



THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

37TH ANNUAL MEETING OF MEMBERS

Tuesday, June 15, 2021 * Fairmont Scottsdale Princess, Arizona

MINUTES

CALL TO ORDER

NAHAD President Sam Petillo called the 37th Annual Meeting of NAHAD Members (MoM) to order at 8:10 am, at the Fairmont Scottsdale Princess in Scottsdale, Arizona. Petillo commented that this was incredible to be able to get the NAHAD community together after the cancellation of the 2020 Convention in the Bahamas and having to move this year's event from California only seven weeks prior to hosting the convention. He provided some comments of thanks to the NAHAD membership, its leadership, and staff and also the new sponsors for 2021. He reminded each attending member that they received an email before this meeting with links to the minutes of the 2020 Annual Meeting of Members, the year-end finance reports for FY2020, and NAHAD's Annual Report from NAHAD Executive Vice President Molly Alton Mullins, all also posted on the NAHAD website.

APPROVAL OF MINUTES

Upon Petillo's request, a motion was made and seconded to approve the minutes of NAHAD's 36th Annual Meeting of Members, held on May 13, 2020 via Zoom. After a motion and second, the minutes were approved.

FINANCE REPORT

Treasurer Jason Westad stated despite the challenges brought forth by 2020, this past year turned out positively for NAHAD financially. In 2020, NAHAD's revenue was cut in half due to the cancellation of the Annual Convention, dropping from \$1,824,885 to \$961,244. However, expenses obviously decreased exponentially as well, from the 2020 budget amount of \$1,830,714 to \$980,978. Special thanks to NAHAD CFO Don Smith for monitoring and managing this situation so closely.

Reviewing the balance sheet, NAHAD has \$1,441,597 in Total Assets, as compared to \$1,476,072 in 2019. Total liabilities are a little over \$526,000, compared to \$541,000 in 2019. Equity remains healthy at \$915,053 and overall, NAHAD remains in a very strong financial position, despite the challenges of the past year.

Westad mentioned that NAHAD's reserves are invested in accordance with the association's investment policy. The investment vehicles include money market funds and a laddered portfolio of CDs and government-backed corporate bonds. The investments are managed by the firm of Janney Montgomery Scott and are reviewed by Westad and the full NAHAD Executive Committee quarterly.

Looking ahead to 2021, NAHAD's leadership approved a conservative budget, knowing attendance at this year's Convention would be lighter, and other programs and services would be needed. Regardless, NAHAD is on pace to remain in the black for the 2021 annual budget and Westad stated he appreciated everyone's support by attending this year's convention and purchasing online training and everything else you have done to support the organization.

PROGRAM UPDATE

Executive Vice President Molly Alton Mullins offered an update on NAHAD's programs and recent initiatives, stating how much she appreciated everyone reaching out and encouraging NAHAD to keep moving forward, in

spite of so many challenges. She stated she wasn't going to read her Executive Update, but instead highlight a few key elements.

At the end of 2019, NAHAD Academy had 200 users; in 2021, more than 800 individuals have used the program to train their employees on the importance of hose safety. All Fabrication Guides are now online, and NAHAD is working on other industry training courses, including industry-specific educational courses, as well as an online ducting training guide. NAHAD also launched new sponsorship and advertising opportunities for NAHAD members in 2021, through NAHAD's communication channels, including its website, social, and newsletters which has been quite successful. NAHAD also launched economic forecasting webinars and other data resources to help members plan during these uncertain times, among many other programs enacted in 2021.

INTRODUCTION OF 2021 BOARD OF DIRECTORS

Sam Petillo introduced the 2021 slate of NAHAD's Board of Directors and the Executive Committee.

NAHAD's 2021 Board of Directors:

- Roy Torres, SunSource – GHX Industrial
- John Tattersall, Frank Murken Products
- Chris Schadewald with Eaton (now Danfoss)
- Chris Hart, Hart Industries
- Brian Pellegrin, Singer Equities
- Brent Lilly, PT
- Susanna Vandenberg, Flexaust
- Jim Daniels, Mid-State Sales
- Dion Gunderson, Dixon
- Mike Mortensen, Alaska Rubber Group

NAHAD's 2021 Officers of the Executive Committee include:

- Jeff Scheininger, Flexline, as NAHAD President
- Jason Westad, FORCE America, as NAHAD's First Vice President
- Dave Heckler, Alliance Hose, as NAHAD's Second Vice President and Treasurer
- Sam Petillo, Singer Equities, Inc. as Immediate Past President

PASSING OF THE GAVEL

Sam Petillo then presented Jeff Scheininger with the official NAHAD gavel, instituting him in the role of president. Jeff provided some words of thanks and offered his thoughts on NAHAD's direction and the upcoming year as president.

ADJOURNMENT

There being no further business to come before the meeting, Petillo called for, and received, a motion and a second to adjourn the 37th Annual Meeting of NAHAD members. The meeting was so adjourned at 9:05 am.

Respectfully submitted,



Molly Alton Mullins
Executive Vice President