



IN-NEWSLETTER

December 13, 2019

Covers the period December 1 – 8, 2019

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Upcoming In-Person Meetings and Events

**West Central Florida Section Convention
(Tampa Bay Hamfest)**

December 13 – 14 @ Plant City, FL

LoTW Committee Meeting

January 15 @ HQ, Newington, CT

New Director Orientation

January 15 @ HQ, Newington, CT

Administration & Finance Committee Meeting

January 16 @ HQ, Newington, CT

Programs & Services Committee Meeting

January 16 @ HQ, Newington, CT

2020 ARRL Annual Board Meeting

January 17 – 18 @ Windsor, CT

ARRL Podcasts: Downloads and Charts

Reported by Michelle Patnode, W3MVP and Carla Pereira, KC1HSX

ARRL Audio News passed the 600,000 downloads milestone this week!

Please see the latest stats for ARRL's podcasts, and listen to the most recent episodes, below:

ARRL Audio News dated December 6, 2019:

<https://blubrry.com/arrlaudionews/52806260/arrl-audio-news-december-6-2019?sbe=1>

Downloads: 603,205; #22 Apple Podcasts USA Tech News

So Now What? dated November 14, 2019

<https://blubrry.com/arrlnowwhat/51892681/16-navigating-the-nets/>

Downloads: 132,767; #57 on Apple Podcasts USA Hobbies

The Doctor is In dated December 5, 2019

https://blubrry.com/arrl_the_doctor_is_in/51946046/vhfuhf-propagation/

Downloads: 1,278,516; #110 on Apple Podcasts USA Technology

Chief Executive Office

Reported by Carla Pereira, KC1HSX

Congratulations to the new HQ hams! Five recent hires (and one spouse) all passed the Technician exam administered here at HQ after attending weekly classes taught by Dan Henderson, N1ND. The new licensees are: Thomas Bell, KC1MHQ, Oscar Espinoza, KC1MHL, Dee Methe, KC1MHN, Melissa Stemmer, KC1MHM, Scott St. Onge, KC1MHO, and his wife, Jennifer St. Onge, KC1MHP. Congratulations!

Howard Michel, WB2ITX, and Diane Middleton, W2DLM, held the Management Council meeting, a summary of which was shared with staff. They also held individual meetings with each member of the Council to discuss setting measurable goals for 2020 using risk assessment charts.

Howard and Diane also participated on a progress report call with Mintz + Hoke.

Planning and preparations continue for the 2020 Annual Board Meeting in January. A first draft of the meeting Agenda was sent to all Officers, Directors and Vice Directors for preview and inclusion of additional items if need be.

Communications

Reported by David Isgur, N1RSN

Top Social Media Posts

Facebook: Happy 20th Anniversary to SKYWARN Recognition Day! We thank everyone who has volunteered and mentored through #SKYWARN and #AmateurRadio! U.S. National Weather Service (NWS) Click here for more information on SKYWARN Recognition Day <http://www.arrl.org/skywarn-recognition-day>

Twitter: Oldest Known US Ham Receives ARRL Centurion Award <http://ow.ly/s0en1022zvT> #ARRL #HamRadio

Instagram: Listen to the latest episode of ARRL Audio News! ARRL Audio News is a summary of the week's top news stories in the world of Amateur Radio, along with interviews and other features. Enjoy ARRL Audio News anywhere: on your smart phone or tablet, your local repeater, or stream it on the go! <https://blubrry.com/arrlaudionews/52806260/arrl-audio-news-december-6-2019/> #ARRL #AmateurRadio #RadioCommunications #AudioNews

LinkedIn: It's been 20 years since SKYWARN Recognition Day was established by the #NationalWeatherService. We thank everyone who has volunteered and mentored through #SKYWARN and #AmateurRadio! Click here for more information on SKYWARN Recognition Day <https://lnkd.in/er7THm2>

Lab

Reported by Joe Carcia, NJ1Q

W1AW

Thank you to Dan Wall, W1ZFG, for operating W1AW during 2019 Skywarn Recognition Day (<http://www.arrl.org/skywarn-recognition-day>). He made several contacts on HF, Echolink, and the PVRA Repeater operating within SRD.

Joe Carcia updated the web code practice files and their archives.

Joe also prepared the ARISS Go-Kit station – specifically, configuring the laptop and Azimuth/Elevation rotators for the school/club location - for shipment to a club in Ohio that has an ISS contact scheduled within the next month.

Scott Gee, WB9RRU, worked on slow and fast code practice runs for the week. He also processed four paper and thirty-two electronic VUCC applications for a total of 2219 credits.

Lifelong Learning

Reported by Kris Bickell, K1BIC

The final 2019 session of EC-001 ended on December 6. During the year a total of 702 students earned their certificate of completion. For comparison purposes, there were a total of 199 completions for 2017 and 2018 combined, so the interest in this course has expanded tremendously. Thank you to ARRL staff Ally Flynn, KM3ALF, Ken Bailey, K1FUG, and David Isgur, N1RSN, for their help with these courses. And a special thanks to all the EC-001 mentors for their efforts in supporting the students!

In addition, 104 students completed EC-016 and 146 students completed PR-101. For a complete list of course statistics see the chart below:

2019 Course Statistics		
Course	Registered	Completed
EC-001	769	408
EC-001-S	544*	294*
TOTAL:	1,313	702
EC-016	359*	104*
PR-101	267*	146*
		* ongoing

Product Development

Reported by Bob Inderbitzen, NQ1R

We are organizing an exhibit for Orlando HamCation, February 7-9, 2020, for attendees of all ages to build-a-radio. The activity includes a simple AM radio receiver kit designed by member Levi Zima, KN4YHS for the 2019 Oshkosh airshow. This is an opportunity for new licensees to learn how to identify electronic components, solder, test a circuit, and discover how radio works. The exhibit is part of our ongoing product development to introduce a low-cost radio kit that can be used by member-volunteers and radio clubs to support their outreach efforts.

Also for HamCation, Bob Inderbitzen and Kris Bickell are organizing an exhibit to highlight various ARRL initiatives to grow and strengthen amateur radio. Themes include “learning, partnerships, and community.”

In his efforts as a liaison for the ARRL Collegiate Amateur Radio Initiative, Bob supported the organizers for the Collegiate QSO Party to help produce plaques for the winners of the 2018 and 2019 events. The plaques were sponsored by ARRL and the W1YSM Snyder Family Collegiate Amateur Radio Endowment Fund, established in 2017. Bart Jahnke, W9JJ, is coordinating fulfillment of the plaques. A summary of plaque winners is posted to the ARRL Collegiate Amateur Radio Facebook page: <https://www.facebook.com/groups/ARRLCARI/>

Bob participated in meetings for the Management Council, Social Media Content, and Risk Management.

On the Air magazine (as reported by Diane Petrilli)

The following tables include a summary of members who have selected *On the Air* as their print magazine benefit. Viewed as a rough average, approximately 30% of new members opted for *OTA* in November.

Week ending	Total members with print OTA selected	Increase from previous week	Total first-time members with OTA selected
11/10/2019	146		70
11/17/2019	366	220	131
11/24/2019	657	291	219
12/1/2019	933	276	284
12/8/2019	1,321	388	368

By License Class (through 12/8/2019)	Total members with print OTA selected	Total first-time members with OTA selected
Novice	0	0
Technician	553	234
General	439	67
Advanced	20	0
Extra	245	22
Associate (null)	64	45
TOTAL	1,321	368

Radiosport

Reported by Bart Jahnke, W9JJ

Paper/Fieldcheck Processing Time	2 weeks
Logbook Processing Time	1 – 2 business days
2019 DXCC Applications	10,840
2019 WAS Applications	1,921
2019 VUCC Applications	903
2019 WAC Applications	101
2019 WPX Applications	750
2019 WAZ Applications	691

Sales and Marketing

Reported by Yvette Vinci, KC1AIM

Publication and product sales were very strong throughout the Thanksgiving holiday and “Cyber Monday.” There were 476 online orders placed on “Cyber Monday”—a great one-day take, considering the 4-day Thanksgiving holiday had already contributed over 858 orders (versus 704 orders in 2018).

A “*Thank You*” themed postcard featuring two offers to use during the holiday season has generated \$38,889 in 2 weeks (804 members responded).

Jackie Ferreira, KB1PWB, reports that:

- November product sales were \$252,707, falling short of the sales forecast of \$306,961.
- Direct sales were \$127,886; dealer sales were \$124,820.
- Year-to-date sales are \$2,469,836; \$149,357 short of forecast.
- Royalties earned on sales of our Kindle e-books were \$4,664; \$8,500 forecast (\$64,832 YTD; \$93,500 forecast).

Yvette Vinci has been coordinating some early planning for ARRL’s participation at Dayton Hamvention, May 15-17, 2020. Yvette also finalized a hotel contract for staff and officials traveling to the event as part of the ARRL team.

Yvette Vinci, Jackie Ferreira, Kim McNeill, KM1IPA, and Eric Casey, KC1ERC, attended “The Big Connect,” a networking/educational event sponsored by the Greater New Haven Chamber of Commerce on November 21.

We processed 33 paid-in-full Life Memberships in November. “Reminder letters” were sent to 229 members making quarterly payments toward Life Membership.

Our team of Member Service Representatives handled 2,898 calls in November, versus 3,162 in November 2018. The team includes Margie Bourgoin, KB1DCO, Jon Faasen, AA1EZ, Liz Karpiej, KA1DTU, Kim McNeill, and Cathy Stepina.

Summary of Sales and Marketing Department telephone group, reported by Yvette Vinci:

Week Ending	Calls Answered	Calls Per Hour	Total Talking Duration
11/27/2019 (3 days)	499	18.48	18:03:54
11/22/2019	808	17.9	29:53:56
11/15/2019	676	15.02	25:16:59
11/8/2019	787	17.4	27:12:84

Summary of warehouse fulfillment activity, reported by Steve Capodicasa:

Week Ending	Packages fulfilled	Member Premiums
11/27/2019 (3 days)	744	258
11/22/2019	863	346
11/15/2019	667	395
11/8/2019	876	483

Hamfests / Conventions / Meetings / ARRL Representative / Vacations

Ken Bailey	12/09 – 12/20	PTO
Kathleen Callahan	12/24 – 12/26	PTO
Steve Capodicasa	12/20	PTO
Joe Garcia	12/13	PTO
“	12/24 (half day)	PTO
Steve Ford	12/23 – 12/31	PTO
“	01/10	PTO

Norm Fusaro	12/13 – 12/15	West Central Florida Section Convention, Plant City, FL
“	12/24 – 01/01	PTO
Scott Gee	12/26 – 12/30	PTO
Dan Henderson	12/16 – 01/03	PTO
Bob Inderbitzen	12/23 – 01/03	PTO
Dee Methe	12/24 (half day)	PTO
“	12/31 – 01/02	PTO
Howard Michel	12/23 – 12/31	PTO
“	12/02 – 12/06	PTO
Diane Middleton	12/16	PTO
“	12/20	PTO
“	12/26 – 12/27	PTO
“	03/06	PTO
“	03/09	PTO
“	03/12	Jury Duty
“	03/30 – 04/07	PTO
Michelle Patnode	12/23 – 01/03	PTO
“	02/05 – 02/11	PTO
Carla Pereira	12/23 – 12/24	PTO
Diane Petrilli	12/23 – 12/31	PTO
Maria Somma	12/18 – 12/27	PTO
Yvette Vinci	12/24 – 12/26	PTO

Compiled and Edited by: Carla Pereira, KCIHSX, Executive Manager