

**North American Power Sweeping Association  
April 9, 2014**

NAPSA Board Members in Attendance

Sylvia Richards, Vice President  
Mark Carter, Secretary  
Gabe Vitale, Director  
Pete Phillips, Director  
Scott Duscher, Director  
Gregg Blair, Treasurer  
Jim Dodson, Director  
Frank Chulick, Director  
Bryan Young, Director  
Greg Heyer, Director

Absent:

Ken Lindsey, President  
Jim Larko, Past President  
Doug Seto, Director  
Rich Katz, Director  
Latasha Crenshaw, Director

Guest

Debbie Jacketta, CSC Committee Chair

NAPSA Staff

Nancy Terry, Association Executive

**CALL TO ORDER:**

Ms. Richards called the NAPSA Board Meeting to order at 3:03 p.m. ET on April 9, 2014.

**APPROVAL OF THE AGENDA:**

Ms. Richards called for a motion to approve the agenda.

- **ACTION:** A motion was made to approve the agenda. The motion was seconded and passed unanimously.

**APPROVAL OF THE MINUTES:**

Ms. Richards called for a motion to approve the minutes from the March 12, 2014 Board meeting.

- **ACTION:** A motion was made to approve the minutes from the March 12, 2014 Board meeting as presented. The motion was seconded and passed unanimously.

**TREASURER'S REPORT:**

Mr. Blair reported that all continues to look good with the March financials. They were presented and accepted as presented.

Mr. Carter updated the Board on the Rainy Day Fund calculation. Previously it had been a new calculation each month based on that month's financial outcome. Based on the scenarios offered by staff, the Board felt that they would like to have a more static figure utilized with the ultimate goal being to accrue one year of operating funds.

- **ACTION:** A motion was made to adopt a \$1000 per month contribution to the Rainy Day Fund to a cap of \$100,000 without further Board approval. The motion was seconded and passed unanimously.
- **ACTION:** A motion was made to have a super-majority of 60% of all Board of Director members to change the calculation, cap or use the Rainy Day Fund. The motion was seconded and passed unanimously.

#### **UPDATES:**

##### **Certification:**

Ms. Jacketta reported that the committee is reviewing the application requirements to see if there are issues that may exclude some members from participation. It has been reported that some organizations were slightly missing the eligibility requirements and have asked to have the requirements reviewed.

Mr. Vitale reported that the CSC YouTube video is still in the creative phase with content revisions and artistic elements still being developed.

##### **Driver Certification:**

Mr. Carter shared that the Driver Certification continues to be developed.

##### **Benefits:**

The team has concluded its review of current benefits. It was noted that Fairmont Specialties has brought an insurance offering to members that is inclusive of a positive valuation for the specialized equipment of this industry. This has been a concern with previous programs.

The team has decided to begin offering a classified section of the website for advertisement of used equipment. The program will be as follows:

- Members: 1 – 3 items can be posted for a 3 month period with one photo per ad and up to a 100 word description per ad with the cost being \$100 total.

##### **Marketing & Education:**

Mr. Young shared that the YouTube channel is complete and ready for video submission. In the process of developing this channel, it was necessary to also launch a Google Plus page so both of these tools are now available.

The webinar on Route Optimization has been scheduled for June 3, 2014 at 2 PM ET. The Isuzu webinar will be reviewed for presentation in August.

**Legislation:**

Mr. Carter reported that the California Air Resource Board has scheduled a meeting for April 24<sup>th</sup> to review possible amendments to the On Road Bus & Truck rule. He and Mr. Lindsey are recommending that NAPSA file a comment letter asking for complete exemption for sweepers based on new studies.

- **ACTION:** A motion was made to have Mr. Lindsey and Mr. Carter write a comment letter to CARB which will be approved by the NAPSA Executive Board and signed by the NAPSA Vice President. The motion was seconded and passed unanimously.

**Website:**

Staff reported that we are working on developing a LinkedIn business page as well as the group page that Mr. Kesselring has been managing.

Conversation on the Google Adwords report submitted will be tabled for the May meeting due to time constraints.

**Membership:**

Staff reported that there was one new member recruited in March and that we continue to work on the retention as well. The April billing went out this past week with handwritten notes on each bill. To date each renewal has received seven paper billings, three emails and two phone calls. The remaining non-renewals will be dropped at the end of April.

Ms. Richards indicated that she is developing a team for the recognition program that was tasked to her in January.

**Old Business:**

NPE

The agenda of education\_sessions at NPE 2015 is looking to include the following:

- 90 minute: Damage Control: What to do after a media event panel with Debbie Jacketta
- 90 minute: How to avoid sleep deprivation (Cygnus speaker)
- 90 minute: Michael Short of Littler
- 90 minute: Grayson Carter with a technology topic

Possible Best Practice Topics:

- Bidding by the Mile
- Working with Property Managers
- On-boarding, The First 90 Days
- Trips, Tricks and Traps of Working with Union Issues
- Hiring to Fit the Culture You Want
- Marketing Through Associations
- Routing for Profit

Mr. Carter had forwarded information about a possible keynote speaker to the board prior to the meeting. The speaker is Dave Crenshaw ([www.davecrenshaw.com](http://www.davecrenshaw.com)) and he speaks on topics for entrepreneurs. The board felt that this was a good candidate for the keynote session.

- Action Item: Mr. Vitale is to finalize the topic list and facilitators for the Best Practice session.
- Action Item: Mr. Carter to pursue Dave Crenshaw as the keynote speaker.

#### Sweepers Night Out

Staff continues to investigate options for venues for the night out. The Country Music Hall of Fame is outside of our budget with an event estimate of \$20,000.

#### **New Business:**

The new CARB meeting had been discussed earlier in this meeting therefore no additional new business was discussed.

#### **NEXT BOARD OF DIRECTORS MEETING:**

The next Board meeting will be via teleconference on May 14, 2014 beginning at 3 p.m. ET.

- **ACTION:** A motion was made to adjourn. The motion was seconded and passed unanimously.

The meeting adjourned at 4:15 p.m. ET.