



## **USNA ALUMNI ASSOCIATION DECEMBER 2020 BOARD OF TRUSTEES MEETING PRESIDENT AND CEO'S REPORT**



## HAIL AND FAREWELL



Matice Wright-Springer '88



CAPT Karin Vernazza '90, USN (Ret.)



# THANK YOU FOR YOUR SERVICE



CAPT Dave Church '67, USN (Ret.)  
Director, Career Programs and  
Special Projects



Cathy Wagner  
Executive Administrator

# ARMY-NAVY HISTORY

- First Game: 29 November 1890  
(Navy 24, Army 0)
- Last Game: 14 December 2019  
(Navy 31, Army 7)
- Overall Record: Navy 61, Army 52,  
7 Ties
- Last Time at Army: 1943
- Last Time at Navy: 1942
- Navy Football 2020 Record: (3-6)
- Army Football 2020 Record: (7-2)



## CAMPAIGN: \$508.9 MILLION RAISED (as of 31 October 2020)

- Cyber
- Athletic Excellence
- Naval Academy Fund
- International Programs
- Admission Excellence and STEM
- Distinguished Professorships
- Experiential Leadership Learning
- Stockdale Center
- Alumni Association and Foundation Center
- Midshipman Activities Fund
- Center for Academic Excellence
- Faculty Recruitment/Development
- NAPS Transformation





## STRONG FY21 FINANCIAL PERFORMANCE

- Through October, ~\$2.1 million ahead of budget on a consolidated basis
- Revenue ahead by \$1.7 million
- Annual Fund \$148,000 ahead of this point last year
- Expenses \$409,000 below budget, tracking Plan B Budget, \$1 million below last year
- Will continue exercise spending discipline and employing creative ways to support the Academy and the alumni community



# AA&F PROGRAMS IN A VIRTUAL WORLD

- Alumni Chapter and regional VTC presentations
- Town Hall VTC events with the Superintendent, Commandant and Yard leaders (Admissions, Ac Dean, Stockdale Center, Cyber)
- Virtual Service Academy Career Conferences
- SACC Central on-line job postings (225 current jobs)
- Alumni Business Directory (~150 businesses listed)
- Alumni Mentoring Program (>4k participating alumni)
- Chapel Dome Project (>\$1.7M in sales)



## HYBRID EXPERIENCES



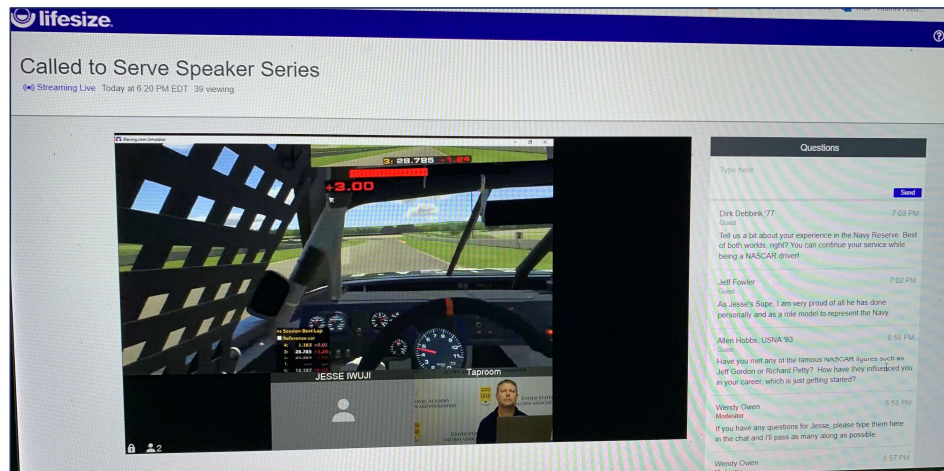
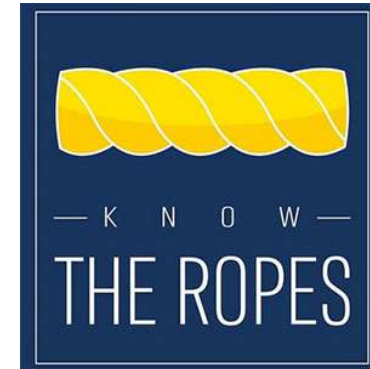
I-Days



Hopper Hall Dedication



# ENGAGING THROUGH [REIMAGINED] EVENTS



# NOT YOUR TRADITIONAL TAILGATES



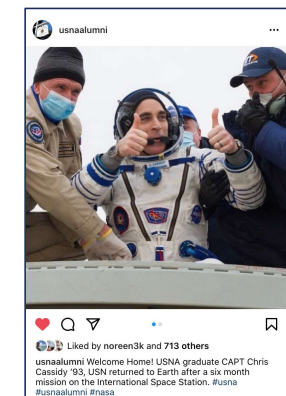
Facebook Live



Away Game VTCS



# CONSISTENCY IN COMMUNICATIONS





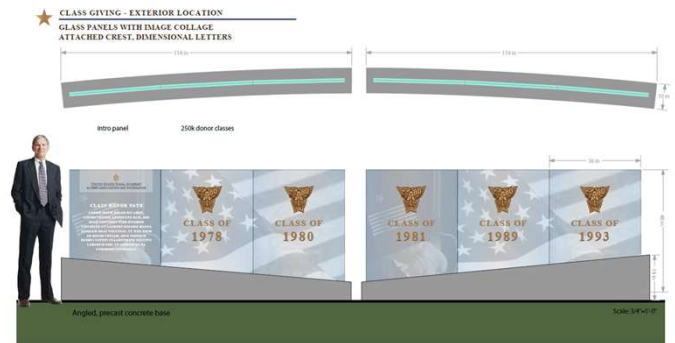
## DISTINGUISHED CHAPTER AWARDS

- Alamo
- Columbus, OH
- Greater Washington, DC
- Hampton Roads
- Knoxville-Oak Ridge
- North Carolina Triangle
- Oregon & SW Washington
- Puget Sound
- Quantico
- San Diego
- Tampa Bay
- Texas Gulf Coast
- Tulsa



# ALUMNI CENTER CLASS GIVING RECOGNITION

- **Location:** North Garden Terrace
- **Levels:** \$100k and \$250k class recognition
- **What gifts qualify?** All class gifts directed to the class alumni center fund will count towards the goal. **Note:** donors who receive individual recognition in other spaces cannot count toward the class goal.



\$250,000 Recognition



\$100,000 Recognition 13

CALLED TO  
SERVE  
DARING TO  
LEAD



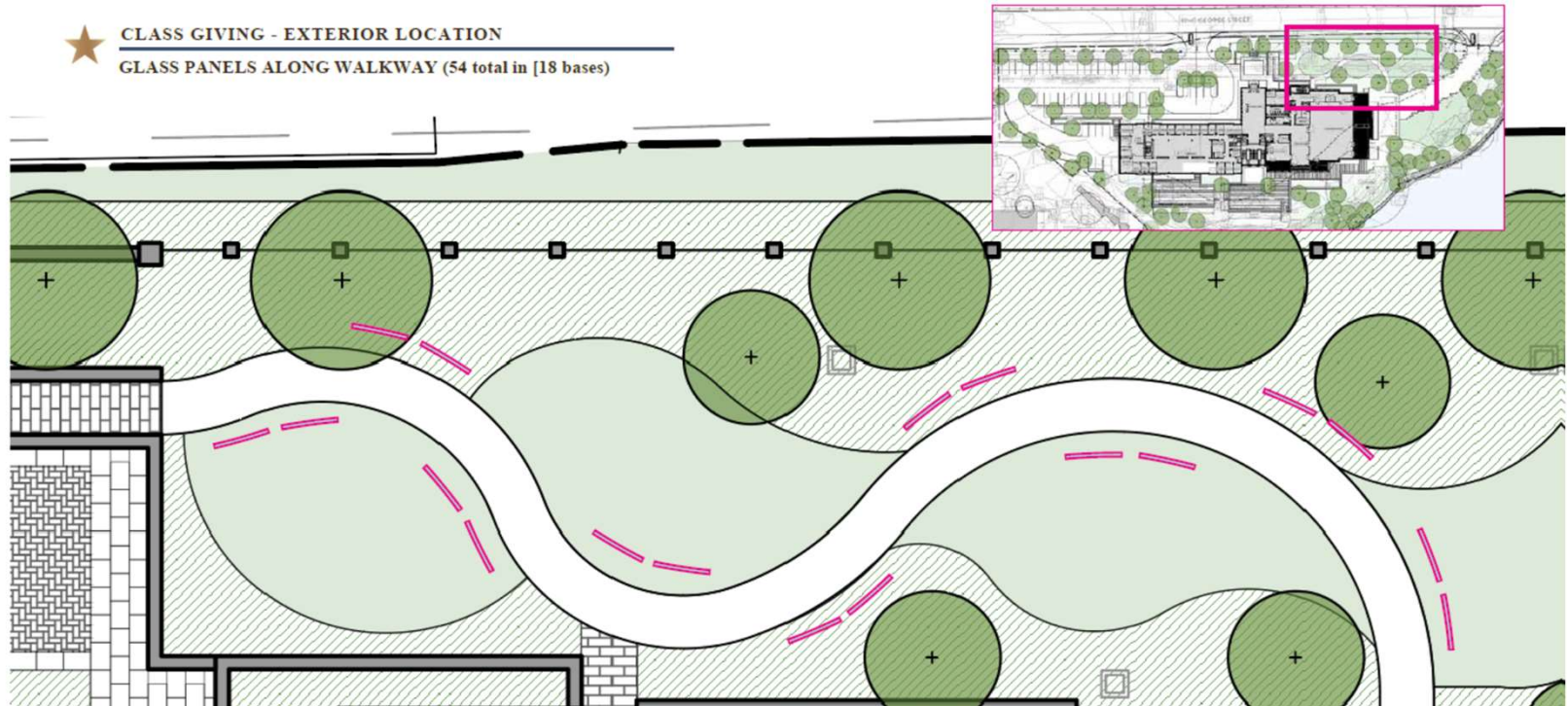
THE NAVAL ACADEMY  
CAMPAIGN

# LOCATION: NORTH GARDEN TERRACE



CLASS GIVING - EXTERIOR LOCATION

GLASS PANELS ALONG WALKWAY (54 total in 18 bases)



**CALLED TO  
SERVE**  
**DARING TO  
LEAD**



THE NAVAL ACADEMY  
CAMPAIGN



# INDIVIDUAL RECOGNITION

- **Location:** There will be a Plankowner Donor Wall prominently displayed within the Center, with recognition content also made available virtually on [www.usna.com](http://www.usna.com).
- **What gifts qualify?** individuals who contribute \$12,500 or more (one-time gift or multi – year pledge) and commit by 31 December 2022 will also qualify for Plankowner recognition within the Center, in perpetuity.



# ON THE HORIZON FOR 2021

- Continued response to COVID-19
- Virtual and hybrid events will continue
- Alumni survey deployment and appropriate follow-ups
- Nomination of new Board of Trustees Chairman
- 2020 Distinguished Graduate Award event likely hybrid/virtual
  - 2021 Distinguished Graduate Event to take place in Sep 2021
- Coordinating with USNA on alumni access rules in preparation for Distinguished Graduate events, Graduation and reunions
- Alumni Center Groundbreaking
- Business process improvements and standardized procedures established with chapters



**QUESTIONS?**

