>
<td>Equity</td>
<td>498,796</td>
<td>614,843</td>
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<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td>498,794</td>
<td>614,900</td>
</tr>
</tbody>
</table>
2010 Annual Budget

- Membership: 33%
- Convention: 21%
- NMEA 2000: 20%
- Training: 15%
- 0183 & Install: 11%
Treasurer's Report

2010 & 2009 Revenue Comparison

- 2010 YTD ACT
- 2010 Budget
- 2009 YTD ACT

Revenue Categories:
- Membership Dues
- Convention
- 0183 Publication
- Installation Standards
- NMEA 2000
- Training
Treasurer's Report

2010 YTD
NMEA 2000 & TRAINING REVENUE

- 2010 YTD ACT
- 2010 Budget
- 2009 ACT
- 2008 ACT

Revenue Categories:
- CMET Testing/App
- Basic MEI
- Advanced MEI
- NMEA2000 Training
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President’s Membership Report

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2010 Membership Analysis by Type

- Trade: 28%
- Manufacturers: 21%
- Dealer: 28%
- CMET Dealers: 11%
- Associate: 12%
- Boat Builder: 0%
2010 Membership Analysis by Region

- International: 20%
- Gulf/Great Lakes: 10%
- Northwest: 12%
- Southwest: 7%
- New England: 18%
- Mid Atlantic: 14%
- Southeast: 19%
2003 – 2010
Total
Membership
History

- 2003: 415
- 2004: 441
- 2005: 486
- 2006: 561
- 2007: 595
- 2008: 600
- 2009: 565
- 2010: 605
NMEA International Conference and Expo

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National Marine Electronics Association
Marketing Report

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NMEA Marketing Committee:

- Bruce Angus, Johnson Outdoors, (Committee Chairman)
- Steve Burdett, Coast Marine Marketing
- Chris Harley, C. Harley Marketing
- Bruce Hackett, Bruce Hackett Co.
- Jim Dodez, KVH
- Jules Rutstein, Bethel Marine Electronics
- David Hayden, President and Exec. Director, NMEA
- Bruce Cole, McNabb Marketing Resources
Promote the technical marine electronics dealer through education, communication, training and certification.
To drive web traffic to the Marine Electronics Journal Buyers Guide where Boaters can find nearby NMEA dealers.
Press releases (approx. one per month) have been sent during 2010 to McNabb’s lists of recreational boating and commercial marine publications, as well as the trade publications such as Soundings Trade only and Soundings Trade online.
Dangers Associated with Automatic Channel Switching On Digital Selective Calling (DSC) Equipped VHF Marine Radios

DSC-Equipped Marine Radios Must Meet More Rigorous Technical Standards Beginning March 25, 2011

USCG Family Relief Program

NMEA Named Liaison Organization For IEC

Coast Guard Foundation Launches Fundraising Drive To Support Families Of Guardians In Helicopter Tragedy

NMEA's Marine Electronics Journal to Launch International Edition

NMMA President Thomas Dammrich to Deliver Keynote Talk at NMEA Banquet

Third Party Applications Now Possible with NMEA 2000®

NMEA Announces Changes in the Board of Directors

New NMEA 2000® Pricing Will Help Spur Innovation

New Name for the 2010 NMEA Convention

NMEA Enters Agreement With South Korea’s MEIPA

NMEA Named Liaison Organization For IEC
Elements Currently Available:

- Order additional copies of the 2010-2011 Marine Electronics Journal Buyers’.
- Email a link to the digital edition of the 2010-2011 Marine Electronics Journal Buyers’ Guide to your customers and prospects.
- Order full color NMEA brochures from the NMEA national office.
- Download the NMEA brochure and email digital copies to your customers and best prospects.
- Order counter top displays of the NMEA full color advertisement, “Sighs Matter!”.
- Download the NMEA “Sighs Matter!” ad.
- View NMEA press releases and download them from the Press Center.
- Order customized labels that include the NMEA logo.
- Download NMEA logos.
Copies of the 2010-2011 Buyers’ Guide have been sent to NMEA member dealers for their use in marketing to their customers and prospects. A digital edition is also made available to members.
DEVELOP AND EXECUTE AN EDUCATIONAL PROGRAM FOR NMEA MEMBERS ON HOW TO TAKE ADVANTAGE OF BENEFITS OFFERED BY THE NMEA:

• Article in the Marine Electronics Journal
• Webinar for NMEA members
• Quarterly 1-page press releases for NMEA members
• Member benefits “tips” printed in a prominent location of each MEJ issue
Develop Free Public Seminars at Boat Shows:
President, David Hayden and Technical Director, Steve Spitzer are finalizing power point presentations that will be made available to board members and others that wish to promote the association and its training/education programs to the general public.
Relationships have Been Established with Other Key Marine Associations in Boatbuilding and Other Areas Important to the NMEA:

The NMEP President and Executive Director, and the NMEA Technical Director continue to build relationships with a number of organizations including NMMA, BMEA, BMF, ICOMIA and others.
International Issue:

- Nov/Dec MEJ
- METS 2010 Rollout
- International Distribution
- International Editorial Content
Websites:

- www.nmea.org
- www.marineelectronicsjournal.com
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Technical Department Report

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NEW CMET TEST IS COMPLETE

• Test comprised of 300+ question pool
  • Test includes questions from FCC General Radio Operator’s License (GROL) and technical questions from the Working Group
• Test is embedded in an auto-generated question pool database
  • No two tests will be identical
• Actual test will be 120 questions/3 hour time limit
• New test will absolutely challenge the knowledge of the candidate
NEW CMET Criteria will eliminate the USA FCC license requirement

• This does not mean that the FCC license criteria and the GROL has changed

• Working Group consists of diverse stakeholders
  • Dealers, Manufacturers, Media,

• Oversight Committee – NMEA Board of Directors CMET Committee
Number of NEW CMET Applications 2006 - 2010

- 2006: 11
- 2007: 29
- 2008: 19
- 2009: 20
- 2010: 10
Examinations – cont.

<table>
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<th>Type of License</th>
<th>Written Elements</th>
<th>1</th>
<th>3</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>7R</th>
<th>8</th>
<th>9</th>
<th>Telegraphy Elements</th>
<th>1</th>
<th>2</th>
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<th>4</th>
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<tbody>
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<tr>
<td>Second Class Radiotelegraph Operator's Certificate</td>
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<td>✓</td>
<td></td>
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<td>✓</td>
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<tr>
<td>Third Class Radiotelegraph Operator's Certificate</td>
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<td>General Radiotelephone Operator License</td>
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<td>Marine Radio Operator Permit</td>
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<td>GMDSS Radio Operator's License</td>
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<td></td>
<td></td>
<td>✓</td>
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<tr>
<td>Restricted GMDSS Radio Operator's License</td>
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<td>GMDSS Radio Maintainer's License</td>
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<td>✓</td>
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<td>Ship Radar Endorsement</td>
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<td></td>
<td></td>
<td>✓</td>
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</table>

Will be Adding 1000 More Questions to the Database
• Current Resources will include the following:
  • Books recommended and written by Gordon West, the NMEA Installation Standard, and a Packet of Formulas
  • Future Resources will include a Curriculum of Study
    • 300+ Page Draft of Curriculum from NOCTI
  • Future Highly Technical Specialties will be developed

<table>
<thead>
<tr>
<th>Tech Specialist</th>
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<tbody>
<tr>
<td>Radar</td>
</tr>
<tr>
<td>Auto Pilot</td>
</tr>
<tr>
<td>SAT Comm</td>
</tr>
<tr>
<td>Networking</td>
</tr>
<tr>
<td>Navigation</td>
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</table>
• Three Programs
  • MEI – Basic Marine Electronics Installer
  • Advanced MEI
    • Upgrading Program into Technical Modules
  • NMEA 2000
    • Consumer Oriented PowerPoint Template on NMEA Website

http://www.nmea.org/content/nmea_members/nmea_member_new.asp
• Continual Improvement
  • Listening to the Regional Differences from Evaluations
  • Technology Changes
• Additional Classes
  • 2011 20 Locations Proposed
  • Schedule will be Published in MEJ
  • On the NMEA Website
• International Collaborations
  • British Marine Electronic Association
    • 37 MEIs
  • South Korea Marine Electronic Industry Promotion Association
    • Training Trainers
• School Collaborations (approx. 100 students)
  • International Yacht Restoration School
  • Landing School
  • Marine League of Schools / Skagit Valley Community College
    • Developing On-Line Course – Gratis to NMEA
NMEA 2000

• Product Certifications
  • Airmar, Beede Instruments, Furuno, Garmin, Lowrance, Maretron, Northern Lights, Raymarine, Simrad

• Developments
  • Alarms and Faults
  • Updating AIS
  • Distributed Power
  • 9-32 Volt
  • Power Generation
  • Galileo
All NMEA Network Messages (PGNs) 
Searchable on the NMEA Website 

• Manufacturers Required to Publish Network Messages (PGNs) 
• New Database of Messages Published 
  • Version 1.301 
• Live Demonstrations at NMEA Convention, METS, Miami 
• Inquiry about NMEA 2000 from BMW Oracle America’s Cup Team
NMEA 0183

• Updating Version 4.10
  • Publishing January 2011
  • Galileo Sentences
• Updates to AIS
  • Lee Luft from USCG Research and Development Center
  Presentation at Conference
Divergence of NMEA 0183 & IEC 61162-1

- TC80 Plenary decided 61162-1 should not include all data sentences
  - IEC 61162-1 limited to those used by ships (or those required on SOLAS ships?)
  - Data sentences used by base stations listed only in base station standard
- NMEA 0183 will remain most up-to-date and complete source
- Should FCC regs refer to NMEA 0183 instead of IEC 61162-1?
COAST GUARD PETITION

- Update reference to appropriate Standards referring to NMEA 0183 Vs IEC 61162
Safe-Mine

Multi-National Company with over 14,000 units in the field using NMEA 0183 for traffic awareness and collision avoidance.
NMEA 0400 Installation Standard

- No changes in 2010
- Working on updates in 2011
- International Community Utilizing Standard
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