

**North American Power Sweeping Association
November 11, 2015**

NAPSA Board Members in Attendance

Sylvia Richards, President
Pete Phillips, Vice President
Bryan Young, Treasurer
Gabe Vitale, Director
Jeff Old, Director
Scott Duscher, Director
David McCaskill, Director
Latasha Crenshaw, Director
Rich Katz, Director
Doug Seto, Director

Absent:

Ken Lindsey, Past President
John Paraschak, Director
Mark Carter, Secretary
Greg Heyer, Director

NAPSA Staff

Nancy Terry – Association Executive

CALL TO ORDER:

Ms. Richards called the NAPSA Board Teleconference to order at 3:09 PM ET on November 11, 2015, and roll was taken.

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 October 21, 2015 Board meeting.

- **ACTION:** A motion was made to approve the minutes from the October 21, 2015 Board meeting as presented. The motion was seconded and passed unanimously.

UPDATES:

Treasurer:

Mr. Young reported that all is well and net income is up. NAPSA is ahead of last year at this time in cash position. We are focusing on putting together the 2016 budget. No budget requests have been submitted to date however some specific projects will be kept in mind for budgeting. These projects include the driver's certification program, enhanced e-marketing, continued branding and safety

posters. The projects will also include more emphasis on the classifieds and a program offered to dealers of our manufacturers. A team was developed to look at dealer pricing of the classified ads.

- Action Item: Mr. Vitale to lead the team of Mr. Young, Mr. Seto, Mr. Old and Ms. Terry in developing a dealer pricing plan for the classifieds.

Ms. Richards shared that she had time scheduled on Thursday, November 12th to speak with Ms. Fantaci about a three year plan for a full-time association manager assignment and would report after the discussion.

Certification Committee – Driver Certification Program

Mr. Richards indicated that things were moving forward to schedule a Certified Sweeper Operator planning session in January. Everyone involved felt that coming to Raleigh, North Carolina earlier then driving to National Pavement Expo in Charlotte would work best. Staff is getting pricing on hotels for this event.

It was recommended that a patch be developed for certified drivers. Staff is to contact the graphic artist who developed the new NAPSA logo to see if he has an interest in working on this project.

- Action: Staff to contact designer.

Webinars:

Ms. Terry reported that there were four registrants for the most recent webinar. The webinars will be available to review for a fee.

Safety Posters:

Ms. Terry reported that the most current poster series was designed and approved and was being sent to the printer and fulfillment house for distribution. She anticipated that this would be completed in December.

Web Site:

Mr. Old shared that they had recently gone over and updated the plug ins for the site which updated its security measures. He had received several articles from staff which would be used on the site for SEO and fresh content. He indicated that they were working on a budget to submit for enhanced e-marketing, Adwords and SEO.

Sweepers Night Out

Ms. Terry reported that everyone who indicated that they would sponsor has either paid or returned their intent to pay. She will be working on the overall information piece with the invitations in the near future.

National Pavement Expo

Ms. Richards updated the board on plans for the in-person board meeting held in conjunction with NPE. She revealed that she had engaged with Giselle Chapman to facilitate a new three year strategic plan for the organization. Giselle would work with the group for 4 hours on Tuesday.

Mr. Vitale shared that the panelist for the keynote address who was to cover airports had backed out. He asked if anyone had any contacts. Ms. Crenshaw is going to work on her contact list. Mr. Young indicated that he would contact the National Procurement Institute to see if they had a recommendation.

WOA

Mr. Vitale shared that he and Mr. Barton had agreed to do the education session for World of Asphalt. It was discussed that Mr. Phillips would take the NAPSA booth material with him after NPE and bring it to WOA.

NEXT BOARD OF DIRECTORS MEETING:

The next Board meeting will be via teleconference on December 9, 2015 beginning at 3:00 PM ET.

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

The meeting adjourned at 4:02 PM ET.