

NCSTA Board of Directors Meeting  
Saturday November 14, 2015  
Emerald's View 1426 Peter Mabe Rd Danbury, NC 27016  
9:00 a.m.

**Opening Prayer:** David Cooper

Roll Call: Absent for meeting: John Peele, David Wallwork, Gabe Dellinger, Chris Dobbins, Frank Pearce, Ace Potter.

Recognition of Proxies: Chris Dobbins to Larry Beam. David Wallwork to David Cooper

**Review, addition/deletion and acceptance of minutes from previous meeting:**

One change to note the name to be corrected: Kaylin Rhea who will work with Emerald Enterprise at the 2016 Convention. No other changes noted. Motion to accept made by Keith Blackburn, 2<sup>nd</sup> by Jim Lanier, approved.

**Remarks by President:**

- Gearing up for 2016 Convention
- David Wallwork recovering from surgery
- Several other Board Members who are dealing with health issues
- Thank you to Board for their dedication to our industry

**Treasurer's Report:**

Balance in General fund as of 9/30/15 was \$70,532.98

Balance in Educational fund as of 9/30/15 was \$ 8,752.15

Report reviewed and discussed. Motion to approve made by Jim Lanier, 2<sup>nd</sup> by Tim Wood, approved.

**Update from Administration:**

2015 Regional Classes:

Being an Education Provider is our largest revenue gain. 87% of all Certified Installers obtain their education through NCSTA!! We are extremely thankful for all the educators who travel and hold our regional classes throughout the year!

2015 Regional classes have been well attended. Moving Banner Elk, and Waynesville to fall of the year seemed to increase the numbers and it also helped to move some of the attendees from the Greensboro classes to these two classes. Waynesville ended up having 143 attendees up from around 60 last year.

This was the first year that we have required that to be pre-registered non-member registration must be mailed in with payment. Yes, there was a little bit of complaining but for the most part it worked really well. I think it sent the message we are serious about them pre-registering. The ones that didn't pre-register and paid the additional money at the door admitted it was their fault. This decision by the Board has worked out well and should be kept for next year.

We did not go to Swansboro this year but went to Jacksonville instead. The facility was brand new and state of the art. It worked out really great and we will most likely be back there next year.

#### 2016 Regional Classes:

The dates and locations for 2016 classes will be released at the Convention with the 2016 Calendar being given to members. Next November will be a busy time for a lot of people. We will most likely move the last class into October for next year in anticipation of the elections.

Locations for 2016 classes will be close to the same as 2015

#### 2016 Convention:

- Vendor Registrations have been emailed to all past vendors and new vendors that have requested registration. If vendors contact you for registration or convention details this is posted on the opening page of our website.
- We need vendors!!!!
- As was discussed at the last meeting, if we can get the vendors for a separate retail alley we will have this area. I am not familiar with the local area and what retailers are near the center. Discussion of what is available there, power tool dealers, hunting gear, etc etc
- As per Board decision, the giveaway item will be a portfolio. These have been ordered and are very close in design to the last portfolio we gave away.
- I will shop the holiday sales for a TV and other door prizes this worked out well last year in getting good prices on these items.
- Schedule for Convention:
  - Vendor Setup 2:00 p.m. – 5:00 p.m. Wed January 27th
  - Annual Board Meeting 5:00 p.m. – 6:00 p.m. Wed January 27th
  - Iron Thunder Dinner 7:00 p.m. – 10:00 p.m. Wed January 27th
  - Registration opens at 6:30 a.m. on Thurs January 28th
  - Classes begin at 8:00 a.m. on Thurs January 28th
  - Classes end at 5:00 p.m. on Thurs January 28th
  - Live at 5 5:00 p.m – 7:00 p.m. Thurs January 28th
  - Registration opens at 8:30 a.m. on Friday January 29th
  - Land App class 9:00 a.m. – 12:00 p.m. Friday January 29th
- Note to Board members: Bring your white NCSTA shirt for Thursday
- Membership renewals along with convention registration for members will go out this week. The renewal invoice will be in a different format this year so that we hopefully will

get new membership forms completed for all members and have current info for each of them.

- To help with the flow of traffic into the convention a special area will be designated for members. They will receive a different color postcard as confirmation and their packages will be in a separate area. Members only pickup area.
- The master sign in sheet will be placed so that attendees have to pass by it to get to the exhibit hall.
- Registrations for non-members will be mailed out the following week. This registration will have a prominent note on it "Arrive early to avoid lines" hopefully it will help. The attendees create their own problem by waiting until 10 minutes prior to class start to arrive.

Doug is working on speakers and topics for the convention. This should be completed by the first week of December at the latest so that the agenda will be available for print. Are there any specific request for class topics from the Board?

### **Convention Theme Ideas:**

Top 3 choices.

1. Keep Vision Alive
2. Investing in the Future
3. Continuing Excellence

**The winner is: Investing in the Future**

Review of new membership application. Motion to accept made by Jim Lanier, 2<sup>nd</sup> by Stanley Mills, approved. Sign will be posted for non Members that pictures will be taken and will be used for promotion.

Push for membership!!

### **Lobbyist Report:**

Highlights:

- House 705 changes
- House 765 (onsite wastewater reform)
- Regulatory Reform Act of 2015
- Tax Reform Bill ( attempting to get clarification on the tax changes that are specific to the scope of work for the on-site wastewater industry.)
- Annual Wastewater Conference in Raleigh in October.
- Cole publishing contacted us about interviewing for an article for Installer and Pumper Magazine.
- 2016 Short Session in May 2016
- Need for a PAC
- 2016 Convention preparation and class speakers

**Board of Directors Election:**

No applications have been received for new Board members. Members due to rotate off are: Chris Dobbins, Gabe Dellinger, and Latt Moretz. These Board members agree to continue in their capacity. With no objections from the Board, this is approved.

**Officer Election:**

Motion for Jerry Pearce to serve as President made by Jimmy Shoaf, 2<sup>nd</sup> by Latt Moretz, approved.

Motion for David Cooper to serve another term as VP made by Stanley Mills, 2<sup>nd</sup> by Larry Beam, approved.

Motion for Monica Rhea to serve another term as Secretary made by Keith Blackburn, 2<sup>nd</sup> by Larry Beam, approved.

Motion for Jimmy Shoaf to serve another term as Treasurer made by Latt MorteZ, 2<sup>nd</sup> by Tim Wood, approved.

No other business, motion to adjourn made by Stanley Mills, 2<sup>nd</sup>