



Alumni Association

State University of New York Maritime College

January 6, 2004

Mr. Brian T. Stenson
Vice Chancellor for Finance and Business
State University Plaza
Albany, NY 12246

Dear Mr. Stenson,

Thank you for your letter of December 24, 2003 re-iterating SUNY's' position on continued affiliation with the Association. We expect to respond fully once the vote results are known to us.

In the interim please note that if the membership votes in favor of retaining its status as an independent organization this should not be presumed by SUNY or the College to reflect a vote to "sever ties with the College." This is an incorrect assumption in your letter. A vote for independent governance is not a vote for severed relations.

We have maintained ties with the College and its predecessor institutions for more than a century. We fully intend to continue to work co-operatively with and on behalf of the cadets and the College as we have always done. We envision no change in our organization's philanthropic supportive mission, alumni relations, and fundraising efforts on behalf of the cadets and the College, even though the membership may vote to maintain independent governance of their own affairs. .

Neither of the ballot choices contain any provision to "sever ties with the College" but rather provide for either:

- (1) adoption of SUNY's new model organizational structure of the Alumni Association and proposed contract, or
- (2) retention of the longstanding and current independent organizational structure of the Association.

Any decision by SUNY to sever ties, as you suggest, is not intended by the Alumni Association and is certainly not our desired outcome.

In the meantime our Board wants you to know that in the event SUNY should in the future decide that it must dis-affiliate itself from us such action should not mean non-co-operation. The Association and College should not place obstacles in one another's paths or suffer the bad results of public disagreement.

Key policies and practices affecting missions and shared core values - especially recruiting and scholarship support - should continue protected. More importantly, we should consider all consequences of dis-affiliation if we plan to protect Maritime and our above-mentioned common interests.

The Association, the Foundation and the College Administration officers all need to co-ordinate their activities in a co-operative frame of mind for maximum effectiveness. I can confidently tell you that this is what our members want from us both, however they may vote. Along these lines, you should be aware that well prior to Christmas Holidays I presented the President of the Maritime College Fort Schuyler Foundation with our proposal for a Maritime Cooperative Fund - this general approach has worked well in the past and therefore I include it for your information.

Your letter's statement respecting our efforts surrounding the ongoing vote, and your availability to discuss matters is appreciated.

I have therefore asked Todd Vandervort our Association's Albany Representative, who is fully aware of developments, to contact you so we can use this time most effectively.

Meanwhile, please do call me directly whenever you wish at 212 697 6666 x330.

Sincerely,



Theodore T. Mason
President

Alumni Association SUNY Maritime College

Copy to:

Alumni Board of Directors

VADM John Ryan, President, Maritime College

Todd Vandervort, The Vandervort Group

Maritime Co-Operative Fund

DRAFT - 12/12/03

Introduction:

To date the Alumni Association and the College/SUNY have been unable to reach agreement on the SUNY Guidelines and Contract. "Grandfathering", requested three times, has been denied, and the Alumni Association has put the matter to membership vote after being presented with an ultimatum by the College. Results of the vote are pending.

In an effort to reach an understanding as to how the Alumni Association at Maritime could work with the Maritime College Fort Schuyler Foundation and the College, the Association is putting forth this "good faith" draft proposal for the formation of a **Maritime Co-Operative Funding Committee**.

The principles underlying the proposed arrangement are:

- Donors of time and money do so when they agree on the purpose, feel the funds will be faithfully applied to that purpose, the giving is done in a co-operative, friendly and purely voluntary framework and they have the independence to make their own determination that all these elements or conditions are met.
- Donors must have the clear, unimpeded ability to disagree when they feel justified in doing so.
- Donors give neither their time nor money when any of these elements are missing.
- The Alumni Association has charitable purposes that go beyond supporting the college.
- The data base is an asset of the Association Unrestricted access by any other organization to the Alumni data base would remove or greatly minimize the source of funding for all Alumni activities

The proposal outline:

The Alumni Association/Foundation/College enter into a simple, two or three year Contract or Agreement that has the following attributes:

- The contract is a simple one or two page letter agreement. It is not a book, it does not have pages and pages of appendices, it does not adopt by reference, or any other way, a raft of SUNY regulations.
- It provides that the Alumni Association remain as it is (an Association, a 501(c)(3) and remain entirely independent.
- The Alumni Association will retain all its assets and its database.
- The Alumni Association may locate on or off the campus according to the wishes of its board/members with mutually acceptable accommodations, if any, on the campus.
- The Alumni Association agrees to enter into a one-year MOA with the college, at the outset of each year, for a Plan of Action, to assist the Foundation/College meet its objectives for that year and outline who will do what and how the benefits will be shared.

- **The Alumni retains control of its Data Base, except for wealthy 'select' Alumni, but only with their individual approval, will turn over contact information for that year, for fund raising purposes by the Foundation.**
- **The Alumni will not solicit these 'select' Alumni for specific grants, loans, specific scholarships, endowments, but the Alumni may solicit them for Alumni events, diner journals, event sponsorships, Mariner, Roster and other advertisements, a general scholarship fund drive, Class Funds or general Alumni purposes.**
- **The College/Foundation will not solicit any other non-'select' Alumni for funds for any purpose whatsoever, with out the approval of or in cooperation with the Alumni Association.**
- **The Alumni will turn over all leads for corporations, government organizations or other institutional sources of funding to the Foundation. The Alumni will not solicit them for grants, loans or endowments. However, if funds are specifically directed by such organizations (the donor) to the Alumni Association, the Alumni will accept, retain and manage such funds per the donor's instructions.**

Implementation:

Should the proposed fund be established, it is further proposed that a Joint Cooperative Funding Committee be established to conduct the business of the fund. The Committee membership would consist of three representatives from each of the Alumni Association and the Foundation. Additionally, the College Development Officer/Executive Director of the Foundation would participate as a non-voting member.

Close:

This is only a draft and for purposes of review, discussion, modification such as might be the product of friendly and constructive negotiation among the parties. It does not pro-port to cover every nuance and may overlook some essential matters. However, it is offered in good faith, as a basis for discussion.