



ALUMNI ASSOCIATION (founded 1903)
SUNY MARITIME COLLEGE
P. O. BOX 509
OAKDALE, NY 11769

January 25, 2005

Michael C. Trunzo
Senior Associate Vice Chancellor for University Relations
The State University of New York
State University Plaza
Albany, New York 12246

Dear Mr. Trunzo:

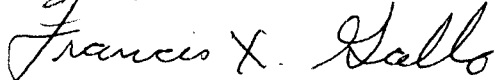
Thank you for your letter of December 6, 2004 in response to our proposal submitted to The Vandervort Group, LLC on July 9, 2004 and directly to your office on August 30, 2004. We appreciate your understanding of our interest in wanting to conclude the contract discussions between the Alumni Association of SUNY Maritime College and SUNY System Administration.

While we agree the version of the proposal formally submitted to you on August 30, 2004 differs somewhat from previous submittals, we take issue with the statement "*your pending proposal takes a very different approach from the previous submittals and from discussions through the State Legislative offices of Senators LaValle and Johnson.*" This proposal was an earnest attempt to incorporate those elements which we had been advised were important to SUNY and, at the same time, clarify the roles of SUNY, the College and the Alumni Association, thereby reducing ambiguity and restoring the working relationship between the parties.

There should be no question of our interest in concluding an agreement with SUNY and the College. During the past year we have worked very hard to do just that and, at the same time, we have continued to support the College with Summer Sea Term scholarship money, a significant contribution to the shipboard quality of life fund, academic year scholarship money and continued participation in the Life Experience Forum.

We look forward to hearing from and meeting with you in the near future. Clearly, if we can understand what difficulties SUNY may have with our proposed agreement, and have the time to consider alternative language, a productive meeting can then take place. Further, I suggest such a meeting take place at a midtown Manhattan location during February of 2005 as an expedited solution to this problem is in our mutual interest. One of our Alumni has offered the use of a centrally located office that we may use.

Sincerely,

A handwritten signature in cursive script that reads "Francis X. Gallo".

Francis X. Gallo
President

Cc: Chancellor Robert King
Adm. John Ryan
D. Andrew Edwards
Todd Vandervort
John D'Agati
Rory Whelan