



**AA&F Presidents Report
Board of Trustees
02 May 2014**

FOR ALL THE RIGHT REASONS

Thank You

- **COCF – VADM Hank Mustin '55**
- **CAG - Glen Woods '78**
- **Class of '69 – AMP**
- **Non-trustee Committee reps**

Farewell – Departing Trustees

RADM Jerry Smith '61 – 60's decade rep & House Cmte Chair

Richard Pace '63 – LA Chapter

Jerry Farrell '70 - Greater Washington DC Chapter & Membership and Alumni Services Committee Chair

Alex Plechash '75 – Central Region

Ples Bruce '77 - Atlanta Chapter & Admissions Chair

Joshe Welle '02 - 00's decade rep

Jack Klimp '68 – Vice Chair & Joint Finance & Audit Cmte Chair

Welcome - New Trustee's

New Vice Chair - MGEN (ret) Leo Williams USMC , '70

New Central Region Trustee - CAPT (ret) Royce Engler '73

New decades' reps

- **60's CAPT Spence Johnson '63**
- **00's Maj Murph McCarthy '00**

Large Chapter Reps:

- **Justin Jarski '95 – Texas Gulf Coast**
- **RADM Ray Witter '64 – Upper Midwest Chapter**
- **RADM Gary Hall '76 - Greater Washington Chapter**
- **Bret Pott's – '95 – Los Angeles Chapter**

New Hires

Alumni Association

- **LtCOL Joe Fagan '89, USMC – Ass't Dir for Engagement OPS / Chapters**

Foundation

- **LtCOL Vince Baldarama '78, USMC – Major Gift Officer**

Thank You !

Vice Admiral Mike Miller



FOR ALL THE **RIGHT REASONS**

Supe & Dant Leaning In

Engaging On the Road and at Home: Fall '13

Supe:

Indianapolis
Dallas
Louisville
Bowling Green
Raleigh
Toledo
Jacksonville
South Bend
Chicago
San Jose
San Francisco



Dant:

Indianapolis
Bowling Green
Louisville
Raleigh
Toledo
South Bend
Chicago
San Jose
San Francisco
Dallas
Quantico
Parents Clubs:
- NoCAL, NoVA,
MD

Financial “State of the Enterprise”

- FY 14 – Outstanding Year
- Sound Financial Footing
- Assets, Net Assets, Reserves ↑
- Annual Fund ↑
- Strategically prepared for campaign

Financial Update

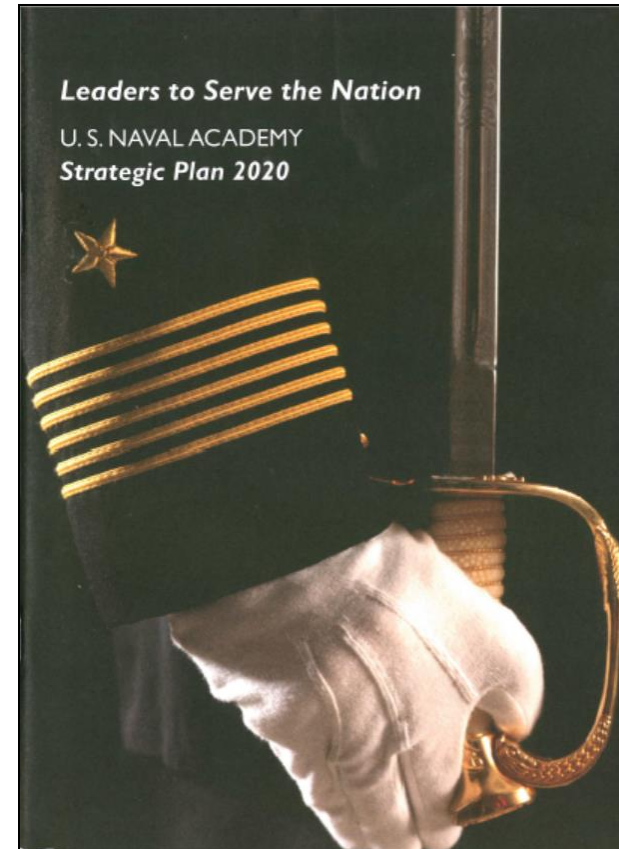
	June 30, 2013	March 31, 2014
Net Assets	\$191.7M	\$207.0M
Investments	\$180.8M	\$201.1M
Unrestricted Net Assets	\$12.9M	\$18.3M
Annual Fund	\$7.2M	\$8.0M
Budget Surplus (Deficit)	\$(367)K	\$3.7M
Contributions	\$30.6M	\$26.1M

NOTE: Annual Fund will exceed budget of \$8M

FOR ALL THE **RIGHT REASONS**

USNA Strategic Plan 2020

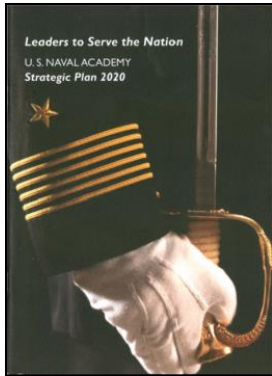
Vision: To be the premier educational institution for developing future naval officers from across the nation to serve and lead in an increasingly interdependent and volatile world



<http://www.usna.edu/StrategicPlan/>

FOR ALL THE RIGHT REASONS

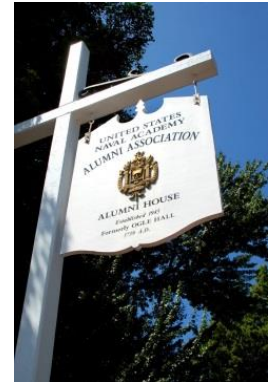
Relevance & Support of USNA



**USNA
Strategic
Plan 2020**



**AA&F Plan
2020**

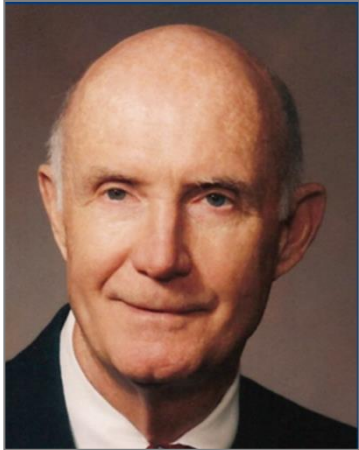


AA&F Strategic Planning Process

- **Op Plan Development / Alignment**
- **Resource requirements**
- **Budget development**
- **SLT Plus-Facilitated Off-sites**
- **Budget submission – JFAC → Board**
- **USNA SLT participation**
- **AA&F Guiding Principles**
- **Campaign Support**

FOR ALL THE **RIGHT REASONS**

2014 Distinguished Graduates



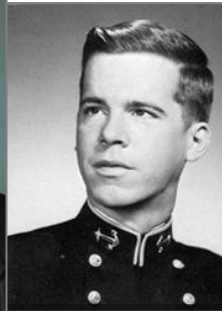
Lt Gen Stafford ('52)



RADM Miller ('62)



ADM Abbot ('66)



ADM Mullen ('68)



ADM Giambastiani ('70)

FOR ALL THE **RIGHT REASONS**

2014 Football Schedule

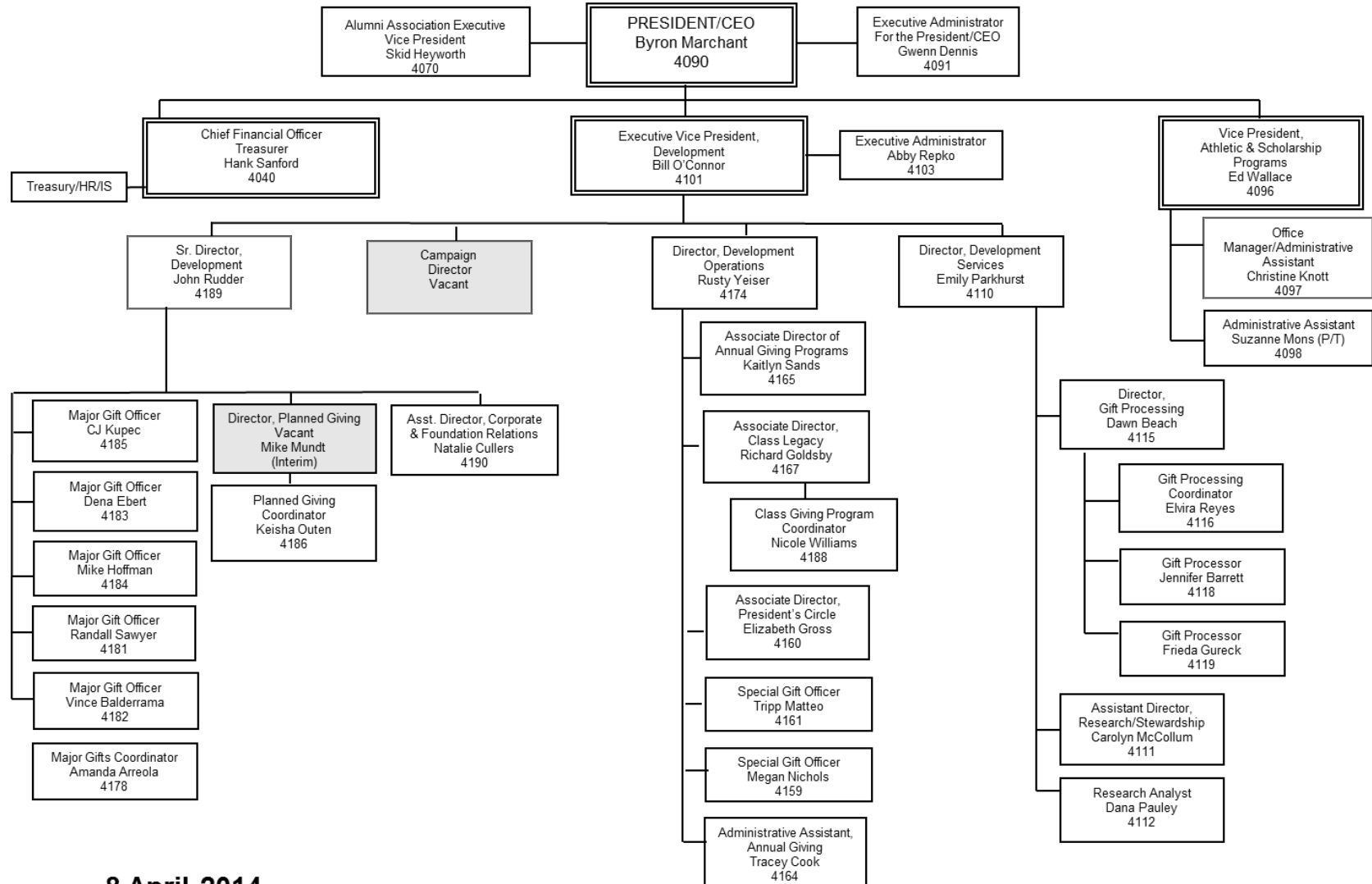
<u>Date</u>	<u>Opponent</u>	<u>Location</u>	
Aug. 30	vs. Ohio State	Baltimore, Md.	
Sept. 6	at Temple	Philadelphia, Pa.	
Sept. 13	at Texas State	San Marcos, Texas	
Sept. 20	Rutgers	Annapolis, Md.	'39, '49, '59, '64, 09
Sept. 27	Western Kentucky	Annapolis, Md.	Presidents Cir, '79,'84, '04
Oct. 4	at Air Force	Colorado Springs, Colo.	
Oct. 11	VMI	Annapolis, Md.	2/C Parent's w/e
Oct. 25	San Jose State (HC)	Annapolis, Md.	'74, '89, '94, '99
Nov. 1	vs. Notre Dame	Landover, Md.	
Nov. 15	Georgia Southern	Annapolis, Md. (HFH)	HFH, '54, '69
Nov. 28	at South Alabama	Mobile, Ala.	
Dec. 13	vs. Army	Baltimore, Md.	

(If Bowl Eligible: Poinsettia Bowl, San Diego CA. December 23, 2014)

Development Operations

Bill O'Connor

United States Naval Academy Foundation Organizational Structure



8 April 2014

Vacant positions are in shaded areas

FOR ALL THE RIGHT REASONS

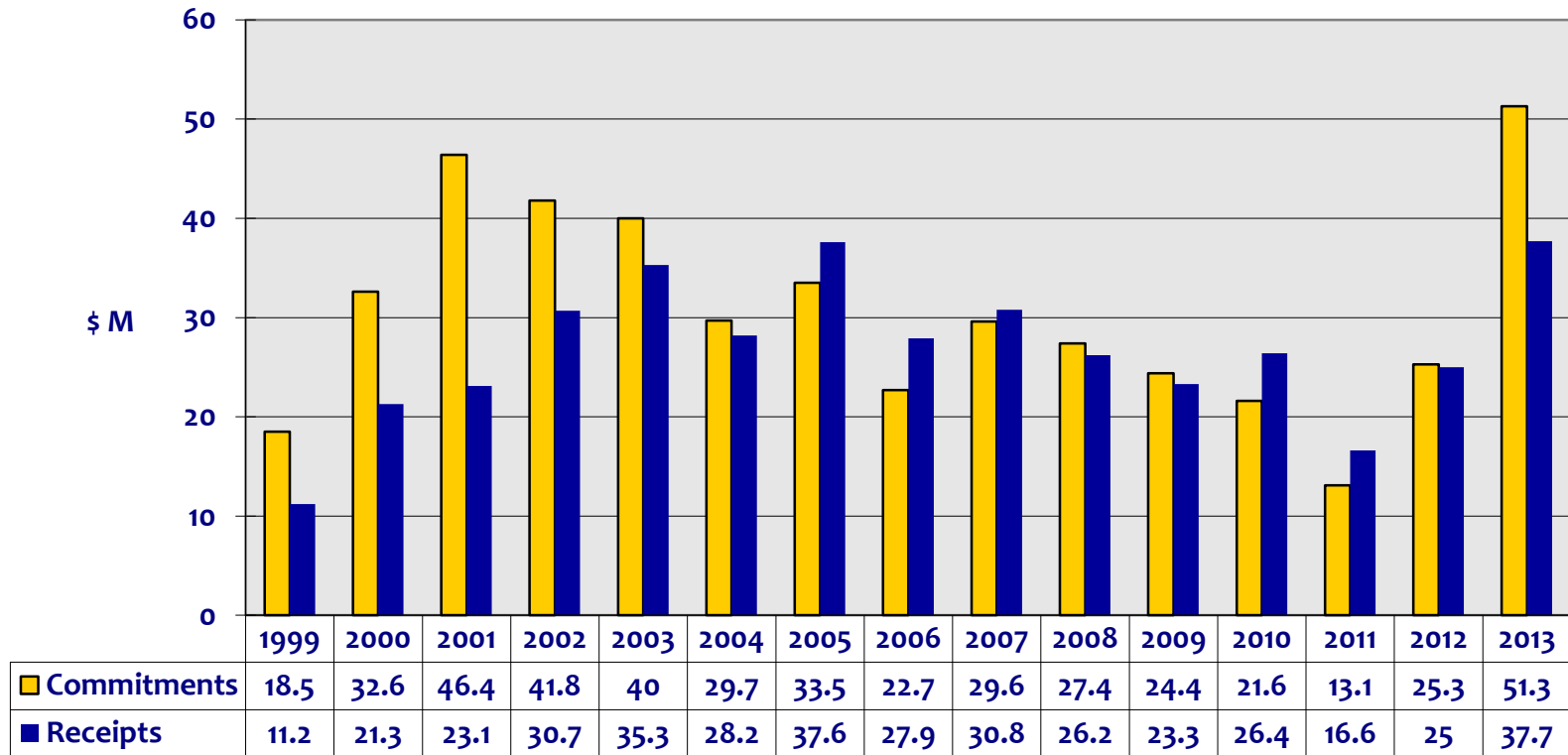
USNAF Functional Organization



FOR ALL THE **RIGHT REASONS**

Summary of Commitments and Receipts

CY 1999-2013



Leaders to Serve the Nation Campaign

FOR ALL THE RIGHT REASONS

First Gift



- Raised to Date: \$170,874.45
- Projected for 2018: \$299,030.28

(this number assumes 25% loss of allotments)

- Donor Participation
 - Class of 2008 – 61%
 - Class of 2009 – 67%
 - Class of 2010 - 55%
 - Class of 2011 – 32%
 - Class of 2012 – 52%
 - Class of 2013 – 73%

* Ave Class Participation rate '40's – '07: 21%



THE NAVAL ACADEMY CAMPAIGN

*** Campaign formally approved at the APR14 Foundation BOD mtg**

FOR ALL THE RIGHT REASONS

Campaign Plan

Phase	Focus
Planning Phase	<i>Feasibility Study Case Development Campaign Materials Select Gift Requests Class Projects</i>
Quiet Phase	<i>Principal and Leadership Gift Prospects Convene Principal Gift Committee Large Corporations Class Projects</i>
Public Phase	<i>All Alumni All Corporations Recruit Regional Committees Class Projects</i>

FOR ALL THE **RIGHT REASONS**

Alumni Association Operations

Skid Heyworth '70

Secretary & EVP Engagement

Communications



FOR ALL THE RIGHT REASONS

Another Link In The Chain



'63 at 2013's graduation



Ring Dance 14/64



Bonds of Gold 16/66



Herndon Climb 16/66



Commitment Dinner 15/65



I-Day 17/67

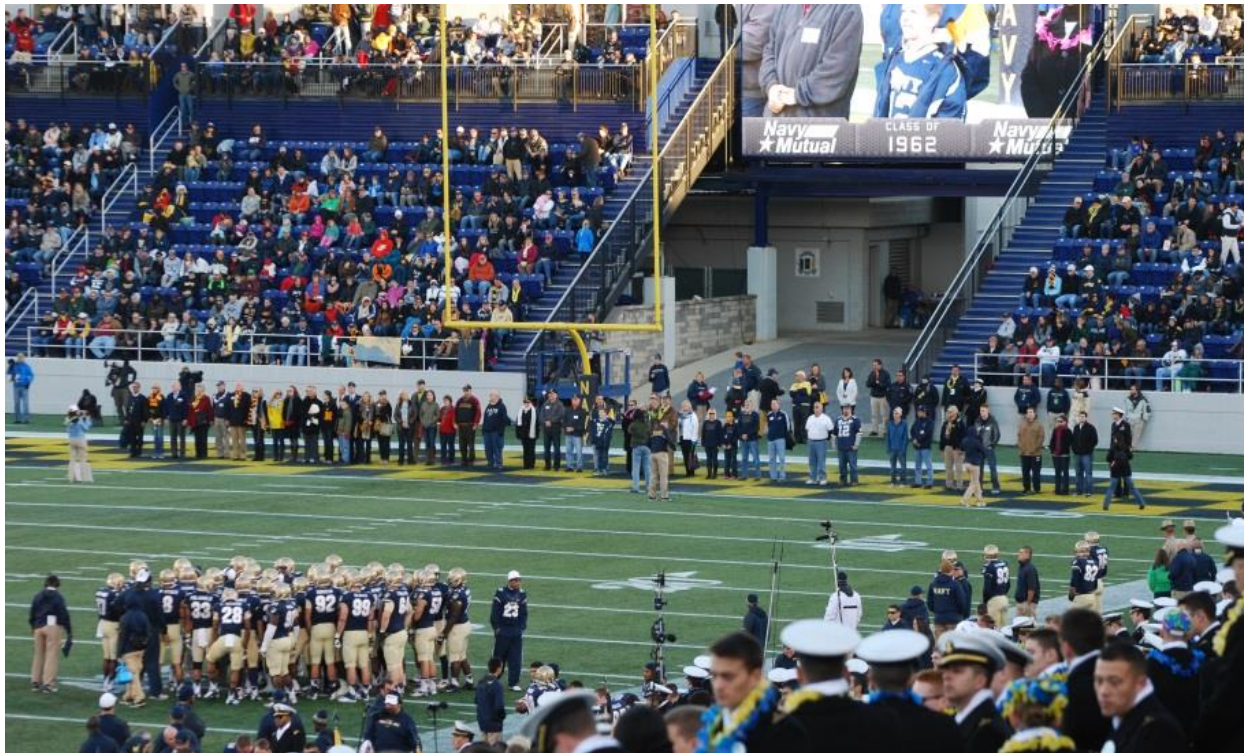


On Deck 18/68

FOR ALL THE **RIGHT** REASONS

Honoring Our Fallen Heroes

- NOV '13: 103 Guests at Alumni House - Ogle Hall reception, 85 Guests and AA Tailgate, 28 Families represented on the field.
- This Fall: Nov 15, 2014 vs Georgia Southern



FOR ALL THE **RIGHT** REASONS

Wounded Warriors



FOR ALL THE **RIGHT** REASONS

A Look Ahead

- **19 May: Herndon Climb**
- **21 May: Blue Angels Demonstration**
- **22 May: Color Parade**
- **23 May: Class of 2014 Commissioning**
- **01 Jul: I-Day (2018)**

