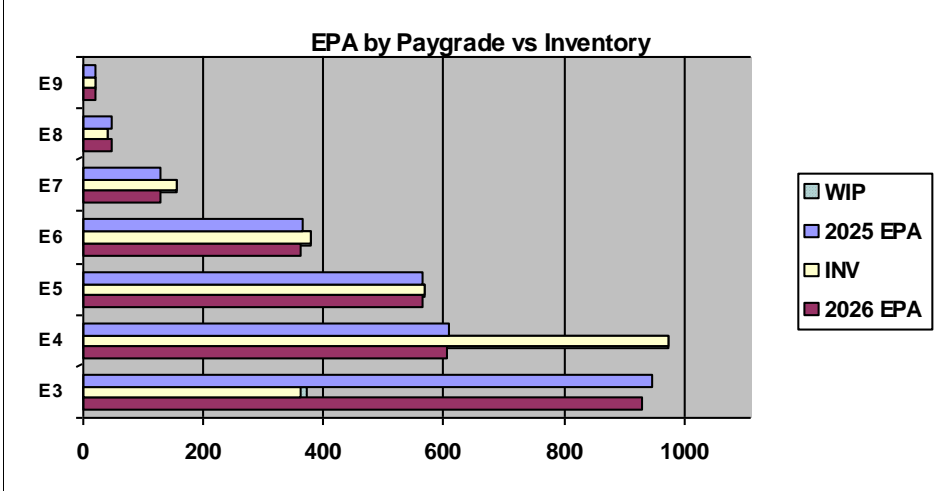
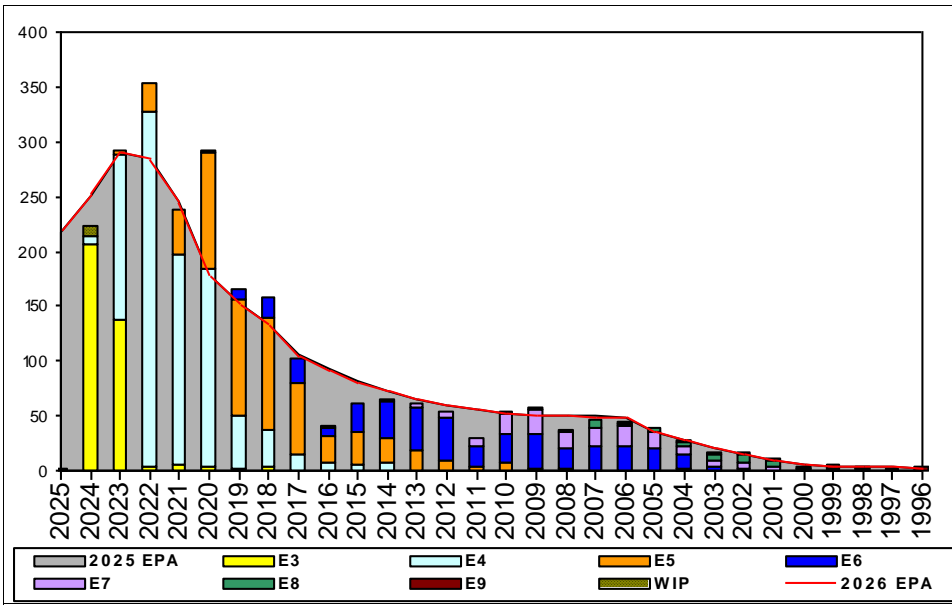


# Retail Services Specialist - B730



|                      | E1-3 | E4   | E5                  | E6   | E7   | E8  | E9   | TOTAL |
|----------------------|------|------|---------------------|------|------|-----|------|-------|
| % INV to FY25 EPA    | 38%  | 160% | 100%                | 104% | 119% | 85% | 100% | 93%   |
| EPA (FY25)           | 948  | 607  | 565                 | 365  | 129  | 47  | 21   | 2682  |
| INVENTORY            | 362  | 974  | 567                 | 379  | 154  | 40  | 21   | 2497  |
| EPA (FY26)           | 930  | 605  | 566                 | 363  | 129  | 47  | 21   | 2661  |
| % INV to FY26 EPA    | 38%  | 160% | 100%                | 104% | 119% | 85% | 100% | 94%   |
| INV + WIP / FY25 EPA | 39%  |      |                     |      |      |     |      | 93%   |
| INVENTORY            | 372  | 10   | ← E-3 and Below WIP |      |      |     |      | 2507  |
| INV + WIP / FY26 EPA | 40%  |      |                     |      |      |     |      | 94%   |

| Sea Shore Flow |     |       | FORCE STRUCTURE MANNING TO BA |        |      |      |        |     |     |             |           |          |
|----------------|-----|-------|-------------------------------|--------|------|------|--------|-----|-----|-------------|-----------|----------|
| TOUR           | SEA | SHORE | PG                            | SEA    | INV  | BA   | SHORE  | INV | BA  | SEA + SHORE | TOTAL INV | TOTAL BA |
| 1ST            | 55  | 36    | E1-3                          | 38.1%  | 303  | 796  | 29.5%  | 23  | 78  | 37.3%       | 326       | 874      |
| 2ND            | 54  | 36    | E4                            | 165.3% | 711  | 430  | 140.8% | 221 | 157 | 158.8%      | 932       | 587      |
| 3RD            | 48  | 36    | E5                            | 106.2% | 275  | 259  | 98.2%  | 278 | 283 | 102.0%      | 553       | 542      |
| 4TH            | 36  | 36    | E6                            | 89.8%  | 193  | 215  | 127.4% | 172 | 135 | 104.3%      | 365       | 350      |
| 5TH            | 36  | 36    | E7                            | 113.3% | 51   | 45   | 115.3% | 98  | 85  | 114.6%      | 149       | 130      |
| 6TH            | 36  | 36    | E8                            | 112.5% | 18   | 16   | 81.5%  | 22  | 27  | 93.0%       | 40        | 43       |
| 7TH            | 36  | 36    | E9                            | 100.0% | 10   | 10   | 90.9%  | 10  | 11  | 95.2%       | 20        | 21       |
| <b>Total</b>   |     |       |                               | 88.1%  | 1561 | 1771 | 106.2% | 824 | 776 | 93.6%       | 2385      | 2547     |

| ADV OPP. (Cycles 261/262/264) |      |       |       |        |        |        |        |
|-------------------------------|------|-------|-------|--------|--------|--------|--------|
| Pay Grade                     | E1-3 | E4    | E5    | E6     | E7     | E8     | E9     |
| All-Navy                      | TIR  | TIR   | 18.54 | 10.62% | 31.44% | 21.60% | 22.32% |
| RS                            | TIR  | 30.4% | 13.1% | 19.4%  | 33.6%  | 27.3%  | 69.2%  |

| Zone Info       | ZONE A | ZONE B | ZONE C | ZONE D | ZONE E | ALL ZONES |
|-----------------|--------|--------|--------|--------|--------|-----------|
| FY25 Manning:   | 103.0% | 81.0%  | 78.0%  | 89.0%  | 80.0%  | 94.0%     |
| FYTD RENL Rate: | 91.9%  | 46.2%  | 81.8%  | 100.0% |        | 78.6%     |
| FY26 Manning:   | 103.0% | 82.0%  | 78.0%  | 89.0%  | 80.0%  | 93.8%     |

## NOTES

Selective Reenlistment Bonuses: Zone B & C: up to \$30K

Conversion Opportunities: Rating conversions will be considered on a case-by-case basis.

Sea Duty Incentive Pay: E7: \$600 E8: \$700 E9: \$800

Previous Report: 03 Jan 2025 INV/EPA: 93% SEA INV/BA: 88.1% SHORE INV/BA: 104.0%

Every Sailor is a Recruiter Advancement Points Opportunity: Refer to NAVADMIN 290/22

Enlisted Leadership Development (ELD), although not mandatory for advancement this year, but will be for next year. Not a lot of utilization being seen for classes right now. There will most likely be a rush for classes next year. Please start pressing more folks to sign up for ELD!