



CAPCA

**Chesapeake Area Professional
Captains Association**

Year End Review 2019



Year End Review - OVERVIEW

- **Recruited 55 new members.**
- **Posted 73 new Hire-a-Captain job opportunities.**
- **Signed up 15 additional members for our Crew Registry.**
- **Scheduled 7 Continuing Education classes for 2019. 46 members were in attendance.**
- **Continued to refine the CAPCA website.**
- **Continued to refine CAPCA's budget process.**



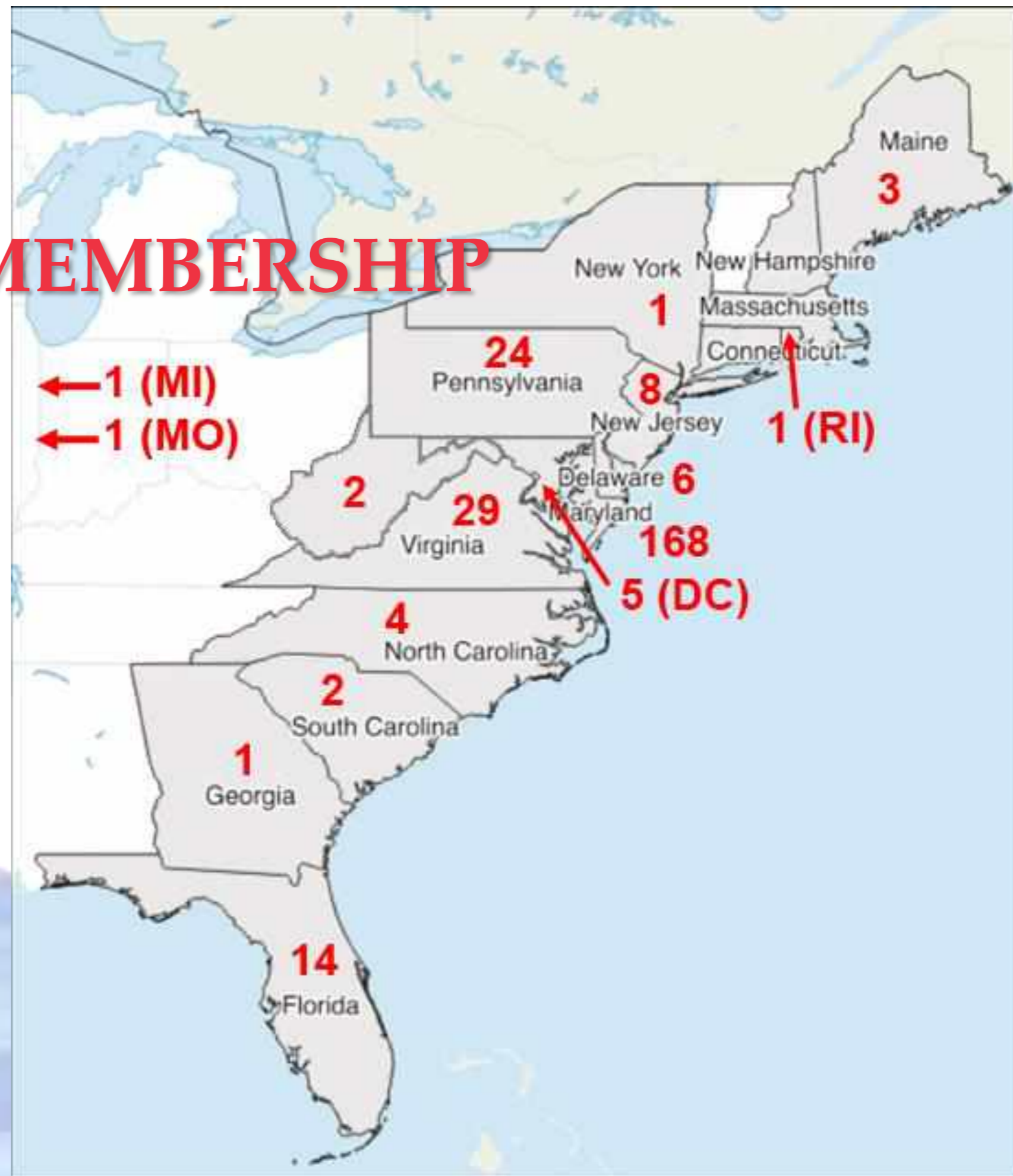
Year End Review – OVERVIEW (cont'd)

- **Received and filled 15 requests from yacht clubs and other maritime related organizations for guest speakers.**
- **To sign up, go to: www.capca.net/member-kit/speakers-bureau-program**
- **Sent 119 Constant Contact emails to members.**
 - **New Jobs – 66**
 - **USCG Notifications – 13**
 - **The Log – 12**
 - **Miscellaneous Notifications - 28**



Year End Review – MEMBERSHIP

**We have members from
Maine to Florida. Current
membership is 274 in good
standing**





Year End Review – BUDGET

CAPCA Profit & Loss Budget Performance January through December 2018

	Jan - Dec 18	Budget	Jan - Dec 18	YTD Budget	Annual Budget
Income					
30000-INCOME	19,095.00	22,000.00	19,095.00	22,000.00	22,000.00
Total Income	19,095.00	22,000.00	19,095.00	22,000.00	22,000.00
Expense					
31000-CONTINUING EDUCATION	3,164.40	5,500.00	3,164.40	5,500.00	5,500.00
32000-SHIP'S STORE	-55.25		-55.25		
41000-ADVERTISING-communication	8,108.00	8,500.00	8,108.00	8,500.00	8,500.00
42000-ASSOCIATION FEES	250.00	250.00	250.00	250.00	250.00
46000-INSURANCE	1,800.00	3,000.00	1,800.00	3,000.00	3,000.00
48000-Meals - Annual Meeting	0.00	1,800.00	0.00	1,800.00	1,800.00
51000-OFFICE MISC.	1,300.78		1,300.78		
55000-POST OFFICE BOX	96.00	90.00	96.00	90.00	90.00
56000-RENT-Meeting and Training	3,733.00	2,000.00	3,733.00	2,000.00	2,000.00
57001-WEB SITE MAINTENANCE	3,288.45	3,150.00	3,288.45	3,150.00	3,150.00
57002-TELEPHONE	242.19	265.00	242.19	265.00	265.00
59000-QUICKBOOKS	0.00	200.00	0.00	200.00	200.00
Total Expense	21,927.57	24,755.00	21,927.57	24,755.00	24,755.00
Net Income	-2,832.57	-2,755.00	-2,832.57	-2,755.00	-2,755.00



Year End Review – BUDGET

CAPCA
Profit & Loss Budget Performance
 January 1 through November 8, 2019

	Jan 1 - Nov 8, 19	Budget	Jan 1 - Nov 8, 19	YTD Budget	Annual Budget
Income					
30000-INCOME DEPOSIT	17,149.45	20,000.00	17,149.45	20,000.00	20,000.00
	0.00	0.00	0.00	0.00	
Total Income	17,149.45	20,000.00	17,149.45	20,000.00	20,000.00
Expense					
31000-CONTINUING EDUCATION	3,246.03	4,500.00	3,246.03	4,500.00	4,500.00
32000-SHIP'S STORE	-53.00	-100.00	-53.00	-100.00	-100.00
41000-ADVERTISING-communication	4,521.50	6,253.00	4,521.50	6,253.00	6,253.00
41007-CONFERENCE FEES	0.00	0.00	0.00	0.00	
41008-SPONSORSHIP	0.00	0.00	0.00	0.00	
42000-ASSOCIATION FEES	275.00	250.00	275.00	250.00	250.00
45000-GIFT	0.00	0.00	0.00	0.00	
46000-INSURANCE	1,800.00	2,000.00	1,800.00	2,000.00	2,000.00
47000-LICENSE AND PERMITS	0.00	0.00	0.00	0.00	
48000-Meals - Annual Meeting	0.00	1,800.00	0.00	1,800.00	1,800.00
51000-OFFICE MISC.	918.01	300.00	918.01	300.00	300.00
54000-POSTAGE	0.00	0.00	0.00	0.00	
55000-POST OFFICE BOX	106.00	100.00	106.00	100.00	100.00
56000-RENT-Meeting and Training	3,511.00	2,000.00	3,511.00	2,000.00	2,000.00
57000-UTILITIES	0.00	0.00	0.00	0.00	
57001-WEB SITE MAINTENANCE	2,605.52	3,000.00	2,605.52	3,000.00	3,000.00
57002-TELEPHONE	223.86	300.00	223.86	300.00	300.00
59000-QUICKBOOKS	0.00	200.00	0.00	200.00	200.00
60000-UNCATEGORIZED	0.00	0.00	0.00	0.00	
Payroll Expenses voided	0.00	0.00	0.00	0.00	
	0.00	0.00	0.00	0.00	
Total Expense	17,153.92	20,603.00	17,153.92	20,603.00	20,603.00
Net Income	-4.47	-603.00	-4.47	-603.00	-603.00



Year End Review – BUDGET

CAPCA Profit & Loss Budget Performance January through December 2020

	Jan - Dec 20	Budget	Jan - Dec 20	YTD Budget	Annual Budget
Income					
30000-INCOME	0.00	19,000.00	0.00	19,000.00	19,000.00
Total Income	0.00	19,000.00	0.00	19,000.00	19,000.00
Expense					
31000-CONTINUING EDUCATION	0.00	3,500.00	0.00	3,500.00	3,500.00
32000-SHIP'S STORE	0.00	-100.00	0.00	-100.00	-100.00
41000-ADVERTISING-communication	0.00	5,000.00	0.00	5,000.00	5,000.00
42000-ASSOCIATION FEES	0.00	275.00	0.00	275.00	275.00
46000-INSURANCE	0.00	1,900.00	0.00	1,900.00	1,900.00
48000-Meals - Annual Meeting	0.00	1,800.00	0.00	1,800.00	1,800.00
51000-OFFICE MISC.	0.00	400.00	0.00	400.00	400.00
55000-POST OFFICE BOX	0.00	106.00	0.00	106.00	106.00
56000-RENT-Meeting and Training	0.00	2,800.00	0.00	2,800.00	2,800.00
57000-UTILITIES	0.00	2,700.00	0.00	2,700.00	2,700.00
57001-WEB SITE MAINTENANCE	0.00	250.00	0.00	250.00	250.00
57002-TELEPHONE	0.00	200.00	0.00	200.00	200.00
Total Expense	0.00	18,831.00	0.00	18,831.00	18,831.00
Net Income	0.00	169.00	0.00	169.00	169.00



Year End Review – JOBS PROGRAM

Hire a Captain Program

Clients looking for a Captain to fill a position

Crew Registration Program

***CAPCA members register themselves
for potential crew positions on vessels***



Year End Review – JOBS PROGRAM

Hire a Captain Program

- **73 Requests (as of November 2019)**

Questions typically asked of clients

- **Type of Operation**
- **Vessel Category**
- **Length of Employment**
- **License Type**
- **Vessel Length**
- **How Did You Find Out About CAPCA**



Year End Review – JOBS PROGRAM

Crew Registration Program

- **15 New Registrations (as November 2019)**
 - **Total in Registry: 54**

Questions asked of Members

- **License**
- **Experience (Power, Sail, Both)**
- **Endorsements**
- **Vessel Length**



Year End Review – CONTINUING EDUCATION

Classes Presented During 2019

- 100 Ton Renewal – 13 in attendance**
- CPR and First Aid #1 – 14 in attendance**
- 200 Ton Renewal – 8 in attendance**
- CPR and First Aid #2 – 11 in attendance**



Year End Review – CONTINUING EDUCATION

Classes Scheduled for 2020

- 100 Ton Renewal – 11 Jan - \$140**
- 200 Ton Renewal – 18 Jan - \$140**
- CPR/AED and Boaters First Aid – 25 Jan - \$146**
- CPR/AED and Boaters First Aid – 7 March - \$146**
- Electronics and Navigation – 14 March - \$146**
- Basic Marine Electrical Systems – 4 April - \$89**



Upcoming Speakers For 2020



Upcoming Speakers For 2020

- **Capt. Hans J. Hoffmann – 27 Jan 2020**
 - **Celestial Navigation**
- **Additional Speakers To Be Announced**



CAPCA

**Chesapeake Area Professional
Captains Association**

Thank You