



THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

38th ANNUAL MEETING OF MEMBERS
Tuesday, May 17, 2022 * Fontainebleau Miami Beach

MINUTES

CALL TO ORDER

NAHAD President Jeff Scheininger called the thirty-eighth Annual Meeting of NAHAD Members (MoM) to order at 8:40 am, at the Fontainebleau Miami Beach. Scheininger thanked everyone for attending and highlighted some key initiatives from the Convention. He provided some comments of thanks to the NAHAD membership, its leadership, staff, and the 2022 sponsors. He reminded each attending member that they received an email before this meeting with links to the minutes of the 2021 Annual Meeting of Members, the year-end finance reports for FY 2021, new proposed bylaws, 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

Upon Scheininger's request, a motion was made and seconded to approve the minutes of NAHAD's 37th Annual Meeting of Members, held on June 15, 2021, at the Fairmont Scottsdale Princess. After a motion and second, the minutes were approved.

FINANCE REPORT

Treasurer Dave Heckler presented the finance report and stated that at the end of 2021, NAHAD had \$1,494,156 in total assets compared to \$1,441,597 in 2020. Total liabilities are a little over \$562,000 compared to \$532,000 in 2020, which is a good thing as this includes collected deferred membership dues for the following year. Equity remains healthy at \$932,147 and overall, NAHAD remains in strong financial footing.

For the 2021 budget, NAHAD budgeted a little over \$5,000 in positive net revenue, keeping estimations conservative given attendance at NAHAD's 2021 Convention which was expected to generate less attendees than traditional years. However, through carefully monitored expenses and exceeded expectations in other revenue-generating programs like online training, NAHAD ended 2021 almost \$23,000 net positive.

Please note 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 Certificates of Deposit and government backed corporate bonds. The investments are managed by the firm of Janney Montgomery Scott, and are reviewed by the association's Treasurer and the full NAHAD Executive Committee.

Looking ahead to the remainder of 2022, NAHAD's leadership approved a conservative budget expected to net \$15,000 and year-end projections are on pace for another in-the-black year for NAHAD. Revenues for the Annual Convention, as well as dues, NAHAD Academy, and other trainings, contribute to the bottom line and help diversify NAHAD's revenue portfolio, while careful fund management keeps expenses on or under budget.

Please note that copies of NAHAD's annual audit, conducted each summer by an independent audit firm, are always available to any member who may require one, simply by contacting the NAHAD office.

VOTE TO APPROVE NAHAD'S NEW BYLAWS

Scheininger then brought forth NAHAD's new proposed bylaws, which were sent to the membership prior to this meeting. Back in 2019, the Board of Directors voted to update NAHAD's bylaws, as they were antiquated in process and no longer reflected the future direction of NAHAD and of the industry. The goal was also to update NAHAD's governance structure to promote growth and clarify purpose.

When the NAHAD office send a copy of the minutes and 2022 financials, NAHAD also provided the proposed bylaws. This was vetted by NAHAD's legal counsel, as well as approved unanimously by NAHAD's full Board of Directors. Scheininger asked for a motion to approve the bylaws, which was granted and seconded. The bylaws were unanimously approved.

PROGRAM UPDATE

Executive Vice President Molly Alton Mullins offered an update on NAHAD's programs and recent initiatives. NAHAD continues to build new programs and services with three core pillars in mind: education and training; communications; and collaboration. Related to education and training, Alton Mullins stated the convention is what makes NAHAD, NAHAD and the plan is to build programs with networking and business engagement as the number one goal. NAHAD has also increased technical trainings including launching a podcast, a technical webinar series, and Regional Training taking place next month in Chicago. All this results in NAHAD 365 – yearlong opportunities to learn, engage and connect

Related to collaboration, Alton Mullins stated it goes hand and hand with networking. NAHAD is looking at new opportunities, including a mentorship program, executive roundtables, and more. Additionally, under Scheininger's leadership, a new committee structure has been constructed, offering an improved opportunity to engage membership and provide opportunities to connect with peers and give back to the association.

Alton Mullins also provided information on the tools NAHAD provides to help improve member businesses, including research, data survey, regulatory alerts, and NAHAD News, among other offerings. Lastly related to education and training, more than 2,000 Handbook/Fabrication certifications have been issued through the past two years in NAHAD Academy. Additionally, look for new courses to be added in Spanish.

Lastly, Alton Mullins covered NAHAD's commitment to giving back through Charity: Water, specifically the goals of the campaign, progress to date, and recognition of The Kuriyama Group Companies donation of \$15,000.

INTRODUCTION OF 2022 BOARD OF DIRECTORS

Sam Petillo presented the nominating report, which in addition to a new slate of board members, also included Mark Balcom of Pooley, Inc. stepping into the seat of John Tattersall who passed away, as well as Mike Mortensen with the Alaska Rubber Group who assumed Janeece Higgins' seat pending her retirement. Petillo thanked them both, and then presented the 2022 slate of NAHAD's Board of Directors and the Executive Committee.

NAHAD's 2022 Board of Directors:

- Roy Torres, SunSource – GHX Industrial
- Chris Schadewald, Danfoss
- Jim Daniels, Mid-State Sales
- Dion Gunderson, Dixon
- Tripp Batey, Hose of South Texas
- Scott Nelson, Hydraquip, Inc.
- Mike Braucher, Continental

NAHAD's 2022 Officers of the Executive Committee include:

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

PASSING OF THE GAVEL

Jeff Scheininger then presented Jason Westad with the official NAHAD gavel, instituting him in the role of president. Jason 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, Scheininger called for, and received, a motion and a second to adjourn the thirty-eight Annual Meeting of NAHAD members. The meeting was so adjourned at 9:07 am.

Respectfully submitted,



Molly Alton Mullins
Executive Vice President