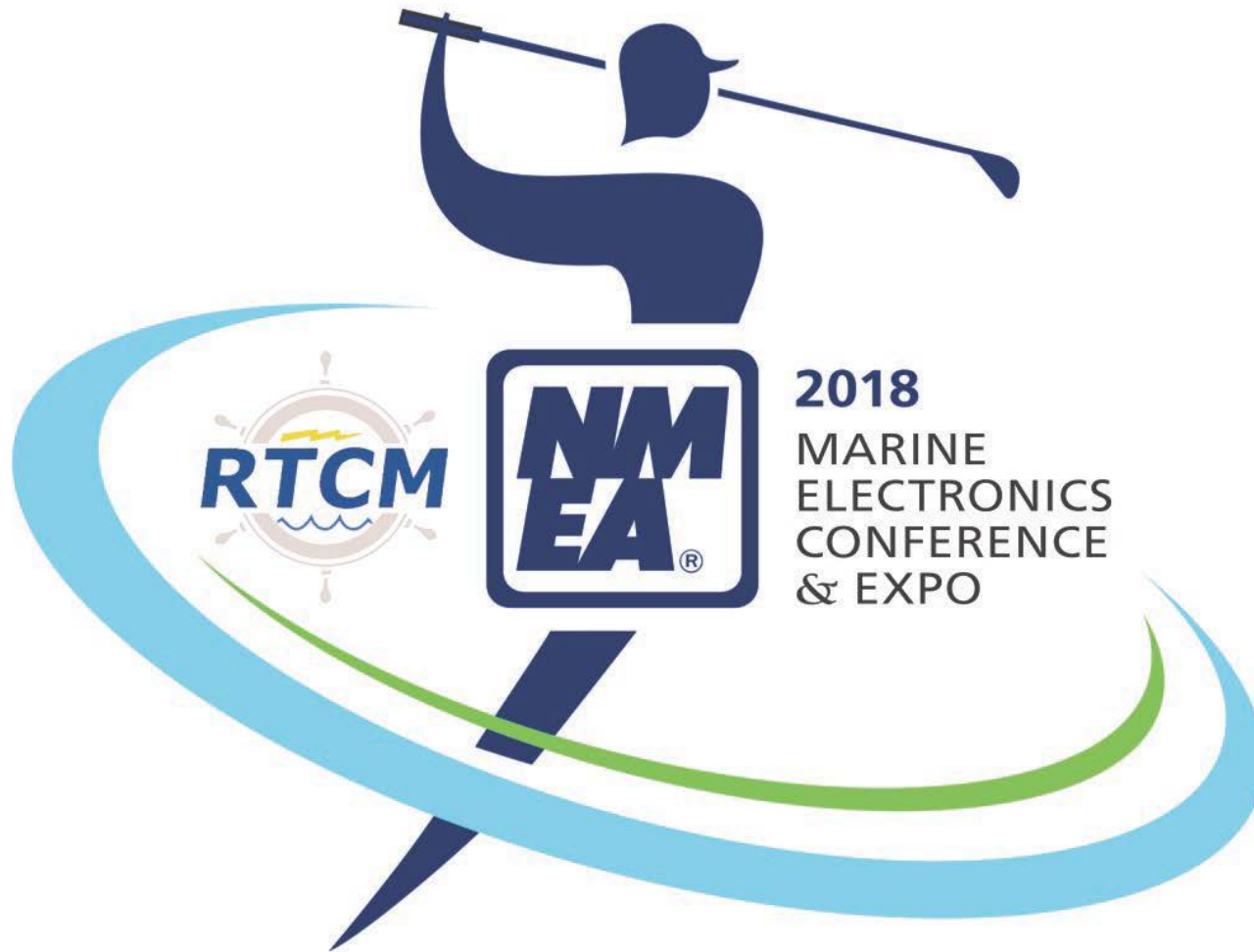


# Welcome All Guests!



2018  
MARINE  
ELECTRONICS  
CONFERENCE  
& EXPO

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# Minutes Included in the following Slides

- Opening Remarks: Mike Spyros
- 
- Secretary: Brian Kane
- Motion to accept 2017 Business meeting minutes in Bellevue, Washington
- First: Richard Baker
- Second: Steve Katz
- 
- Treasurers report: Richard Baker
- 
- President/ Executive Director: Mark Reedenauer:
- 
- Chairman - Mike Spyros:
- 
- Motion to adjourn meeting
- First: Judy Johnson
- Second: Brewster Griffing



# AGENDA

1. Call to Order / Chairman's Welcome
2. Secretary's Report: Brian Kane  
*Motion to accept the September 2017 Business Lunch Meeting Minutes, Bellevue WA*
3. Financial Report: Treasurer Richard Baker
4. Report of the President / Executive Director:  
NMEA Members: Vote for product awards!  
New Member Benefits  
Member Survey  
Training News
5. Adjournment

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# REVENUE - HISTORY

## Total Revenue 2014-2017



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# Performance to Budget

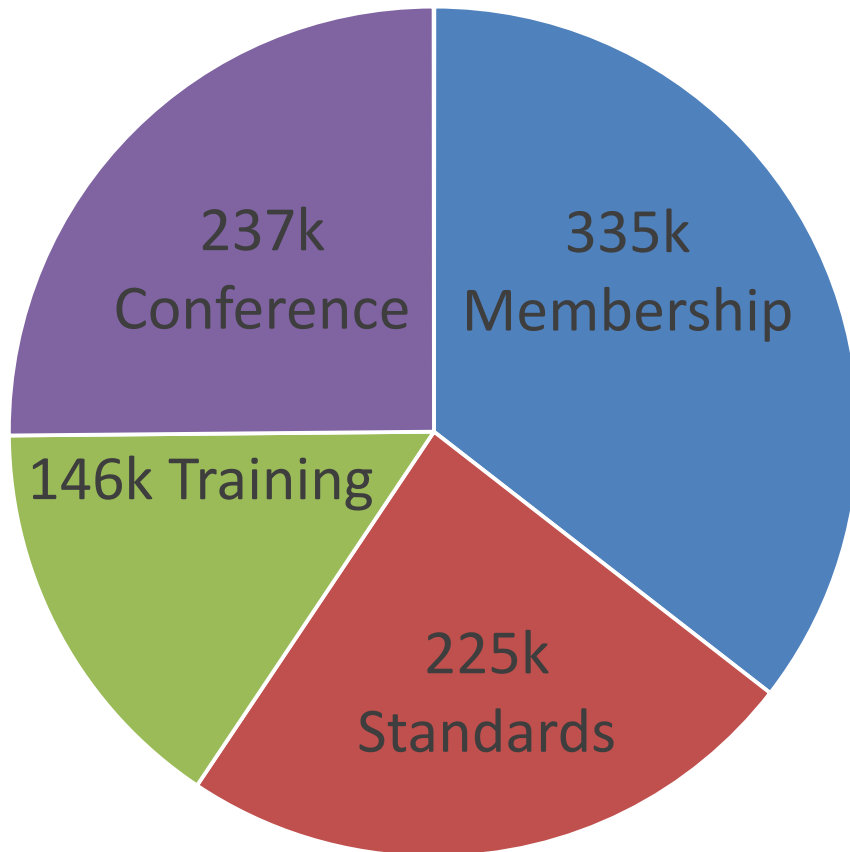
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	Jan - Aug 18	Budget	\$ Over Budget	% of Budget
<b>Total Income</b>	943,817.31	867,783.08	76,034.23	108.76%
<b>Total COGS</b>	318,115.73	236,272.51	81,843.22	134.64%
<b>Gross Profit</b>	625,701.58	631,510.57	-5,808.99	99.08%
<b>Total expense</b>	356,295.01	381,841.38	-25,546.37	93.31%
<b>Other Income</b>	54,427.82	5,101.32	49,326.50	1,066.94%
<b>Net Profit / Loss</b>	<b>323,834.39</b>	<b>254,770.51</b>	<b>69,063.88</b>	<b>127.11%</b>



# 2018 YTD Revenue Breakdown



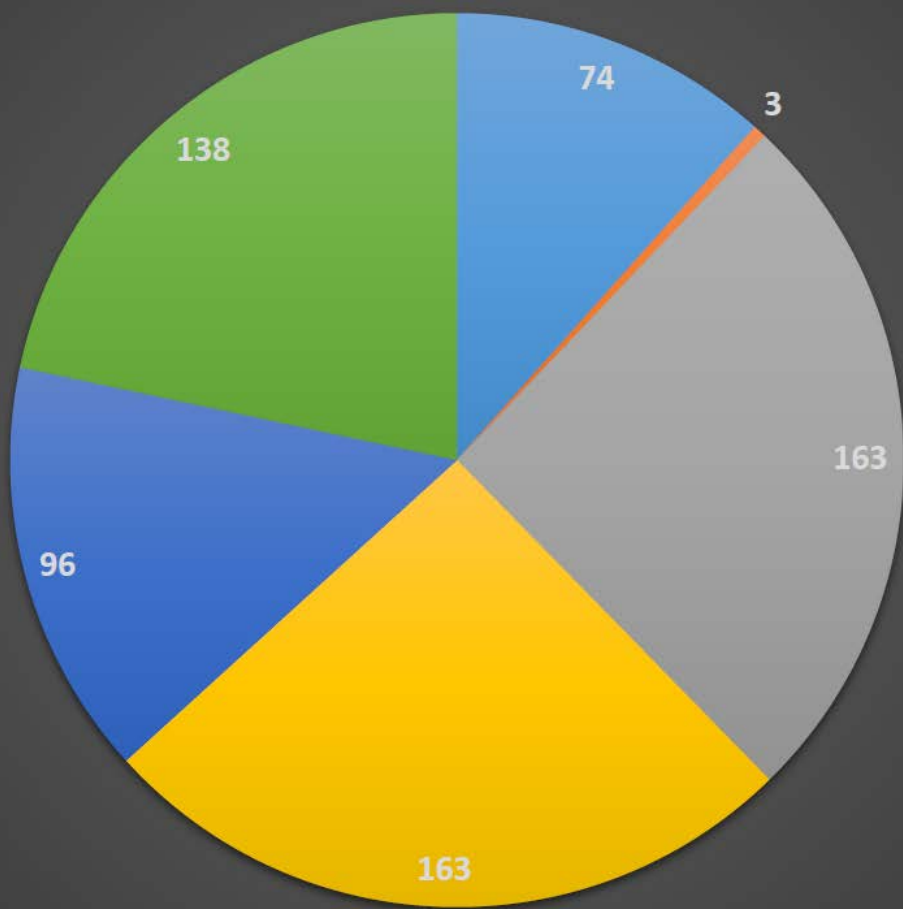
■ Membership ■ Standards ■ Training ■ Conference

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# Membership Breakdown



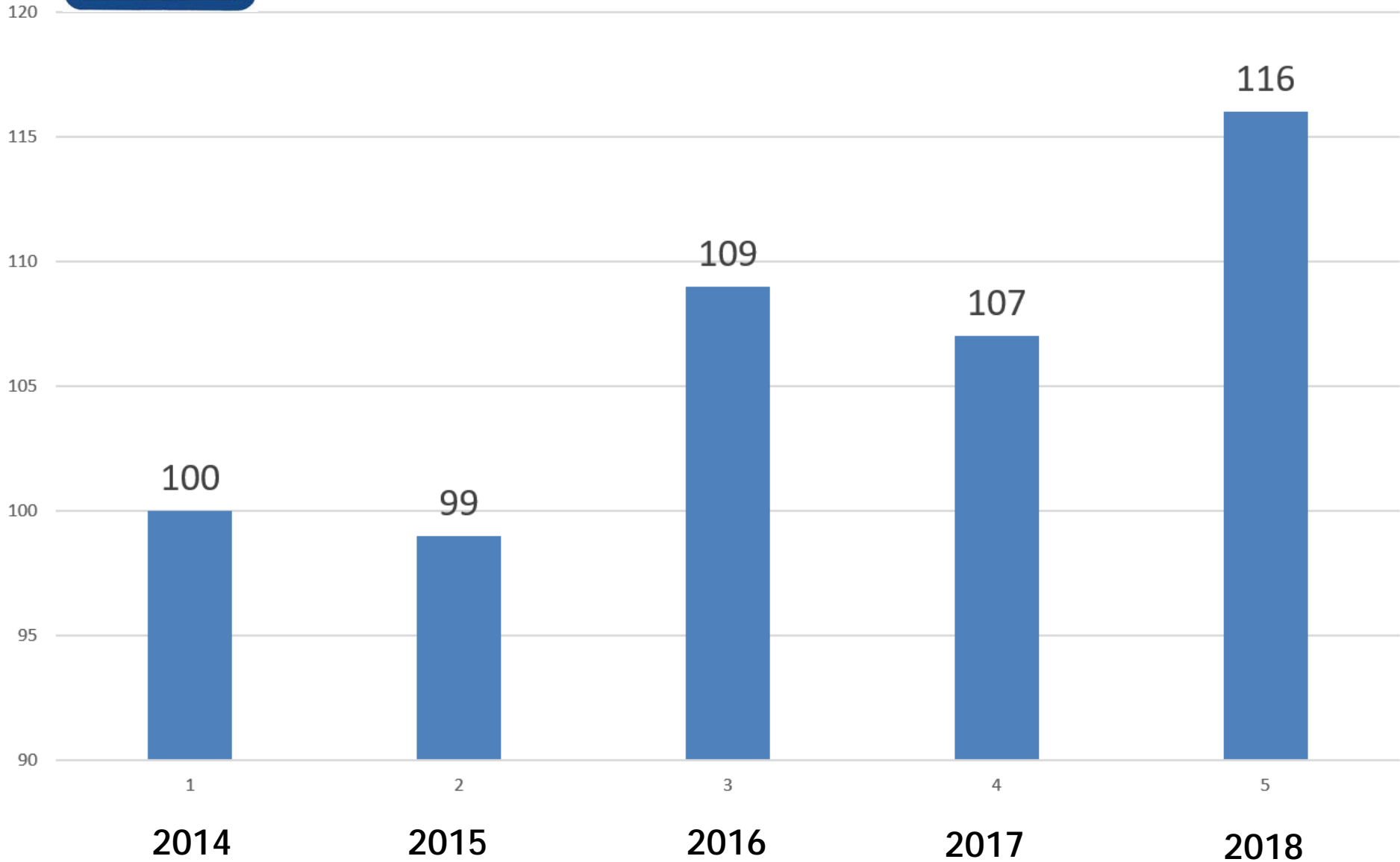
■ Associate ■ Boat Builder ■ Trade ■ Dealer ■ Manufacturer ■ International

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# NEW MEMBER NUMBERS







# NEW MEMBER BENEFITS: 2019



## Master Dealer-

\$500 to join, \$375 to renew

Eligible for four (4) free trainings per year at a scheduled training event.

Must register 2 weeks in advance.

Four free training renewals

2 free conference registrations

Master Dealers Must buy direct from 4 NMEA Manufacturer level 3 members

## Dealer Member-

\$475 to join, \$350 to renew

Eligible for **three(3)** free trainings per year at a scheduled training event.

Must register 2 weeks in advance.

1- free conference registration

One free CMET exam per year (move further towards a master dealer).



# New Certification for 2019 NMET

- National Marine Electronics Technician
- Revised Test Question Pool
- Same question pool as CMET with removal of FCC questions
- \$100 Testing Fee (Must be proctored)
- All questions are field industry experience based
- National Marine Electronics Technician does not require FCC GROL Requirement
- Certified Marine Electronics Technician Must still have FCC GROL Requirement

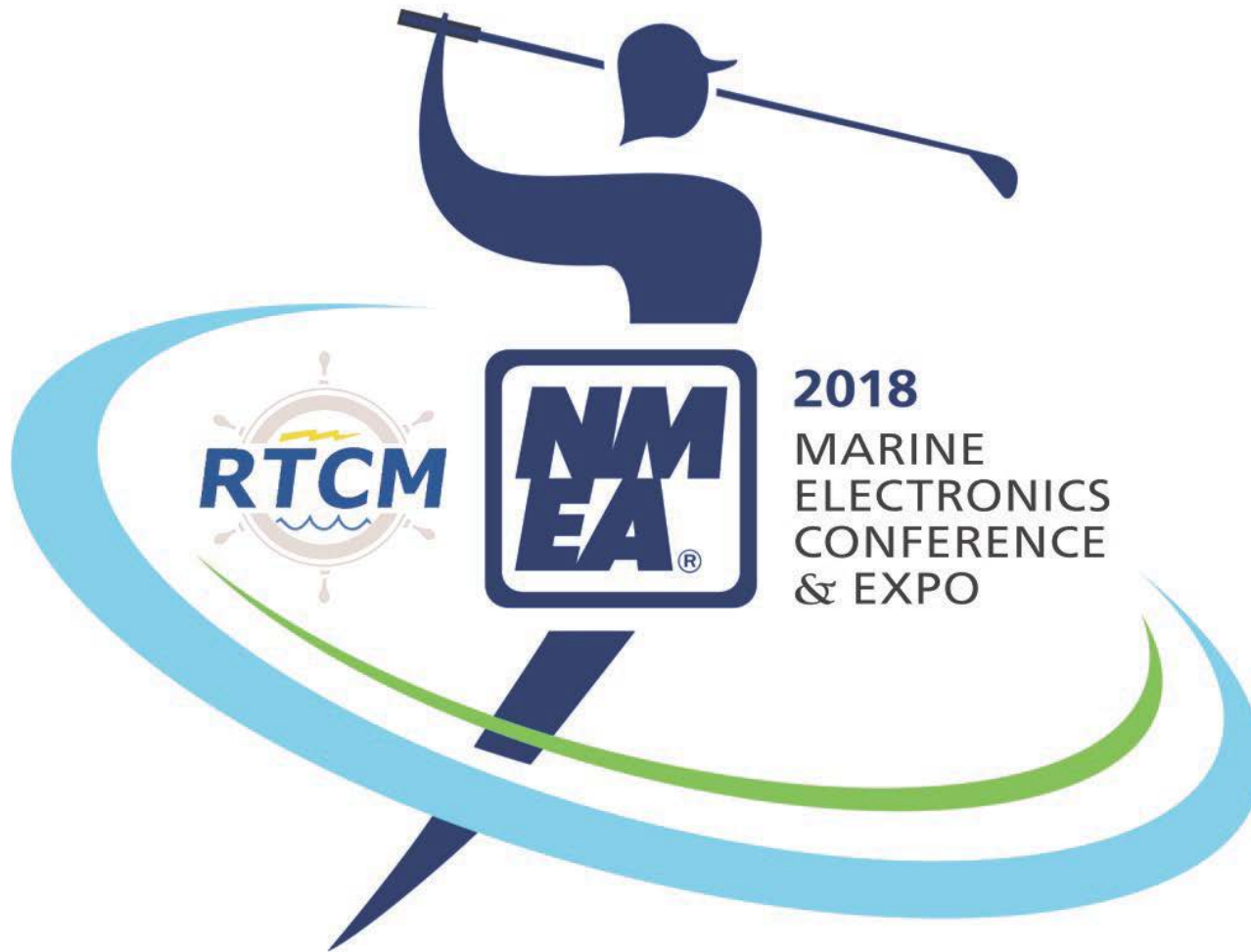


# Strategic Planning Survey: November 1-30, 2018

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# Thank You!



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