MEJ MISSION STATEMENT

- Produce a profit for the NMEA
- Provide support for the NMEA mission and benefits for the NMEA members
- Provide a high quality magazine for members of the NMEA
MEJ BOARD OF DIRECTORS

- **President**
  Ken Englert
  Maritime Communications

- **Vice President**
  Tim Conroy
  ComMar Sales

- **Secretary**
  Cindy Ensley
  Ensley’s Radio Company

- **Treasurer**
  Paula Ross
  Seawide Distribution - FL
MEJ STAFF

- Bruce Cole  
  Manager & Advertising Director
- Tomlin Coggleshall  
  Advertising Sales Associate
- Jim Fullilove  
  Editor
- Kelly Williams  
  Design Director
- Leslie Curtis  
  Circulation, Database Management, Administrative Support
- Ann Cole  
  Circulation & Administrative Support
- Cindy Ensley  
  Accounting
## FINANCIAL SUMMARY
### 2008 vs. 2009

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>Taxable Income</th>
<th>Net Profit After Taxes</th>
<th>Dividend to NMEA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>$435,730</td>
<td>$131,525</td>
<td>$86,749</td>
<td>$40,000</td>
</tr>
<tr>
<td>2009</td>
<td>$354,405</td>
<td>$63,955</td>
<td>$47,570</td>
<td>$75,000</td>
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</tbody>
</table>
TOTAL DIVIDENDS TO NMEA
1995 - 2009

$681,766
TOTAL ADVERTISING SALES
2010 vs. 2009

Advertising sales expected to be UP by 6 - 7% in 2010 over 2009
INTERNATIONAL EDITION

- Reposition current November/December issue
  - Similar to creation of the Buyers’ Guide a few years ago when we took the weakest issue of the year (July/August) and repositioned it into our most profitable issue (around $100k/yr)
- Launching platform - METS Trade Fair in Amsterdam in November coordinated with NMEA’s participation in the show
- A cost/risk analysis indicated minimal risk with this venture
- Initiative opens up great opportunities for NMEA to market its standards & training worldwide and should help promote business for many NMEA members doing business internationally.
THANK YOU FOR YOUR SUPPORT OF NMEA THROUGH ADVERTISING IN MARINE ELECTRONICS JOURNAL