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

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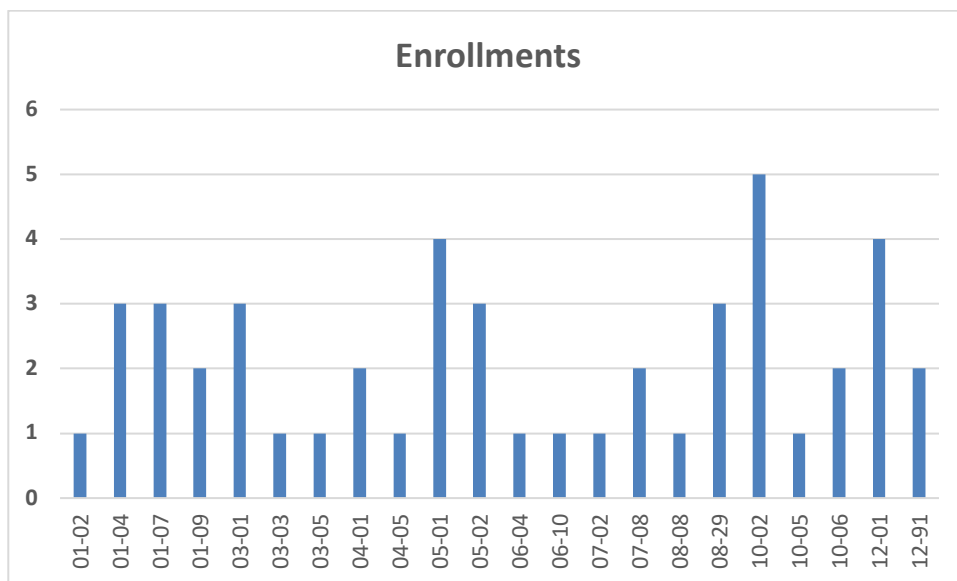                District 11N Board & Staff

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


**Activities:**
1.  CY '23 Enrollments, Retirements, Disenrollments
2.  Prospect Online Database
3.  Member Roadmap to BQ status

**Details:**
1.  Membership is static from May at 1003.
    1.1. Net gain of 19 from the beginning of the year. CY'23 statistics:
        1.1.1.   Enrollments: 47, from one to five new members in 22 flotillas
        1.1.2.   Retirements: 8 from 6 flotillas
        1.1.3.   Passing the Bar: 3 from 3 flotillas
        1.1.4.   Disenrollments: 17 from 8 flotillas with almost 50% occurring in late 2022
    1.2. Retirements, Passing-the-Bar, and Disenrollments in 2023 total 28.
    1.3. The 47 enrollments are the future leaders of the Auxiliary. They are an opportunity to improve onboarding, training, and fellowship.

2. A prototype of the Prospect Online Database is shown below for Fl 14. The final format will be Division-based with tabs for the Division's Flotillas. The owner is the SO-HR. The goal is to gain insight of our recruiting funnel. Prospect source and prospect numbers at the top and members at the spout. Measure to improve the process.

2.1.

| last | first | source | contact date | flotilla mtg | 7001 provided | enrolled | notes |
|---|---|---|---|---|---|---|---|
| Costello | Paul | inbound | 10-Nov-22 | 22-Dec-22 | 21-Dec-22 | 23-Feb-23 | |
| Rossi | Jose | AAMS | 17-Jan-23 | 8-Feb-23 | 24-Jan-23 | 12-Apr-23 | |
| Cornejo | Catherine | AAMS | 17-Jan-23 | 8-Feb-23 | 24-Jan-23 | 11-Apr-23 | |
| Rhodes | Glenn | AAMS | 2-Feb-23 | 8-Feb-23 | 6-Mar-23 | | submitted 7001 |
| Hill | Stuart | AAMS | 18-Apr-23 | 12-May-23 | 12-May-23 | | will submit 7001 after summer travels |
| Morales | Larry | AAMS | 1-May-23 | 12-May-23 | 15-Aug-23 | | will submit 7001 in August |
| LaRoche | Lauren | AAMS | 31-May-23 | 14-Jun-23 | | | |
| Andrew | Graham | Alex B | 1-Jun-23 | 12-Jul-23 | | | |

Please click Fl 14 recruiting funnel or copy and paste:
https://docs.google.com/spreadsheets/d/1PPEW4el658OTb5HdyvLg_wX_3NbHizIX011tpbEOf5w/edit#gid=0to observe this spreadsheet in Google Docs.

3. Architecting a roadmap which shows every action required from completing the 7001 to BQ status.