

**North American Power Sweeping Association
March 12, 2014**

NAPSA Board Members in Attendance

Ken Lindsey, President
Sylvia Richards, Vice President
Jim Larko, Past President
Mark Carter, Secretary
Gabe Vitale, Director
Pete Phillips, Director
Scott Duscher, Director
Rich Katz, Director
Latasha Crenshaw, Director
Bryan Young, Director
Greg Heyer, Director

Absent:

Gregg Blair, Treasurer
Jim Dodson, Director
Frank Chulick, Director
Doug Seto, Director

NAPSA Staff

Nancy Terry, Association Executive

CALL TO ORDER:

Mr. Lindsey called the NAPSA Board Meeting to order at 3:03 p.m. ET on March 12, 2014.

APPROVAL OF THE AGENDA:

Roll was taken after a few minutes to allow for additional attendees and Mr. Lindsey 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:

Mr. Lindsey called for a motion to approve the minutes from the February 12, 2014 Board meeting.

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

TREASURER'S REPORT:

The February financials were presented and accepted as presented.

Mr. Carter asked if the Rainy Day Fund was something that was contributed to monthly or annually. Ms. Terry replied that she thought it was a monthly rate and would check. This topic would be tabled for the next board meeting.

UPDATES:

Certification:

The committee continues to work on renewals and those who are due are renewing. The board is asking the committee to focus more on bringing in new CSC's.

A discussion ensued on the qualifications to be able to test for CSC. Some companies had a sweeping component and were NAPSA members but the dollar value of their total business threshold made them ineligible to test for CSC. The board asked the committee to review this qualification.

- Action Item: CSC Committee is to review qualifications for eligibility and to look at growth.

Mr. Vitale shared that he has emailed the storyboard for the two CSC YouTube video spots to the CSC Video team. He is looking for comments so he will be forwarding this on to the full board. He encouraged everyone to review and comment. Ms. Richards added that she had a source for sound and may be able to help in that area.

- **ACTION:** A motion was made to approve up to \$5000 for the CSC YouTube videos. The motion was seconded and passed: Yes – 9, Abstain - 1

Driver Certification:

Mr. Carter indicated that he is thinking that the certification will consist of four parts:

1. written / online test
2. DOT physical
3. motor vehicle record review
4. on-the-road driving experience

He is looking to see if insurance companies will create a value for the insured with this certification. He is working to separate the driving from the sweeping component. The program will have modules with specific topics such as:

1. Safety on the lot
2. Broom sweeping
3. On-the-road safety
4. Pre-trip planning
5. Sleep deprivation and nutrition

He will be looking for assistance once this initial phase has been completed. Mr. Phillips volunteered to assist.

- Action Item: Mr. Carter to complete initial 50% of Driver Certification by March 31.

Benefits:

The team continues to review all benefits. It was reported that the Chase PaymentTech webinar went well and had some good information. Although there are some random local programs that have a better deal, overall the discount seems to be good.

Ms. Terry shared that MNS/Cleanstreets has dropped their participation and will no longer be supporting the industry. She shared that she has talked to Fairmont Specialty and they have moved up to a Bronze Partnership and will be supporting the industry.

Marketing & Education:

Mr. Young shared that he continues to work with Visual App to develop the YouTube channel.

Webinars on Route Optimization and Isuzu truck maintenance are still being planned.

Website:

Staff reported that they are still investigating how best to accomplish online registrations and are doing a test of a Constant Contact application.

They are also looking at the best way to connect the LinkedIn group with the NAPSA forum and website.

Membership:

Ms. Crenshaw reported that we received one new member this month. There were still approximately 30 companies to renew for 2014. The list has been split among team members and they will be calling each company.

- Action Item: Ms. Richards will investigate an existing member retention team in the second quarter of 2014.

Old Business:

Elevator Speech

Mr. Duscher is working with Jodi Thompson of Mr. Sweeper and is developing some options for the speech.

- Action Item: Mr. Duscher to develop "Ask me about NAPSA" content for the card, etc.

New Business:

NPE

The agenda of education_sessions at NPE 2015 will need to be completed by May. Ms. Terry shared some topics that have been suggested:

90 minute: Damage Control: What to do after a media event by Debbie Jacketta

90 minute: How to avoid sleep deprivation (Cygnus speaker)

90 minute: Michael Short of Littler

Best Practice Topics: Bidding by the Mile, property manager topic

Mr. Carter shared that he has five possible keynote speakers that he is reviewing and will bring a short list to the April meeting.

- Action Item: Mr. Vitale is to work on the topic list for the Best Practice session.
- Action Item: Mr. Lindsey is to talk to Cygnus about scheduling of sessions so as to best avoid conflicts.
- Action Item: Mr. Carter to work on keynote speaker.

NAPSA News

Ms. Terry asked that everyone be looking for technical articles. Members were encouraged to write articles as well.

Classifieds

Mr. Vitale brought up that the classified ads have been dropped due to inactivity a couple of years ago. The Benefits Committee is looking at trying to revitalize this again. This page would need placed outside of the members only log in. Mr. Vitale is going to investigate this opportunity further with the committee.

- Action Item: Mr. Vitale to draft a program for classified advertisements.

NEXT BOARD OF DIRECTORS MEETING:

The next Board meeting will be via teleconference on April 9, 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 4:24 p.m. ET.