

NMEA Annual Business Meeting
Sheraton Hotel & Marina, San Diego CA
Thursday, September 26, 2013

MEETING CALLED TO ORDER at 12:10 a.m. by Executive Director Bruce Angus, with one hundred and fifty-five (155) members in attendance. Bruce thanked everyone for coming to the first annual business luncheon, before going over the meeting agenda he introduced Secretary Chris Harley.

SECRETARY'S REPORT: Secretary Chris Harley went over the minutes of the 2012 meeting and asked if there were any questions, additions, or deletions. He reminded all that the minutes would be posted on the member only section of the NMEA Web site within the next few weeks, as well as published in the Nov/Dec issue of MEJ. He asked for any comments from the floor, and there being none, he called for a motion to approve the minutes as presented. A motion to accept the minutes was made by Bruce Cole, seconded by Bryan Hennessy, and carried. Secretary Harley then introduced Chairman David Gratton.

CHAIRMAN'S REPORT: Chairman David Gratton formally welcomed everyone to the 2013 annual business meeting. David briefly commented on the work of the Board in creating a Strategic Plan for the first time in the past decade, as well as the restructuring of the various committees. He mentioned that the committees are always in need of more volunteers and urged anyone interested to contact any BOD member. He noted that there were additional changes coming to the Association which Executive Director Bruce Angus would go over later. A picture of the current Board of Directors was posted on the screen, and Chairman Gratton noted that many of these individuals put in as much as 500 hours as volunteers, and then he asked for a round of applause. Next, a picture of the Executive Committee was shown, and Chairman Gratton mentioned that the EC held monthly conference calls to review the overall operation of the Association, as well as reviewing financials. Chairman Gratton then turned the podium back over to Executive Director Bruce Angus who introduced Treasurer Marilyn Quaders.

FINANCIAL REPORT: Marilyn Quaders provided a PowerPoint financial report which began by summarizing the Association's asset history from 2008 onward. While assets have decreased over the past couple of years due to the Association's losses in 2011 and 2012, the Association remains quite healthy. Marilyn then showed a pie chart of the actual revenue for 2012, and where that revenue is received: 29% from membership dues, 23% from NMEA 2000, 23% from the conference, 17% from training, and the remaining from 0183 and 0400. Marilyn next showed a 5-year revenue trend with 2012 coming in at \$869K, which included a \$75K dividend from MEJ. She then gave a 5-year history of revenue versus COGS and noted that these numbers were relatively consistent.

Next she moved on to a Profit and Loss summary which showed that 2012 actuals came in with a loss of \$55.4K versus a budget which had projected a \$932 profit.

Marilyn then went on to present the 2012 actuals and the 2013 actuals versus budget. She noted that through the 20th of September, YTD actuals were \$180K versus a budget of \$185K. She concluded by saying that the year should finish up very close to meeting budget.

Marilyn then gave a brief report on the QuickBooks project which was on-going in the National Office. She noted that the benefits of this project would be moving toward one source for reporting data, would improve accuracy, would allow us to create management reports, as well as job costing/program cost reporting. Overall, once the project was completed, it would create an efficient tool for managing the Association's business. Marilyn concluded by asking if there were any questions from the members, and there being none, she asked for a motion to accept the Treasurer's Report as presented. A motion was made by Jules Rutstein, seconded by Steve Katz, and carried. Marilyn then introduced Technical Director Steve Spitzer.

TECHNICAL REPORT: Technical Director Steve Spitzer noted that in 2013 training was the #1 priority for the Association. He complimented the Education Committee for their outstanding work in the improvement of the MEI course and NMEA 2000 course. He noted that AMEI has been completely updated this year.

Steve then asked Education Committee Chairperson John Barry to stand and be recognized. For 2014, Education Committee goals were to continue the improvement of training materials by producing more hands-on courses as well as videos. The committee would also be working on new training courses such as an advanced NMEA 2000 course, special electronic systems categories, and NMEA OneNet.

Steve noted that, to date, over 2,600 individuals have been trained through the NMEA classes, participating schools, and international organizations. Steve then asked Steve Wallace, the chairman of the NMEA 0400 revision, to stand and be recognized. Steve S then noted that the new version will be published in Q1 of 2014 and that this was the culmination of 2 years of work. He noted that 25 CMETs were volunteers on this committee and thanked them for their work. He noted that this revision would adhere to the American National Standards Institute (ANSI) procedures.

Steve reiterated that NMEA 2000 has been updated and that the new version had new messages published for power, channel source, water maker input and control, as well as MOB. New updates have been added for DSC, AIS, and documents. Currently, there is work in process for audio controls, new regional GNSS systems, safety net, AIS, and a cable and connector appendix.

With regards to NMEA 0183, Steve noted that in collaboration with IEC TC80, working group 6, NMEA would be the sole world-wide publisher of all sentences for NMEA 0183. He noted that work in progress with 0183 revolved around regional satellite systems, AIS updates and TAG BLOCK updates.

Steve then closed by giving a brief summary of NMEA OneNet., noting that it is still in draft form, that it complements NMEA 2000, does not replace it, and is based upon the IEEE802.3 Ethernet Standard. Steve then introduced Ghassan Kahlek of the FCC and asked him to speak on some breaking news. Ghassan noted that NMEA had received COLEM status which means that NMEA is now authorized to administer FCC exams. Ghassan also noted that when an individual passes the new NMEA CMET exam, the FCC will be notified and that individual will receive his GROL with radar endorsement. Steve then turned the podium over to ED Bruce Angus who introduced Cindy Ensley representing the MEJ.

MARINE ELECTRONICS JOURNAL (MEJ) REPORT: Cindy began her presentation by showing a picture of the MEJ staff and asked them to stand and be recognized. Moving on to a financial summary, Cindy noted that for 2012 total revenue was slightly down. She then mentioned that MEJ was able to provide a \$35,000 dividend to NMEA. She noted that since MEJ was created in 1995, they have granted dividends to NMEA of \$841,766.

Cindy closed her presentation by noting once again that the Nov/Dec issue would be the fourth international issue and would be distributed by NMEA at the upcoming METS trade fair in Amsterdam. She noted that sales for the third edition were 3% higher than the previous year, and that this year's international edition would have a 4-page RTCM special section. Cindy closed her report by thanking all manufacturers who supported MEJ through their advertisements.

EXECUTIVE DIRECTOR'S REPORT: Executive Director Bruce Angus began his report by showing a picture of the NMEA staff and asked them all to stand and be recognized. He noted that it is the staff's job to serve the members of the Association as well as manage all day to day operations. He noted that their job is also to execute the directives of the NMEA BOD. As Executive Director, he provides bi-weekly activity reports, monthly financial reports, as well as a monthly conference call with the Executive Committee.

Bruce then showed a chart of goals the National Office had set for 2013 and their status. He then moved on to some committee revisions that were being recommended by the staff and EC. Total number of committees would be reduced to seven (7) which would include Standards, Education, Finance, Membership, Conference, Marketing, and Strategic.

Bruce noted that there are currently 615 members of the Association and that these member companies employ over 11,000 people involved in marine

electronics. He then showed a pie chart of members by category, with dealers representing the greatest percentage (34%), followed by trade (28%), and manufacturers (22%). He noted that the largest dues category were the manufacturers representing 47%. Bruce then moved on to show some charts regarding registrations for the 2013 conference, as well as anticipated revenue versus Cost of Goods.

Bruce then talked about the Strategic Plan and noted that Phase I which included the new NMEA Mission Statement, a new Values Mission Statement, and development of a Certified Installation program were all approved at the June 8th BOD meeting. He mentioned that the new Mission Statement was posted on the Web site. He briefly commented on some strategic objectives for 2014, which included the development of IMEA which would become a 501(c)(3) non-profit education foundation.

Bruce then discussed reduction in the number of Board of Directors and noted the reasons why this was being considered. He followed this up by showing two motions that had been approved by the Board of Directors at their September 24th meeting. Motion #1 which was moved by Lou Rota and seconded by John Barry, was to approve the strategic planning committee's recommendation to the Board to change definitions of Directors as described in the 2004 by-laws, to be "at large" directors. This motion was unanimously approved. Motion #2 which was moved by Johnny Lindstrom and seconded by Steve Wallace, was to approve the Strategic Planning Committee's recommendation to the Board to reduce the number of Board members by attrition from eighteen (19 in 2013) to fourteen in 2014, and twelve in 2015. The motion was unanimously approved.

Bruce then put on the screen the slate of officers nominated for 2014 – Chairperson Johnny Lindstrom, Vice Chairperson Mike Spyros, Secretary Jules Rutstein, and Treasurer Marilyn Quarders. Bruce asked for a motion to approve this slate. The motion was made by James Porreca, seconded by Steve Katz, and carried.

Q&A SESSION: Bruce solicited questions from the attendees regarding the NMEA and any of its education and training programs. Tim Strickland of the USCG asked to be recognized and congratulated NMEA on their promotion from a Class D liaison status, to Class A under IEC Part 8. He also reiterated that the passing of the new CMET exam would include GROL with radar endorsement.

Bryan Hennessey requested clarification of what was meant by 'board reduction by attrition'. Bruce replied that 'by attrition' means all board member will serve to the completion of their current term, however there will be adequate board terms expiring in December 2013 to meet the board reduction goal of 14 for 2014.

ADJOURNMENT: Prior to adjournment, Executive Director Angus reminded all that the 2014 conference would be held in Sanibel from October 8 – 11, and

hoped to see everyone there. With no further items on the agenda, Bruce called for a motion to adjourn, which was made by Richard Baker, seconded by Ralph Sponar, and carried. The 2013 NMEA annual business meeting was officially adjourned at 1:28 p.m.