



**Minutes of the CSDA Annual Business Meeting**  
**Saturday, March 18, 2017**

Gram Melia Golf Resort  
Rio Grande, Puerto Rico

**CALL TO ORDER** - The meeting was called to order by President Kevin Baron at 10:15 AM on March 18, 2017. The Assistant to the CSDA Executive Director, Erin O'Brien, recorded the minutes.

**ROLL CALL** - A call of the roll indicated that a quorum was present.

**APPROVAL OF MINUTES** - Motion was made and seconded to accept the minutes of the March 12, 2016 annual business meeting. Motion was passed by unanimous vote.

**TREASURER'S REPORT** – Mike Orzechowski presented the Treasurer's Report. Motion was made and seconded to accept the financial report as of December 31, 2016 as presented. Motion was passed by unanimous vote.

**BUSINESS OF THE MEETING**

Kevin Baron welcomed members to the convention. He thanked the members for their continuing participation and support of the association.

Baron appointed Judith O'Day and Dan Vander Mey to serve as Inspectors of Election as required by the CSDA Bylaws for the election of Directors. He then introduced Doug Walker to present the Election Committee report.

**ELECTION COMMITTEE**

Doug Walker recognized the current Officers and Board of Directors. Walker then introduced the Officer and Board nominees. Board of Director nominees were Dan Dennison, Mark DeSchepper, Jami Harmon, Jessica Ledger-Kalen, Mike Orzechowski and Doug Walker. The Officer nominees were Jack Sondergard (President), Matthew Finnigan (Vice-President), Dan Foley (Secretary/Treasurer) and Kevin Baron (Past President). Walker called for any additional ballots to be submitted immediately so the final vote count could be conducted.

**REPORT TO MEMBERS**

Executive Director Patrick O'Brien reported to the members on the accomplishments of CSDA in 2016. The 2016 Convention in Palm Desert, California was a success and turned a profit for the 24<sup>th</sup> consecutive year. Attendance was down 11% from 2015, with 163 people in attendance, yet a profit was still made. Desert locations historically have lower attendance, yet the JW Marriott Desert Springs received glowing reviews from attendees. Four presentations, panel

discussions and a keynote were on the agenda, and two optional activities were offered. Keynote speaker Dick Rutan, is the record-holder for the only non-stop and non-refueled flight around the world and received very positive reviews. Ted Johnston was honored as the Lifetime Achievement Award recipient, although he was unable to attend due to the death of his father.

Marketing accomplishments included various sponsorships and fundraising events. The Cutter's Pub Crawl held in Boston raised \$5,140 to support the Market Development Program. CSDA also sponsored the PRAXIS event at World of Concrete 2016 and the Construction Specifications Institute (CSI) Night Out in Austin at the CSI Convention and at the CONSTRUCT show, further supporting CSDA's efforts to raise awareness of the industry to the specifier community. CSDA's American Institute of Architects (AIA) membership was renewed so CSDA can continue to offer continuing education credits to architects.

*Concrete Openings* magazine continued to be a success story for CSDA. Ad pages sold in 2016 were down 16% to 72.8 pages, while profit was still a healthy \$43,329, although down 20% from 2015. Circulation is now over 18,500 with an annual readership of 70,000. The *Concrete Openings* stand-alone website continues to be well received with 148,000 page views and 27,600 unique visitors since the site launched.

The CSDA Website activity has remained strong. The CSDA Facebook page is gaining audience with 1,526 fans (+20% from 2015). The CSDA Instagram page (@csdaconcrete) has 426 followers (up 50% from 2015) and LinkedIn page (300+ group members) have both attracted strong followings. A Twitter account (@csdaconcrete) was launched in late 2015, already picking up over 90 followers.

CSDA membership was up 4%, continuing to grow after a 5% increase in 2015. CSDA ended 2016 with 496 member companies. North American contractors numbered 322, GPR imaging contractors 6, polishing contractors 12, overseas contractors 36, manufacturers 48, distributors 14, affiliates 40 and reciprocal associations 18. The practice of holding quarterly Board and committee meetings in cities with manufacturer members, so that a plant tour can be offered, continued with the September meeting in Boston, MA near the GSSI manufacturing plant. The testimonial campaigns "Why I Joined CSDA" and "Why I Remain a Member" continued to be featured in *Concrete Openings*, highlighting the benefits of membership.

The Next Generation Committee hosted a networking reception at the World of Concrete show, again at the Renaissance Las Vegas drawing another large crowd, as well as a meet and greet for local members and prospects in Minneapolis for the June Board and committee meetings.

The Safety Committee was active with projects in 2016. Toolbox Safety Tips (TSTs) now total 106, with revisions ongoing. Total sales of the six CSDA safety and training DVDs reached 1,704 copies. The CSDA Safety Manual and Safety Handbook have sold over 6,862 copies. CSDA renewed its association membership with the Construction Industry Safety Coalition to continue to provide a unified voice from the construction industry on OSHA's Proposed Rule on Occupational Exposure to Crystalline Silica. Doug Walker and Patrick O'Brien traveled to Washington DC to testify on behalf of CISC to the Office of Management and Budget. The goal was to discourage the adoption of the new OSHA Silica rule. There was no feedback during or after the meeting and a new rule was ultimately passed.

The Standards & Specifications Committee issued several new documents. CSDA-TL-001 *U.S. Tolerances for Sawing & Drilling*, CSDA-BP-019 *Robotic Demolition*, CSDA-SA-116 *Standard Arbor Configurations* and CSDA-FA-117 *Flushcut Arbor Configurations* were all released.

Professor Chris Brown, head of the Mechanical Engineering Department at Worcester Polytechnic Institute (WPI) and a well-recognized expert in the field of Metrology, was contacted to complete a review of CSDA Standard ST-115 in response to recent efforts by ATSM to attempt to duplicate the standard. The intention is to have an independent industry expert review the Standard and make recommendations to CSDA for improvements, changes and additions. The review was completed and revisions will be made in the follow-up project with WPI.

The number of graduates from CSDA training programs now totals 5,387, up 15% from 2015. The online training website continues to be very popular. To date, 980 users (+4% over 2015) have taken a total of 2,930 exams (+19%). CSDA has now received \$63,000 for its portion of the registration fees. Slab Sawing & Core Drilling 101, Wall/Hand Sawing 101 and Wire Sawing 101 classes were held at Diamond Products in Elyria, OH with 31 students. The Operator Certification 201 classes at St. Petersburg College in Clearwater, FL were a considerable success with 24 students. CSDA also held four training sessions at the World of Concrete 2016, including a new introductory class, *Diamond Cutting: Sharpen Your Skills*, each attracting record attendance. The Estimating course had 40 students (up 60% from 2015), the Polishing course had 40 students (up 111% from 2015), the CSDA-ST-115 Certification course had 22 students (up 275% from 2015) and the new *Diamond Cutting: Sharpen Your Skills* class had 13 students. Two CSDA-ST-115 Certification classes were held outside of WOC, one at Ace Cutting Equipment & Supply in Novi, MI graduating 23 students and one during the Concrete Décor Show in San Diego graduating four students. An inaugural Robotic Demolition training class was held in January at St. Petersburg College in Clearwater, FL to assist in demolishing the existing training structure to facilitate the construction of a new structure. The class had 15 students in attendance. The structure was rebuilt in time for the Operator Certification course in October/November of that year. The original structure was completed in 2002 at a cost of \$45,000, so a 14-year life was achieved. The cost of the new structure came in at \$44,777, and several improvements were made at the request of the instructors.

CSDA received a record rebate in the amount of \$52,119 (up 15% from 2015) from its promotion of the World of Concrete (WOC), with show attendance was up 8% to 60,110. CSDA received the 4<sup>th</sup> highest rebate out of 19 cosponsor associations, many of which are significantly larger. CSDA maintained its high rebate amount by taking market share from other associations. Rebates from participation in the WOC since 1977 now total \$746,867. CSDA promotional activities at WOC included the third annual *Concrete Openings Awards* ceremony and the Next Generation Reception.

O'Brien thanked all committee members for all their efforts in 2016 and recognized the committee chairs: Jack Sondergard (Certification), Kevin Baron (Convention), Doug Walker (Election), Greg Lipscomb (Manufacturer), Jami Harmon (Marketing), Ty Conner (Membership), Mark DeSchepper (GPR Imaging), Kellie Vazquez (Next Generation), Jessica Ledger-Kalen (Polishing), Matthew Finnigan (Safety), Mike Orzechowski (Standards & Specifications) and Dan Foley (Training).

## **ELECTION RESULTS**

Walker announced the results of the election of Board of Directors with terms expiring in 2019. Newly-elected members of the Board of Directors are: Dan Dennison, Mark DeSchepper, Jami Harmon, Jessica Ledger-Kalen, Mike Orzechowski and Doug Walker. They will join returning Directors and Officers completing the second year of their term. They are: Peter Bigwood, Scott Brown, Matt Dragon, Bennett Jones, Kevin Schmitt and Kellie Vazquez. The newly-elected

Officers are President Jack Sondergard, Vice President Matthew Finnigan, Secretary/Treasurer Dan Foley and Past President Kevin Baron. Baron asked meeting attendees to give the new and returning Officers and Board of Directors a round of applause.

UNFINISHED BUSINESS

There was no unfinished business.

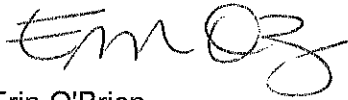
NEW BUSINESS

There was no new business.

NEXT MEETING - The next annual meeting will be held March 10, 2018, during the CSDA Convention in Hawaii.

ADJOURNMENT - There being no further business, the meeting was adjourned at 10:53 AM.

Submitted by,

A handwritten signature in black ink, appearing to read "EMOBY". The signature is written in a cursive, somewhat stylized font.

Erin O'Brien  
Assistant to the Executive Director