YOUR NMEA Board of Directors & Staff

Executive Committee

Chairman
Johnny Lindstrom

Vice-Chair
Mike Spyros

Treasurer
Marilyn Quarders

Secretary
Jules Rutstein

Lou Rota

Directors

Rich Baker

John Barry

Paul Comyns

Brad Good

Ken Harrison

Steve Katz

Hugh Lupo

Steve Wallace

NMEA Staff

Debbie Compere

Cindy Love

Mark Reedenauer

Steve Spitzer
Welcome to NMEA’s 57th Anniversary

Annual Business Meeting

Sanibel Florida
October 9, 2014
Secretary’s Report- Jules Rutstein

• Minutes of 2013 business meeting

• Motion to accept minutes

• Vote to accept minutes
Treasurer’s Report- Marilyn Quarders

Financial report 2013
Balance Sheet Graph-3-year
Revenue trend-10 years
Revenue by category
Financial Report 2014 year to date
10 YEAR - REVENUE

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
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<tr>
<td>2003</td>
<td>495,478</td>
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<tr>
<td>2004</td>
<td>701,612</td>
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<tr>
<td>2005</td>
<td>672,838</td>
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<tr>
<td>2006</td>
<td>895,480</td>
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<td>2007</td>
<td>827,483</td>
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<tr>
<td>2008</td>
<td>924,912</td>
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<tr>
<td>2009</td>
<td>713,784</td>
</tr>
<tr>
<td>2010</td>
<td>838,989</td>
</tr>
<tr>
<td>2011</td>
<td>852,476</td>
</tr>
<tr>
<td>2012</td>
<td>905,520</td>
</tr>
<tr>
<td>2013</td>
<td>833,677</td>
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<td></td>
<td>Actual 2013</td>
</tr>
<tr>
<td>-------------------------</td>
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<tr>
<td>Total Income</td>
<td>833,677</td>
</tr>
<tr>
<td>COGS</td>
<td>249,634</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>584,043</td>
</tr>
<tr>
<td>Expenses</td>
<td>612,434</td>
</tr>
<tr>
<td>Net Ordinary Inc</td>
<td>(28,391)</td>
</tr>
<tr>
<td>Other</td>
<td>23,299</td>
</tr>
<tr>
<td>Net Income/Loss</td>
<td>(5,092)</td>
</tr>
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<td>2014 YTD ACTUAL</td>
</tr>
<tr>
<td>---------------------</td>
<td>-----------------</td>
</tr>
<tr>
<td>Total Income</td>
<td>775,871</td>
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<tr>
<td>COGS</td>
<td>136,593</td>
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<tr>
<td>Gross Profit</td>
<td>639,278</td>
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<tr>
<td>Expenses</td>
<td>344,035</td>
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<tr>
<td>Net Ordinary Inc</td>
<td>295,242</td>
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<tr>
<td>Net Other</td>
<td>23,180</td>
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<tr>
<td>Net Income/Loss</td>
<td>318,422</td>
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Technical Department Update
NMEA Annual Business Luncheon
2014

Technical Department Update
Technical Director, Steve Spitzer
Documentation, Mark Reedenauer
NMEA 0400 Installation Standard
Version 2014- Steve Wallace - Chair

• Complete Revision resulting in
• Updating of all 20 existing sections
• Addition of 2 new sections (Black Box, Cameras / Security)
• Four new Appendices were added

Process:
• Two years
• Participation
  • 15 manufacturers
  • 26 CMETS and/or experts
• Previous version 205 pages
• New version more than 325 pages (59% increase)
NMEA 0400 Installation Standard
Version 2014- Steve Wallace - Chair

2001 Version 1.00
2006 Version 2.00
2008 Version 3.00
2012 Version 3.10
2014 Version 2014

+50%
311 pages
NMEA 0400 Installation Standard
Version 2014- Steve Wallace - Chair

- NMEA/ANSI procedures followed
  - Strict review process
  - Public comment stage completed
  - 161 comments received
    - 90 technical
    - 71 editorial
    - Manufacturer input
  - Will be releasing December 2014
NMEA Training Progress

- Continual Improvement of:
  - Marine Electronic Installer course
  - Advanced Marine Electronic Installer
  - NMEA 2000 course
- Raising the BAR
  - More “Hands On”
  - Passing Grade now 80%
- Manufacturer training (100+ employees in 2014)
- Navy and USCG training (50+ Service Members in 2014)
NMEA TRAINING 2006 - 2014 (Conference)

Total 2884

Manufacturers
International
Schools
NMEA

MEI
AMEI
NMEA 2000

1077
391
724

58
46
3

191
3

235
48

321
220

46
48

220
235

724
1077

58

International
Schools
NMEA

48
46
3

220
48

724
220

58

NMEA 2000
AMEI
MEI

724
220

191
3

46
3

58

MEI
AMEI
NMEA 2000

2884
NMEA Worldwide Standards Relationship

IMO

IEC

RTCM

Category A Liaison

NMEA

Category A Liaison
NMEA 0183 Work in Progress

- Safety Net
- Man Over Board
- Heave
- AIS Updates
- AIS Repeater
- Return Link Message (Copas/Sarsat)
- Heel and Roll Measurements
- ROV (3 axis speed and position)
- New Talker IDs (new satellites)
NMEA 2000 Update

Enhancements to be Published February 2015

• Improved clarity to minimize ambiguity in Main Document
• i.e. Device instance and Data instance
• Additional new requirements
• Additional new certification testing
• Application Appendix - new and improved material (200% increase)
NEW Messages to be Published February 2015

• New DSC Messages
• New AIS Messages
• New Heave Message
• New Return Link Message
• New Safety Net Messages
• Audio Messages
• Conversion of legacy NMEA 0183 to NMEA 2000
NMEA OneNet Update

- Draft - not yet released for distribution
- Complements NMEA 2000, does not replace it
- Interoperates with established NMEA 2000 network
- Utilizes current NMEA Network Messages
- Based on the IEEE 802.3 Ethernet Standard
- Transport of NMEA Network messages using Standard Ethernet protocol in a common non-proprietary format
- Support high bandwidth applications with known protocols
MEJ MISSION STATEMENT

- Produce a profit for the NMEA
- Support the mission of NMEA
- Publish a high quality magazine that serves NMEA members & greater marine electronics industry
- Promote & support the website www.marineelectronicsjournal.com
MEJ BOARD OF DIRECTORS

• President
  Ken Englert
  Maritime Communications

• Vice President
  Tim Conroy
  ComMar Sales

• Treasurer
  Paula Ross
  Seawide Distribution – FL

• Secretary
  CindyEnsley
MEJ STAFF

• Bruce Cole
  Manager & Advertising Director
• Jim Fullilove
  Editor
• Kelly Williams
  Design Director
• Leslie Curtis
  Circulation, Database Management, Administrative Support
• Ann Cole
  Circulation & Administrative Support
• Cindy Ensley
  Accounting
FINANCIAL SUMMARY
2012 vs. 2013

2012 Yearend
Revenue: $347,396
Taxable Income: $48,602
Net Profit After Taxes: $37,255
Dividend to NMEA: $35,000

2013 Yearend
Revenue: $323,328
Taxable Income: $19,937
Net Profit After Taxes: $15,042
Dividend to NMEA: $25,000
ANNUAL ADVERTISING COMPARISONS

- $501,935 (2007)
- $435,730 (2008)
- $354,405 (2009)
- $380,624 (2010)
- $374,427 (2011)
- $347,396 (2012)
- $323,328 (2013)
TOTAL DIVIDENDS TO NMEA
1995 - 2013

$866,766
NEW AT MEJ

• Special trade only section in the annual Buyers’ Guide to Marine Electronics that is distributed to our trade readership only enabling distributor advertising in the Buyers’ Guide issue.

• MEJ Website Project launched for the boating public, entitled “Marine Electronics: Tips, Technology, Talk.” This new website is a major outreach project for NMEA and its end customers – owners and operators of recreational and commercial boats.
THANK YOU FOR YOUR SUPPORT OF NMEA THROUGH ADVERTISING IN MARINE ELECTRONICS JOURNAL
Chairman’s Report
Johnny Lindstrom

• Volunteers make the NMEA work!
• Operations: Sound
• Membership: Growing
• Training: Strong
• Standards: Gaining
• Conference: Evolving
Major Event Sponsors-Thank You!

- **CWR Electronics**: Friday Reception Bar
- **Hatteland Display**: Friday Coffee Break
- **Humminbird**: Friday Reception Bar
- **Lowrance**: Wednesday Lunch Sponsor
  - Friday Cocktails and Awards Dinner
- **Simrad**
## Booster Sponsors-Thank You!

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### Sponsors - Thanks!

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## Education Track Presenters - Thanks!

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<tr>
<td>John Barry</td>
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<tr>
<td>Rich Beattie</td>
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<tr>
<td>Jim Dodez</td>
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<tr>
<td>Johnny Lindstrom</td>
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<tr>
<td>Hugh Lupo</td>
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<tr>
<td>Brian Kane</td>
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<tr>
<td>Matt Johnson</td>
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<tr>
<td>Steve Spitzer</td>
</tr>
<tr>
<td>Bart Stein</td>
</tr>
<tr>
<td>Ralph Sponar</td>
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<tr>
<td>Phil Whitehurst</td>
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<td>Keith Wansley</td>
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</table>
NMEA Committees

Standards
• Manufacturers & Government

Education
• Board and dealers

Conference
• Board, trade, dealers, manufacturers

Marketing
• Board, trade, dealers, manufacturers

Strategic
• Board and external advisors

IMEA
• Board and external advisors

Special Mention
• Steve Wallace- Chair, NMEA 0400 Committee
• Brad Good- Chair, Conference Committee
• Mike Spyros- Chair, Technical Committee
• Marilyn Quarders- Chair, Finance Committee
• John Barry- Chair, Education Committee
THANK YOU From
YOUR NMEA Board of Directors & Staff

<table>
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<tr>
<th>Executive Committee</th>
<th>Directors</th>
<th>NMEA Staff</th>
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<tr>
<td><strong>Chairman</strong></td>
<td>Rich Baker</td>
<td>Debbie Compere</td>
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<td>Cindy Love</td>
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