

NCSTA Board of Directors Meeting  
Friday November 4, 2016  
Crow Creek Woodlands Way Amenity Center 285 Woodlands Way Calabash, NC  
3:30 p.m.

**Opening Prayer** :David Cooper

**Roll Call:**

(Absent) Chris Dobbins. Jim Lanier, Ace Potter, David Wallwork  
Recognition of Proxies Chris to Gabe, David to Connie

**Review, addition/deletion and acceptance of minutes:**

Motion to accept Keith Blackburn, 2<sup>nd</sup> Stanley Mills, approved.

**Remarks by President:**

- Welcome to guest, Jeff Kerr and spouses.

**Treasurer's Report:**

Balances: General fund=\$77,737.66, Educational fund=\$9,644.01

Motion to accept: Keith Blackburn, 2<sup>nd</sup> John Peele, accepted.

**Update from Administration:**

2016 Regional Classes:

Classes have been well attended. Adding the Clemmons class did exactly what we had hoped it would and pulled some attendees from Greensboro which made that venue more manageable. We will keep Clemmons for 2017. We have overgrown the facility in Waynesville and will be looking for alternate site most likely in Hendersonville for 2017. Also the facility in Banner Elk has lost some of its appeal, while it remains well attended the facility is not meeting our needs and we plan to move the Banner Elk class to North Wilkesboro in 2017. We will most likely be using the new Extension Office for the North Wilkesboro class.

2017 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 have already received several vendor registrations back. The vendors have been listening when we say that their booth placement is determined by when the registration is received and also the vendors that do sponsorship are given top priority. When talking to vendors, REMEMBER, there is a cutoff for vendor registration. The cutoff is December 31, 2016. Vendor registration received after that date will be charged double the fee.
  - As per Board decision, the giveaway item will be a cap with the logo on the front and website on the back. Members will also receive a letter opener. The orders for both these items have been placed.
  - 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.
  - As you can see from the schedule below we will hold the annual business meeting at 5 p.m. on Wed January 25<sup>th</sup> like we did before. Also, does the Board want to continue to hold the Vendor/Speaker dinner at Iron Thunder or do you want to go somewhere else. The Crown Plaza has an area that would definitely hold the group and everyone could mingle and enjoy food and beverage. Your thoughts . . . . Decision to leave at Iron Thunder.
  - Schedule for Convention:  
Vendor Setup 2:00 p.m. – 5:00 p.m. Wed January 25<sup>th</sup>  
Annual Board Meeting 5:00 p.m. – 6:00 p.m. Wed January 25<sup>th</sup>  
Iron Thunder Dinner 7:00 p.m. – 10:00 p.m. Wed January 25<sup>th</sup>  
Registration opens at 6:30 a.m. on Thurs January 26<sup>th</sup>

Classes begin at 8:00 a.m. on Thurs January 26<sup>th</sup>  
Classes end at 5:00 p.m. on Thurs January 26<sup>th</sup>  
Live at 5 5:00 p.m – 7:00 p.m. Thurs January 26<sup>th</sup>  
Registration opens at 8:30 a.m. on Friday January 27<sup>th</sup>  
Land App class 9:00 a.m. – 12:00 p.m. Friday January 27<sup>th</sup>

### **Bring your white NCSTA shirt for Thursday**

- Membership renewals along with convention registration for members will go out next week. Registration for non-members will follow the week after that with early registration discount and will once again have a note “Arrive early to avoid the lines”.
- \$20 discount if register early, if members, deduct \$20 from membership fee.
- We will be keeping the Members only pickup area this worked out well as the last convention
- Doug is working on speakers and topics for the convention. This need to be completed by Thanksgiving so that agenda can go to print and be back in time. Are there any specific request for class topics from the Board?

At this point we don’t have a theme or title for the convention, on the vendor registration it was simply titled “27<sup>th</sup> Annual NCSTA Convention and Expo” . The following have been suggested as titles:

*“GROW YOUR CAREER WITH ONSITE”*

*“APPROVED, VERIFIED, SUSTAINABLE: ONSITE”*

*“ONSITE EMERGES”*

**\*\*“TOMORROW’S ONSITE INDUSTRY” 5 votes**

*“THE ONSITE REVOLUTION” 4 votes*

### **Winner: Tomorrow’s Onsite Industry**

Any other items the Board would like to change/alter from previous conventions?

- Sale hats that are left over
- Keep member’s only table in same hall as last year
- Discussion of purchasing a laptop for the association so that we have one for every class, Hickory and it would be just for powerpoints. Motion to buy, David Cooper, 2<sup>nd</sup> John Peele, approved.

Circle K Fleet cards have sent us an offer to give discounts to our members. It wouldn’t cost the association anything. They would provide the packets. Board decides not to pursue at this time.

## New Board Member Applications and Re-appointments of Board Members for 2017

- An application from Jeff Kerr for the Board of Directors has been received and discussed at the last meeting and approved. Jeff introduced himself. Described his history. His grandfather bought a septic tank business in Northern Michigan. They migrated to NC many years ago. His company, Pumps, installs and inspects. He grew up in the business, worked in technology for a while and then following a family illness, he came back into the business.
- We have received an application from Scott Simmons of Stanley Environmental. Jim Lanier will be stepping down from the Board of Directors his position was up for reappointment in 2017. ( Issue of membership will be looked into and discussed in Hickory).

Reappointments for 2017 are:

Jim Lanier (see above)

Larry Beam

Keith Blackburn

Ace Potter

Tim Wood

- The above named are willing to continue to serve.
- David Wallwork has sold his business; he will work for one year with the company. His Board position will not be up until 2018, so he will still be working in the industry until that time. Congratulations to David.
- Board discusses future regulations on how to control that a majority of the NCSTA Board members are made up of Companies based in North Carolina.

### **Lobbyist update:**

- We seem to still be ok with Sales and Use Tax revision, Doug has sent a letter with his questions, they promise an answer.
- Occupational Licensure. 55 Boards in NC.
- Latt Moretz Brings concerns by members about the Tax Exemption for accepted material.  
A lot of Board of Directors discussion. Keith Blackburn motion to table vote until later date. 2<sup>nd</sup> by Gabe Dellinger. Approved. Tim Woods abstain from the vote.
- Rules Update: Handout
- 2017 Convention  
Working on speakers and finalizing the agenda

### **Other business:**

Next Board meeting will be the Annual meeting January 25<sup>th</sup> 5:00 p.m. at the convention center

Adjourn and Dinner. Motion to adjourn made by Stanley Mills, 2<sup>nd</sup> David Cooper.

7:00 p.m. reservations have been made for the Board at the Boundary House in Calabash