



**USCG Auxiliary District 11N – Human Resources Report  
May 2023**

TO: COMO Curtis Han, District Commodore  
Jim Losi, District Chief of Staff  
District 11N Board & Staff

FROM: Louis Sarto, District Staff Officer – Human Resources (DSO-HR)

**Activities:**

1. Architecting an online Prospect-DB for SOs-HR
2. CY '23 Qualified Prospects Results

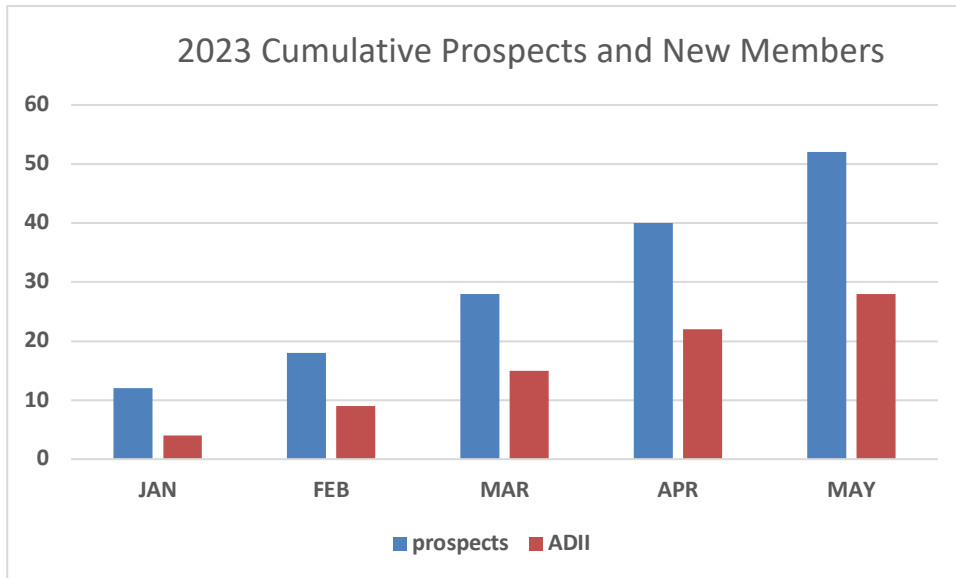
**Details:**

1. Building an online Excel database accessible by each SO-HR for prospect management
  - 1.1. AAMS is visible to all leadership levels as it is driven downward from one-to-many
  - 1.2. Online DB will provide upward visibility of Flotilla-driven membership campaigns from many-to-one for statistical accuracy
  - 1.3. The example table below is the 2023 lead pipeline for Fl 14.

LAST	FIRST	SOURCE	QUALIFIED	PROGRESS	STALLED	FORM 7001	ADII
Costello	Paul	Inbound	10-Nov-22	Y		1-Feb-23	28-Feb-23
Rossi	Jose	AAMS	17-Jan-23	y		24-Jan-23	12-Apr-23
Cornejo	Catherine	AAMS	17-Jan-23	y		24-Jan-23	11-Apr-23
Rhodes	Glenn	AAMS	2-Feb-23	y		6-Mar-23	
Hill	Stuart	AAMS	18-Apr-23	y		12-May-23	
Larry	Morales	AAMS	1-May-23	y			

- 1.4. The intent is to prepare an updatable candidate queue file for each flotilla. Visibility will allow improvement to the recruiting process. The current candidate queue for Fl 14 is accessible and editable by any Board or Staff Member with this link: [https://sartoassociates-my.sharepoint.com/:x/g/personal/ls\\_sartoassociates\\_onmicrosoft\\_com/Ea\\_pdYJRF9tPuYwCakfaSksBwBKvDsHOI6D1iaQndwqVRg](https://sartoassociates-my.sharepoint.com/:x/g/personal/ls_sartoassociates_onmicrosoft_com/Ea_pdYJRF9tPuYwCakfaSksBwBKvDsHOI6D1iaQndwqVRg)

2. Cumulative Prospect and New Member Growth:
  - 2.1. Membership is 1004.



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