

Membership
CMIA/CMIB
c/o Peter Grenell
acting chair CMiA

August 31, 2011

Subject: CMIA/CMIB reorganization and continuance

As we all know the CMIA/CMIB organizations have not had much demand in the last five years and that tends to make them drift in their own lethargy. I am guilty of being part of that, feeling much like Peter Sellers in the movie classic "The Millionaire" where he, as executor of a philanthropic trust, was unable to give away cash on a street corner. No one wanted to fall for that "old trick". While CMIA funds aren't free, they are from a friendly source at reasonable rates. Still no takers..

We have reached an inflection point. After retiring from the Port District nearly 3 years ago, I have worked in part time and consultant status for the District since then. As of April, I am now fully retired. And I no longer represent the Port District. They will in time have to appoint a new delegate. That's simply an administrative matter.

The Chair had been tasked with conducting the meetings and seeing to it that minutes are in order. Doug Charchenko, our financial consultant and resource, has been acting as Executive Director. He's done this as a volunteer, just to keep the organization alive. It is not his desire. He prefers to have the singular hat of financial expert, which he does extraordinarily well.

We have not had a separate Executive Officer since Jack Alderson retired. Jack was one of the founding members, and after retiring from Humboldt Bay Harbor, acted as EO for both organizations. He did a fine job. That's the model I propose, a volunteer EO who goes to meetings and stays in touch with the maritime industry. Jack was reimbursed for registration fees, hotel, and travel expenses. and whatever administrative expenses were needed (brochure updates, etc.) We actually had a Sacramento Office as a tenant of another firm. But Jack worked from home as would I. The Sacramento presence never really helped us. It was a telephone with a 916 area prefix.

I'll cut to the chase. I'm volunteering to be the volunteer Executive Officer. I'm in a position where I can afford to do it. I am doing some consulting work in the marina business (Brian Foss and Associates), so there's a synergism that's beneficial to the CMIA/CMIB and me. If there's ever a conflict of interest, I'll advise the board.

I would attend CMANC meetings (3 to 4 a year). Bay Planning Coalition meetings 2/yr. and other maritime events with the concurrence of the chairman.

The EO would also organize the annual meeting and any other meetings necessary for CMIA/CMIB business.

I would think that the total expense to do all this would be about \$7,000 to \$8,000/year. Again, this would be for reimbursable items. No salary is proposed now or later. Jeff Wingfield is Treasurer and will manage the checks. Reimbursement would be through Chairman authorization and Treasurer action.

This realignment will allow all of you to breath easier in being officers. Peter is the current chair of the Bank and acting chair of the Authority. I have spoken to him about the succession. He, as are all of you, overworked and underpaid already. He's not excited about more responsibility..... Believe me I know. My proposal would allow the Chairs to not have to do any heavy lifting. Just be their brilliant selves and think about the organizations and how they can be made better.

I don't plan to be a miracle worker, only to keep our name and our services in the news. They will either sell themselves or not. Hopefully I won't be Peter Sellers forever.

This is an idea that just presented itself with my new status. I think we should all mull this over. Maybe there's a better format. And maybe someone else would like to have a whack at it. That's heathy. I'm in a fortunate position of being able to offer this, but there could be a better plan and you won't hurt my feelings if you have one. I'm throwing this on the table because I sense that the organizations will lose focus unless we take aggressive action.

I've spoken with some of you. It seems positive, but please weigh in on email format with everyone so we can get a conversation going. If we like the idea I'll organize a formal teleconference.

Sincerely,
Brian Foss
185 Moran Way
Santa Cruz, Ca. 95062
831 476 1879
831 212 4797
<brian.foss@me.com>

Peter Grenell

From: Omnis Network Support <support@omnis.com>
Sent: Tuesday, September 27, 2011 2:04 PM
To: Peter Grenell
Subject: Requested Account Information



Requested Account Information

Dear Customer:

Username: cmiauthority
Temporary Password: xa-d9s75RN

Please login to the Account Manager and update the password. This temporary password is only valid for 36 hours, if it is not used within that time you will need to request another password from the forgot password page.

If you have not requested this to be sent to you, rest assured that your account information is safe and this temporary password will expire. This information will only be sent to the registered contact on file for this user account.

The user account information is used to authenticate your identity to customer service and gain access to the Account Manager at <https://manage.omnis.com/manage>.

Thank you,
Omnis Network, LLC

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<http://www.omnis.com> - support@omnis.com - (877) 393-HOST (4678)

Peter Grenell

From: Omnis Network Support <support@omnis.com>
Sent: Tuesday, September 27, 2011 2:38 PM
To: Peter Grenell
Subject: User account information with Omnis Network has been updated.



User account information with Omnis Network has been updated.

Dear Customer:

The password for your Omnis Network user account has been changed.

If this change was not authorized, please contact customer service immediately.

Thank you,
Omnis Network, LLC

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<http://www.omnis.com> - support@omnis.com - (877) 393-HOST (4678)

Peter Grenell

From: Omnis Network Support <support@omnis.com>
Sent: Tuesday, September 27, 2011 2:42 PM
To: Peter Grenell
Subject: New Order Processed



New Order Processed

Dear Customer:

Your order (**1392708**) for service with Omnis Network has been processed.

Thank you,
Omnis Network, LLC

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<http://www.omnis.com> - support@omnis.com - (877) 393-HOST (4678)

Peter Grenell

From: Omnis Network Sales <sales@omnis.com>
Sent: Tuesday, September 27, 2011 2:42 PM
To: Peter Grenell
Subject: Thank you for your order



Thank you for your order

Dear Customer:

Thank you for ordering service with Omnis Network. We have received your order and it is pending processing. Orders are typically processed within 15 minutes, however some orders may require additional processing which may take up to 24 hours.

Order Number: **1392708**

Order Summary:

californiamaritimeinfrastructureauthority.org 1 year domain renewal

cmib-cmia.org 1 year domain renewal

Thank you,
Omnis Network, LLC

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<http://www.omnis.com> - support@omnis.com - (877) 393-HOST (4678)

Peter Grenell

From: Omnis Network Billing <billing@omnis.com>
Sent: Tuesday, September 27, 2011 2:42 PM
To: Peter Grenell
Subject: Receipt of transaction with Omnis Network



Receipt of transaction with Omnis Network

Dear Customer:

Transaction Date: Sep, 27 2011
Transaction ID: 11637814

Item	Amount
californiamaritimeinfrastructureauthority.org 1 year domain renewal	\$7.95
cmib-cmia.org 1 year domain renewal	\$7.95
Credit Card Payment 4428 (037116)	\$15.90

Thank you,
Omnis Network, LLC

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<http://www.omnis.com> - support@omnis.com - (877) 393-HOST (4678)

Peter Grenell

From: Georgia Wright <wright28@pacbell.net>
Sent: Tuesday, September 27, 2011 2:43 PM
To: Peter Grenell
Subject: Re: Requested Account Information

Thank you for your order.

- Order Number: 1392708
- Order Total: \$15.90

domain updated

Georgia Wright
Web Market Consulting
650.714.7199 (cell)

From: Peter Grenell <pgrenell@smharbor.com>
To: wright28@pacbell.net
Sent: Tue, September 27, 2011 1:27:13 PM
Subject: FW: Requested Account Information

Here it is at last!

From: Omnis Network Support [<mailto:support@omnis.com>]
Sent: Tuesday, September 27, 2011 2:04 PM
To: Peter Grenell
Subject: Requested Account Information



Requested Account Information

Dear Customer:

Username: **cmiauthority**
Temporary Password: **xa-d9s75RN**

Please login to the Account Manager and update the password. This temporary password is only valid for 36 hours, if it is not used within that time you will need to request another password from the forgot password page.

If you have not requested this to be sent to you, rest assured that your account information is safe and this temporary password will expire. This information will only be sent to the registered contact on file for this user account.

The user account information is used to authenticate your identity to customer service and gain access to the Account Manager at <https://manage.omnis.com/manage>.

Thank you,
Omnis Network, LLC

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<http://www.omnis.com> - support@omnis.com - (877) 393-HOST (4678)

Peter Grenell

From: brian foss [brian.foss@me.com]
Sent: Thursday, April 21, 2011 11:05 AM
To: Peter Grenell
Subject: Re: Participation in Cal. Maritime Symposium

Peter: A couple of messy details.

I am no longer working for the Port District even as a consultant. Larry Mallon has confirmed that I probably can't be a voting member of the board. Santa Cruz will need a new rep. I might be able to remain as Chair but not vote (weird). In any case we will have to work that out. I'm open to anything that's legal and the members want. You may be the acting chair of the CMIA. Trying to sort it out.

I see web site was updated with your contact information and Doug's. However, the home page still has the non existent Sacramento phone number and office info. It also shows up again on the "projects" page. Also on the bottom of the Board of Directors page. We should use your address and phone number.

If we can get that done then I'll just copy web site for purposes of a handout.

Hope all is going well for you. Brian

On Apr 20, 2011, at 4:19 PM, Peter Grenell wrote:

> I support and vote positively for the organization(s) to be a sponsor
> of the Symposium.

>
> Peter Grenell

>
> Ps: Other items noted, Brian.

> -----Original Message-----

> From: brian foss [mailto:brian.foss@me.com]
> Sent: Wednesday, April 20, 2011 4:04 PM
> To: Peter Grenell; David Hull; Doug Charchenko; jeff Wingfield; Jeff
> McEntee; Tom Scheeler; Brad Gross; Larry Mallon
> Subject: Participation in Cal. Maritime Symposium

>
> Hello all: Would like to have a table display at the Symposium May 11
> and 12. We have to be a sponsor to do that. Minimum is \$500. Includes
> two registration passes. I will be going to represent CMIB/CMIA.
> Would like CMIA to pay for sponsorship. Can we have a reply vote by
> all.

> Will pay my own other expenses.

>
> We do, Finally, have check writing authority in place, so Jeff
> Wingfield can cut a check to the Symposium.

>
> I no longer represent Santa Cruz Port District. So I will be resigning
> as Chairman of the Authority, because the CMIA is a public entity. I
> could be a non voting member, possibly. I'm having Larry Mallon give
> us a legal read on this. I'll do whatever is right.

> I believe I can still be an officer of the CMIB. That's to be
> determined. again, whatever is correct legally. Santa Cruz will have
> to get a new representative

>
> At the Symposium, I will not represent myself as Chair just a member

> of the joint CMIB/CMIA organization. I would just like to see the
> organization continue.
>
> David, are you doing a poster? I'm going to get our current brochure
> updated for contact information. Also the FAQ's handout. Any edits
> to that Draft. If you didn't get it, I'll send it out.
>
> Thanks, everyone,
> Brian Foss 831 212 4797 (c) and 476 1879 (h) and this e-mail
> <brian.foss@me.com>

Peter Grenell

From: brian foss [brian.foss@me.com]
Sent: Wednesday, April 20, 2011 4:36 PM
To: Doug Charchenko; jeff Wingfield; David Hull; tom scheeler; brad Gross; Peter Grenell; jeff McEntee; Larry Mallon
Subject: Fwd:symposium agenda and information
Attachments: CMLS Sponsorship Packet2011.pdf; ATT14540.htm

forwarding symposium links for information

brian

Begin forwarded message:

From: Jenna <jpetersen@threesquaresinc.com>
Date: April 20, 2011 1:47:55 PM PDT
To: "brian.foss@me.com" <brian.foss@me.com>
Cc: "jwingfield@stocktonport.com" <jwingfield@stocktonport.com>, "douglas.charchenko@wedbush.com" <douglas.charchenko@wedbush.com>, "dhull@portofhumboldt.org" <dhull@portofhumboldt.org>, Jaime Nack <jnack@threesquaresinc.com>, Carolina <carolina@threesquaresinc.com>
Subject: FW: CALIFORNIA MARITIME INFRASTRUCTURE AUTHORITY AND BANK

Hi Brian,

Thank you for your interest in exhibiting at the 2011 California Maritime Leadership Symposium. I wanted to be sure that you received my previous email (below) that outlines our various sponsorship opportunities. Please see attached for the Sponsorship Deck with further details on available packages.

To register for a table, please check the exhibitor category on the sponsorship registration page and email this form back to me at your earliest convenience.

I would be happy to schedule a phone call to answer any additional questions you may have. Please let me know when you are most available.

Thank you again for your support.

Kind Regards,
Jenna

--

Jenna Petersen
Three Squares Inc.
tel: (310) 584-7933 ext. 15
email: jpetersen@threesquaresinc.com
www: www.threesquaresinc.com

Follow us: Twitter <<http://twitter.com/threesquaresinc>>

ü Please consider the environment before printing this email.

This message is intended only for the use of the intended addressee and may contain information that is privileged, confidential, and exempt from disclosure.

On 4/6/11 4:24 PM, "Jenna" <jpetersen@threesquaresinc.com> wrote:

Hi Brian,

Thank you for your interest in exhibiting at the upcoming California Maritime Leadership Symposium. I have attached the complete sponsorship deck to this email with information about the benefits included with each package.

To register for a booth at the event, please check the exhibitor category on the sponsorship registration page and email this form back to me.

Please feel free to call me at 310-584-7933 ext 15 with any questions you may have. Thank you again for your support.

Kind Regards,

Jenna

--

Jenna Petersen

Three Squares Inc.

tel: (310) 584-7933 ext. 15

email: jpetersen@threesquaresinc.com

www: www.threesquaresinc.com

Follow us: Twitter <<http://twitter.com/threesquaresinc>>

ü Please consider the environment before printing this email.

This message is intended only for the use of the intended addressee and may contain information that is privileged, confidential, and exempt from disclosure.

On 4/6/11 2:58 PM, "brian foss" <brian.foss@me.com> wrote:

Good Afternoon Carolina. I work with David on the board of the CMIA/CMIB. Would like to have a booth at the Symposium.

What is the procedure?

Thanks, Brian Foss. Chair CMIA



CALIFORNIA MARITIME LEADERSHIP SYMPOSIUM

Sacramento Convention Center
May 11 - 12, 2011

ABOUT THE SYMPOSIUM

Over the past 11 years, the California Maritime Leadership Symposium has become one of the premier events focused on briefing Sacramento's policymakers on key maritime matters. It is the only comprehensive forum for port executives across the state to seek resolution to the growing challenges the maritime industry faces.

The 11th Annual California Maritime Leadership Symposium (CMLS) is hosted by a broad-based coalition of the maritime industry headed up by California Association of Port Authorities, California Marine Affairs and Navigation Conference, California Marine Intermodal Transportation System Advisory Council, California Maritime Academy, Harbor Association of Industry and Commerce, and the Propeller Club of Los Angeles - Long Beach. Each year, the coalition develops an exciting agenda and roster of high profile speakers to address the most challenging and rewarding aspects of the maritime industry in California. Speakers have included cabinet members, port executives, industry executives, leading economists and innovative technology developers.

BENEFITS FOR SPONSORS AND EXHIBITORS

Targeted Promotions that Deliver Results

To ensure that symposium sponsors and exhibitors gain exposure to a wide audience of potential attendees and confirmed attendees, the CMLS Marketing Team has developed a multi-tiered campaign designed to attract professionals interested in the maritime marketplace.

As a CMLS sponsor or exhibitor, you will benefit from:

- **Social Media** campaign reaching over 100,000 maritime professionals;
- **Email Marketing** campaign reaching over 10,000 maritime professionals;
- **Official Web Site** mentions or listings;
- **Networking Activities** planned inside the exhibit area to encourage interaction with attendees near your booth; and,
- Ability to publicly **Demonstrate A Commitment** to support California's maritime industry.



SPONSORS AND EXHIBITORS

PLATINUM SPONSOR - \$5,000

- 10' x 10' exhibit area with 6 foot table and two chairs at symposium;
- Vehicle display space outside of the Convention Center for one vehicle;
- Company name & logo on all signage/publications;
- Company name & logo on the footer of the **symposium web page** with link to your site;
- Premium logo display on all **email/event marketing** (to over 10,000 maritime professionals);
- Special **podium recognition** at symposium and at Rotunda reception;
- **Speaker placement** of one high level representative on the symposium agenda;
- **Six complimentary registrations** for the symposium, includes reception in Rotunda; and,
- **Full attendee list** in PDF format within two weeks after the symposium.

GOLD SPONSOR - \$2,500

- **Table-top display in exhibit area** with 6 foot table at symposium;
- Company name and logo on the sponsor page of the **symposium web page** with link to your site;
- Company name listed on all **email/event marketing** (to over 10,000 maritime professionals); and,
- **Four complimentary registrations** for the symposium, includes reception in Rotunda.

EXHIBITOR - \$1,500

- **Table-top display in exhibit area** with 6 foot table at symposium;
- Company name on the sponsor page of the **symposium web page** with link to your site; and,
- **Two complimentary registrations** for the symposium, includes reception in Rotunda.

SUPPORTING ORGANIZATION EXHIBITOR - \$500

This category is for non-profit or academic institutions only.

- **Table-top display in exhibit area** with 6 foot table at symposium;
- Company name on the sponsor page of the **symposium web page** with link to your site;
- **Two complimentary registrations** for the symposium, includes reception in Rotunda.

- ✓ Port activities employ more than half-a-million people in California and generate an estimated \$7 billion in state and local tax revenues annually.
- ✓ Nationwide, more than 2 million jobs are linked to California's public ports.





CATERED EVENT SPONSORSHIPS

KEYNOTE LUNCHEON SPONSOR - \$10,000

- Recognition as **Keynote Sponsor** in all symposium materials;
- **Speaker placement** of one high level representative to introduce Keynote speaker during the luncheon;
- **VIP table** at the front of the ballroom during the luncheon;
- Company name & logo on all **signage/publications**;
- Company name & logo on the footer of the **symposium web page** with link to your site;
- Premium logo display on all **email/event marketing** (to over 10,000 maritime professionals);
- Special **podium recognition** at symposium and at Rotunda reception;
- **Six complimentary registrations** for the symposium, includes reception in Rotunda; and,
- **Full attendee list** in PDF format within two weeks after the symposium.

STATE ROTUNDA RECEPTION SPONSOR - \$7,000

- Recognition as **Reception Sponsor** in all symposium materials;
- **Speaker placement** of one high level representative to introduce "Port Person of the Year" during the reception;
- Company name & logo on the footer of the **symposium web page** with link to your site;
- Premium logo display on all **email/event marketing** (to over 10,000 maritime professionals);
- Special **podium recognition** at symposium and at Rotunda reception; and,
- **Six complimentary registrations** for the symposium, includes reception in Rotunda.

BREAKFAST OR COFFEE BREAK SPONSOR - \$1,500

- **Placement of brochures** on tables during the breakfast or coffee break;
- Company name on the sponsor page of the **symposium web page** with link to your site;
- Company name listed on all **email/event marketing** (to over 10,000 maritime professionals);
- **Four complimentary registrations** for the symposium, includes reception in Rotunda.





SPONSORSHIP REGISTRATION FORM

PART 1: SELECT LEVEL

Sponsors and Exhibitors:

- Platinum Sponsor \$5,000
- Gold Sponsor \$2,500
- Exhibitor \$1,500
- Supporting Org Exhibitor \$500

Catered Event Sponsorships:

- Keynote Luncheon Sponsor \$10,000
- Rotunda Reception Sponsor \$7,000
- Day One Breakfast \$1,500
- Day One Coffee Break \$1,500
- Day Two Breakfast \$1,500
- Day Two Coffee Break \$1,500

PART 2: Contact Information

Primary Sponsor Contact Person

Position Title

Company

Phone

Street Address

Email

City, State

Web Site

PART 3: Payment

- Check enclosed. **Please make check payable to: Three Squares Inc.**

PART 4: Signature by Authorized Representative

Authorized representative confirms that he/she has reviewed the attached benefits and is confirming participation at the level marked above.

Signature

Position Title

Date

Please mail completed registration form with payment to:

Three Squares Inc.
1507 7th Street, #105
Santa Monica, CA 90401

Peter Grenell

From: Jeffrey McEntee [jmcentee@portofsandiego.org]
Sent: Wednesday, April 20, 2011 6:01 PM
To: Tom Scheeler; Brad Gross; brian foss; David Hull; Peter Grenell; jeff Wingfield; Larry Mallon; Doug Charchenko
Subject: Re: Participation in Cal. Maritime Symposium

I vote yes to pay for the sponsorship.

Jeff McEntee
CFO/Treasurer
jmcentee@portofsandiego.org
(619) 686-6423

>>>

From: brian foss <brian.foss@me.com>
To: Peter Grenell <pgrenell@smharbor.com>, David Hull <dhull@portofhumboldtby.org>, Doug Charchenko <douglas.charchenko@wedbush.com>, jeff Wingfield <jwingfield@stocktonport.com>, Jeff McEntee <jmcentee@portofsandiego.org>, Tom Scheeler <Toms@cityofwestsac.org>, Brad Gross <brad.gross@dphd.ocgov.com>, Larry Mallon <lmallone@vcweb.com>
Date: 4/20/2011 4:04 PM
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At the Symposium, I will not represent myself as Chair just a member of the joint CMIB/CMIA organization. I would just like to see the organization continue.

David, are you doing a poster? I'm going to get our current brochure updated for contact information. Also the FAQ's handout. Any edits to that Draft. If you didn't get it, I'll send it out.

Thanks, everyone,
Brian Foss 831 212 4797 (c) and 476 1879 (h) and this e-mail <brian.foss@me.com>