



35th ANNUAL MEETING OF MEMBERS
April 8, 2019 * The Bellagio, Las Vegas, NV

MINUTES

CALL TO ORDER:

NAHAD President Karen Brandvold called the thirty-fifth Annual Meeting of NAHAD Members to order at 10:05 am, noting the presence of a quorum. She reminded each attending member that they received an email before this meeting with links to the minutes of the 2018 Annual Meeting of Members, the year-end finance reports for FY 2018 and NAHAD's Annual Report from NAHAD's Executive Vice President Molly Alton Mullins, which are all posted on the NAHAD website.

APPROVAL OF MINUTES – APRIL 30, 2018

Upon Karen Brandvold's request, a motion was made and seconded to approve the minutes of NAHAD's 34th Annual Meeting of Members, held in Marco Island, FL on April 30. On voice vote, the motion was approved.

FINANCE REPORT:

Treasurer Jeff Scheininger presented the audited financial report for the fiscal year ending December 31, 2018. He noted NAHAD budgeted a loss of \$112,000 to reinvest in programs and services that benefit the membership. He reported that NAHAD was able to make those investments while also ending the year in the black. Accordingly, NAHAD ended its fiscal year 2018 with net earnings of \$31,903 as noted as 'Net Income' under 'Capital' on the Balance Sheet, indicating a positive performance of \$143,903 over the anticipated loss.

These additional earnings, combined with NAHAD's 'Unrestricted Net Assets', also called 'Reserve Funds,' allowed NAHAD's Total Capital to grow to a healthy \$928,173 for fiscal year 2018.

Jeff Scheininger also noted that the association's board of directors is guided by an Investment Policy, managed by Janney Montgomery Scott, governing the investment of surplus funds in CDs, government backed corporate bonds and similarly secure investments. He also noted that NAHAD conducts a full annual audit, utilizing the services of an independent outside auditing firm. The audit report is available by contacting the NAHAD office.

PROGRAM UPDATE:

Executive Vice President Molly Alton Mullins offered an update on NAHAD's programs and recent initiatives, noting the following highlights:

- The Hose Safety Institute (HSI) Handbook has now been digitized and is available through online training; the entire HSI process is being revamped and revitalized in 2019.
- NAHAD is pleased to have launched NAHAD Academy, the association's online learning management platform that includes industry-specific training, as well as general training related to distribution, sales, HR, etc.
- This fall Regional Training will be relaunched in Cleveland with technical hands-on learning opportunities.
- NAHAD also launched Issue Briefs in 2019, tailored legislative and regulatory content for distributors.
- In addition to new efforts, Molly Alton Mullins also covered NAHAD's data programs, Employee Development Roadmap and networking opportunities, like the Annual Convention.

OUTGOING BOARD MEMBER RECOGNITION:

Karen Brandvold offered words of thanks and recognition to outgoing board members Jason Westad with FORCE America, Kyle Gingrich with Apache, and Rob Coffee with Proco Products as well as to outgoing past president, Scott Moss with Moss Rubber. Recognition plaques honoring their service to the board were presented.

NOMINATING COMMITTEE REPORT:

On behalf of the Nominating Committee, Scott Moss presented the results of the recent elections for the association's officers and board, as follows:

OFFICERS - 2019 – 2022

- Sam Petillo, President of Singer Equities, Inc., Cleveland, Ohio, President
- Jeff Scheininger, President of Flexline, Kenilworth, New Jersey, NAHAD's First Vice President
- Jason Westad, Chief Sales Officer for FORCE America, Burnsville, Minnesota, Second Vice President and Treasurer
- Karen Brandvold, CFO & Vice President of Omni Services, Worcester, Massachusetts, Immediate Past President

DIRECTORS - 2019– 2022

- Jim Daniels, President of Mid-State Sales, Columbus, Ohio
- Janeece Higgins, President & CEO of the Alaska Rubber Group, Anchorage, Alaska
- Dion Gunderson, National Sales Manager with Dixon Valve & Coupling, Chestertown, Maryland

TRANSITION OF LEADERSHIP:

Karen Brandvold presented incoming president Sam Petillo with his president's gavel, and Sam Petillo offered words of thanks and appreciation to outgoing President Brandvold, presenting her with NAHAD's Presidential Eagle Award.

Sam Petillo then offered words of thanks to the membership, NAHAD's elected leaders and staff for their continued support. He commented on the importance of leadership and teamwork in business, as well as the importance of learning from others in the industry.

He noted that the board will continue to build value for its members and asked attendees to mark their calendar for NAHAD's 36th Annual Meeting and Convention, to be held April 24-29, 2020 at the Atlantis Paradise Island in the Bahamas.

ADJOURNMENT:

There being no further business to come before the meeting, Sam Petillo called for, and received, a motion and a second to adjourn the thirty-fifth Annual Meeting of NAHAD members. The meeting was so adjourned at 10:27 am.

Respectfully submitted,



Molly Alton Mullins
Executive Vice President