

November 15, 2011 Board of Directors Conference Call

The following agenda is what will be followed on the Board of Directors conference call. The meeting will be held to 1 hour. Jackie Tacheny will facilitate the meeting. We must be brief and to the point. Extended discussions should be handled at the committee level. Roberts Rules will be used to manage every meeting. Charlie Arnold will be taking the minutes.

Present: Eric Clark, Jackie Tacheny, Charlie Arnold, Robert Hinderliter, Paul Horsley, Dan Galvin, John Nearon, Daryl Mirza

Absent: Doug Barrett, Steve James

- Welcome and Call to Order
- Approval of Minutes from September and October meetings
 - Approved minutes will be posted on the PWNA's website, on its Blog by Jackie Tacheny
- Presidents Message – Eric Clark
 - Vision statement
 - Anything that is new
- Office Manager's Message – Jackie Tacheny
 - PWNA Convention review
 - Financials – see attached - Income: \$49,384; Expense: \$15,459.51; Net Profit: \$33,924.49 ****These numbers are not final
Comparison to last year we netted only \$12K
 - Attendees – 121 attendees
 - Certifications - approximately 147; Waiting on complete list of roof certification attendees
 - Surveys – we've had some feedback. We may want to consider having the committees for roof and house washing get together and go over the certifications. It was agreed classes need more time, and will be discussed at committee level.

Thank you to Christy Kate for all the help in her fund raising efforts at the convention. Our over net profit was approximately \$34K from the convention activity.
 - What happened at HQ over the past 30 days
 - Processing of all payments received at convention – credit cards, checks, and cash from raffles plus invoicing on convention items = \$23,001.10
 - Updated certification database
 - Processing and updating database for all new and renewing memberships received from 10/17 – current (18)
 - Certification certificates – printed and mailed except for the Roof Cleaning Certifications
 - Surveys – created and emailed to vendors and contractors
 - Reconciling of bank account for October

Committee Reports

- Treasurer's report – Doug Barrett
 - Current bank balance, see attached P&L
Doug and Jackie can provide a written report.
 - Review of the financials
\$39k is approximate bank balance
- Membership Committee – Steve James
 - Current members - 238
 - New members – 14 Oct
 - Number of members that have not renewed – 9 Oct.
- Committees
 - Environmental – Update from Robert on new committee and titles
New Titles

President of PWNAEC: Robert M. Hinderliter

Chairman of PWNAEC West: Jim Gamble

Chairman of PWNAEC Central: Robert M. Hinderliter

Chairman of PWNAEC East: Charlie Arnold

Chairman of PWNAEC Canada: Paul Horsley

- Roof and House wash will be having conference calls soon.

The meeting is now turned back over to PWNA President Eric Clark

- Old business
 - Accepting of minutes from 9/13/11
 - Tom Vogel Round Table, House wash, Roof Class Certifications
Cost to be determined
 - Volunteer Award, associated with Linda as his granddaughter, we need to settle on title to be given from now on.
- Daryl to contact CETA about working with them next year
- Hydro Tech thanked by Eric for skid give away and help for show.
- New business
 - Responsibilities from Eric for all BOD members in future
 - Video training coming in future
- Adjournment 11:00am