



**Minutes of the CSDA Board of Directors**  
**Friday, September 11, 2015**

Denver Marriott City Center  
Denver, CO

**CALL TO ORDER** - The meeting was called to order by President Kevin Baron at 7:58 AM on September 11, 2015. The Assistant to the CSDA Executive Director, Erin O'Brien, recorded the minutes.

**ROLL CALL** - The following Board members and officers were present, or represented by proxy, providing a quorum for the meeting: Tim Beckman (Cutting Edge Services Corp.), Kevin Baron (Western Saw), Paul DeAndrea (DeAndrea Coring & Sawing, Inc.), Matthew Finnigan (National Concrete Cutting), Dan Foley (Cobra Concrete Cutting), Patrick Harris (Concrete Renovation, Inc.), Greg Lipscomb (Diamond Products), Mike Nelson (K2 Diamond), Mike Orzechowski (DITEQ Corp.), Kevin Schmitt (Husqvarna Construction Products), Jack Sondergard (Central Concrete Cutting), Kellie Vazquez (Holes Incorporated) and Doug Walker (Atlantic Concrete Cutting). Not present were Judith O'Day (Terra Diamond Industrial) and Kevin Warnecke (ICS, Blount Inc.). Guests in attendance were Patti Austin (Austin Enterprise), Christopher Bennett (Husqvarna Construction Products), Peter Bigwood (Brokk, Inc.), Scott Brown (ICS/Pentruder), Ty Conner (Austin Enterprise), Veronica Conti (Southeast Scanning), Mark DeSchepper (Construction Solutions), Mike Greene (Greene Concrete Cutting), Donna Harris (Construction Renovation), Patrick O'Brien (CSDA) and Bruno Silla (GSSI).

**APPROVAL OF MINUTES** - Motion was made and seconded to accept the minutes of the June 5, 2015 Board meeting as written. Motion was passed by unanimous vote.

**TREASURER'S REPORT** - Mike Orzechowski presented the Treasurer's Report for the period ending August 31, 2015. Motion was made and seconded to accept the report as presented. Motion was passed by unanimous vote.

**BUSINESS OF THE MEETING**

**EXECUTIVE DIRECTOR'S REPORT**

Patrick O'Brien presented the CSDA Executive Director's Report covering current membership status, new members, Next Generation, training, safety, standards and specifications, *Concrete Openings* magazine/Website, exhibitions, related associations, annual conventions, public relations activities, promotional material, CSDA Website, social networks and future meetings. The CSDA Executive Director's Report is attached.

**CERTIFICATION COMMITTEE**

Jack Sondergard reported that the committee reviewed the list of current certified companies that have renewed their certification. They again broke into three groups to discuss: training

requirements, fee/cost considerations and the certification process. Updates to the membership application will be added in the future to help collect additional information from companies when they first join. The committee will aim to have a proposal for the certification ready at the December meeting so CSDA can submit the proposal to certification management companies.

### **CONVENTION COMMITTEE**

Kevin Baron presented the committee report. Planning for the 2016 Convention & Tech Fair at the JW Marriott Desert Springs Resort & Spa in Palm Desert, CA is well under way. Locations in the Caribbean are being researched for the 2017 Convention & Tech Fair.

### **ELECTION COMMITTEE**

Doug Walker presented the committee report. The committee has a full slate to present for the 2016 Board of Directors election. Ted Johnston was selected to receive the 2016 Lifetime Achievement Award at the 2016 Convention & Tech Fair.

### **IMAGING COMMITTEE**

Mark DeSchepper presented the committee report for Matt Dragon. The committee requested that the committee meeting be scheduled opposite of the Manufacturer committee to encourage increased contractor participation.

A set of competency questions to determine what a training/certification course will look like is being developed. This information will be used as the committee develops this course.

### **MANUFACTURER COMMITTEE**

Greg Lipscomb reported that the committee has the next three Tech Talks scheduled. GSSI has volunteered to host a facility tour during the fall 2016 meetings in Boston. The committee is continuing to investigate options for the Manufacturers' Night. Several manufacturers have volunteered "tech support" for the fall Operator Certification courses.

### **MARKETING COMMITTEE**

Chris Bennett reported that the committee approved the *Concrete Openings* Ad Rate proposal for 2016. The proposal for funding for trade show booth signage was also approved.

The committee continues to work on developing the proposal to establish a Market Development position. A first draft of the proposal will be reviewed in December.

### **MEMBERSHIP COMMITTEE**

The committee report was given by Ty Conner. He reported that the membership call campaign to existing members was a success. The 2016 membership dues proposal was approved.

### **NEXT GENERATION COMMITTEE**

Kellie Vazquez gave the committee report for Matt Dragon. She reported that Matt Dragon is stepping down as committee chair and she will be the new committee chair, with Bruno Silla serving as vice-chair. The committee is asking for up to \$1,500 to purchase two GoPro cameras

and related accessories to begin producing videos about membership, convention, World of Concrete, training and more that can be shown on the CSDA website and various social media outlets. Motion was made and seconded to purchase two GoPro cameras at a cost not to exceed \$1,500. Motion passed by unanimous vote.

Patrick O'Brien and Kevin Baron were asked to staff a welcome table at the World of Concrete Next Generation reception.

## **POLISHING COMMITTEE**

Chris Bennett reported that the ST-115 Certification training manual was approved and sent to the Training committee for final approval. Two additional ST-115 instructors, Joe Shetterley and Tommy Clay were also recommended and sent to the Training committee for approval. Work is being done on a Polishing training manual as well as various TSTs and specifications.

## **SAFETY COMMITTEE**

Matthew Finnigan presented the committee report. Forty-nine TSTs need updating by the end of the year with the new CSDA logo and test questions. The CSDA staff will complete this task. There are five new TSTs in process. Production of short safety and training videos were discussed.

The Senate voted on the OSHA Silica PEL proposal, and the results were positive, as they determined further review was needed.

The Hand Saw video script revisions are nearly complete and final approval will be voted on at the December meeting so filming can begin.

## **STANDARDS & SPECIFICATIONS COMMITTEE**

Mike Orzechowski reported that the Robotic Demolition Best Practice was approved, pending review on some edits. A new document for Tolerances in the U.S is being developed, as it was determined the current one is out of date and does not hold contractors up to the standards CSDA would like to set. A continuous threaded tubing document is nearing completion.

## **TRAINING COMMITTEE**

Dan Foley presented the committee report. The ST-115 Certification training manual prepared by Chris Bennett and the Polishing committee was approved for the upcoming ST-115 class at the Concrete Décor show. The two additional ST-115 course instructors, Joe Shetterley and Tommy Clay were also approved. A list of needed items for the training courses in Clearwater, FL was discussed and manufacturers volunteered to provide the equipment on the list.

August Scalisi (Brokk) and Johan Ekstrom (Husqvarna) will serve as instructors for the Robotic Demolition class to be held on January 13-15, 2016 at St. Petersburg College. Rick Norland and Patrick Harris will serve as monitors for upcoming Robotic Demolition class.

The committee will ask Rick Norland for the drawing plans for the new concrete structure so that CSDA can submit bids for this work. The committee will reach out to a local precast contractor regarding potential materials for the new slab construction.

UNFINISHED BUSINESS

There was no unfinished business.

NEW BUSINESS

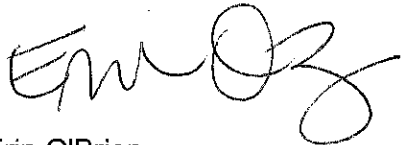
Matt Dragon has taken a new position with GPRS and is no longer with Hilti, thus resigning his Board position. The Board is recommending Peter Bigwood with Brokk to be appointed to the vacant Board position. A motion to appoint Peter Bigwood to fill the open Board position was made and seconded. Motion was passed by unanimous vote.

Patrick Harris thanked Ty Conner for organizing a tour of local contractors and helping to promote CSDA to local companies.

NEXT MEETING - The next meeting of the CSDA Board of Directors will be held on December 4, 2015 in Park City, Utah.

ADJOURNMENT - There being no further business, the meeting was adjourned at 9:26 AM.

Submitted by,

A handwritten signature in black ink, appearing to read "Erin O'Brien". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Erin O'Brien  
Executive Director



## CSDA Executive Director's Report

September 11, 2015

### Membership Status

#### 1. Current Membership Status

	<u>12/93</u>	<u>12/00</u>	<u>12/06</u>	<u>12/08</u>	<u>12/09</u>	<u>12/10</u>	<u>12/11</u>	<u>12/12</u>	<u>12/13</u>	<u>12/14</u>	<u>08/15</u>
Contractors:											
-North America	139	189	365	385	351	305	308	322	286	289	297
-Imaging									4	4	4
-Polishing									2	9	12
-Overseas	16	22	41	47	52	51	49	40	36	37	36
Manufacturers	31	46	52	51	50	44	47	44	45	42	42
Distributors			9	16	11	8	10	9	9	10	9
Affiliates	23	28	40	40	40	42	42	44	39	40	34
Associations		8	16	16	17	17	17	17	18	18	18
Total Members	<u>209</u>	<u>293</u>	<u>523</u>	<u>555</u>	<u>521</u>	<u>467</u>	<u>473</u>	<u>476</u>	<u>439</u>	<u>449</u>	<u>452</u>
Dues (\$ 000)	<u>81</u>	<u>133</u>	<u>344</u>	<u>402</u>	<u>364</u>	<u>337</u>	<u>329</u>	<u>346</u>	<u>342</u>	<u>350</u>	<u>367</u>

<b>Membership growth:</b>	<b>+9% (2014-2015 YTD)</b>	<b>Dues growth:</b>	<b>+7% (2014-2015 YTD)</b>
	<b>+116% (1993-2015 YTD)</b>		<b>+353% (1993-2015 YTD)</b>

#### 2. Prospects/Specifiers Database

<u>Category</u>	<u>Database Leads</u>
Prospects	8,773 (1,988 in Jan. 1995)
Specifiers	6,095 (764 in Jan. 1995)
General Mail List	<u>3,539</u>
<b>Total Database</b>	<b>18,407(+3% 2015-2016 YTD)</b>

#### 3. Welcome 16 new CSDA Members/Offices since the June 5, 2015 Board Meeting:

**ABW Concrete Cutting Company**, Fort Oglethorpe, GA – Brandon Walls, Tel: 423-779-4686  
**Accu-Cut Inc.**, Gardena, CA – Justin O’Leary, Tel: 310-327-3454  
**Action Concrete Cutting & Demolition**, Toney, AL – Steve Worthy, Tel: 256-852-3202  
**AmeriTex Imaging & Services**, Houston, TX – Wade Arnett, Tel: 281-888-6029  
**Ardor Solutions LLC**, Summerville, SC – Harry Gressette, Tel: 843-900-1100  
**Bazin Sawing & Drilling LLC**, Louisburg, KS – J.D. Miller, Tel: 913-764-0843  
**CEMCUT Concrete Cutting**, Sydney NSW, AUSTRALIA – Stephen Bennett, Tel: 61-29-836-0966  
**Diamond Back Inc.**, Montreal, QC CANADA – Patrick Lemieux, Jr, Tel: 514-323-7979  
**JMC Concrete Cutting & Demolition**, Winter Garden, FL – Thomas Johnson, Tel: 407-656-8100 x214  
**Lasting Impressions Decorative Concrete**, Conway, AR – Brad Matthews, Tel: 501-733-5733  
**LATICRETE International, Inc.**, Bethany, CT – Maria Oliveira, Tel: 203-393-0010  
**Maverick Saw Cutting & Core Drilling**, Abilene, TX – Darrin Black, Tel. 325-788-7777  
**NCSGRIND**, Everett, WA – Bruce Nicholson, Tel: 425-220-2950  
**Select Concrete Solutions, Inc.**, Shelbyville, IN – Dustin Hartman, Tel: 317-402-4637  
**Superabrasive, Inc.**, Hoschton, GA – Monika Angelova, Tel: 706-658-1122  
**Sykes Hollow Innovations Ltd.**, Manchester Center, VT- Chris Ferrone, Tel: 518-392-7273

#### 4. Member Update

- Membership status since January 1<sup>st</sup> includes 53 new members and 50 resignations.

#### 4. Member Update (cont'd.)

- The number of Toolbox Safety Tips (TST) is now at 106. New TST#206 *Energy Drinks* was released in June, TST#120-A *Asbestos Awareness* and TST#136-A *Securing Openings* were re-issued in July while TST#138-A *Safety Footwear* and TST#153-A *Look Out for the New Worker* were re-issued in August. All TSTs have been uploaded to the Member Section of the website in PDF format.
- Interest in the "Submit Your Request" feature in the Architect & Engineer Resources section of the CSDA website continues on a regular basis. Seven new requests were received since the June 5, 2015 Board meeting from Florida, Illinois, Minnesota, Virginia and Washington (3). A total of 401 requests have been received since this feature was introduced in late 2005.
- A summer campaign to attract new members was launched in July. The campaign, dubbed "CSDA Superheroes," focuses on the benefits of CSDA membership and places them alongside a superhero figure. Website banners, prospect emails and social media posts have been used, and the superhero theme will be carried over to the annual Join & Save promotion in September. Since the campaign began, CSDA has gained eight new members while two members rejoined.

#### 5. Next Generation

- The committee determined that some changes need to be made to the WOC Next Generation Reception and details will be discussed at the next meeting.
- Ideas and suggestions for attracting new next generation members and encouraging involvement from current members were discussed as the committee tries to increase next generation participation in CSDA events and activities.

#### Training

**Attendance by Course and Date**

Course	1993-04	2005-08	2009-11	2012	2013	2014	2015	Overall Totals
Cutting Edge	727	57	6					790
Operator Certification	187	31	33	11	23	11		296
OSHA	132	34						166
Estimating	40	100	22	14	16	18	25	235
Slab Sawing 101	27	13		13				53
ST-115 Certification						8	54	62
Slab Sawing & Drilling 101		98	18	7	11	12	25	171
Wall Sawing 101		19	24		10	19	21	93
Wire Sawing 101		5				5	20	30
Mechanics			10					10
Polishing					19	34	19	72
Online Training-RedVector								103
Online Training-Yardstick		1,175	535	286	212	101	138	2,447

**Total to Date → 4,528**

#### Training Update

- The association held a ST-115 Certification class in Spring Hill, Kansas on June 3<sup>rd</sup> with 18 graduates. This was followed by a site-specific class at Specification Products in Fishers, Indiana on July 1<sup>st</sup>, which had six graduates.
- There are currently two more ST-115 classes scheduled, one at the Concrete Décor Show in Indianapolis, Indiana on September 30<sup>th</sup> and one at World of Concrete in Las Vegas, Nevada on February 2<sup>nd</sup>, 2016. There is a demand for more classes, so the Polishing Committee and Training Committee are working to increase the number of instructors for the ST-115 program to meet this demand.
- Registration for CSDA's other scheduled training classes at WOC will open sometime in September in line with the opening of show attendee registration. An Estimating class (Feb. 1-2), Concrete Polishing class (Feb. 3-4) and an introductory-level *Diamond Cutting: Sharpen Your Skills* class (Feb. 3-4) have been included in the show's education program.

**Training Update** (cont’d.)

- Registrations for the association’s Operator Certification courses, scheduled for November 2-7, 2015 at St. Petersburg College’s Clearwater campus, have been received, but availability remains for all three courses – Slab Sawing & Core Drilling 201, Wall Sawing 201 and Wire Sawing 201.
- There are still open spots for CSDA’s series of 101-level courses in Olathe, Kansas, scheduled October 12-17. The Slab Sawing & Core Drilling 101, Wall Sawing 101 and Wire Sawing 101 courses are geared toward new operators, sales people and anyone looking to expand their knowledge of cutting disciplines.
- An inaugural Robotic Demolition 101 training class has been scheduled for January 13-15, 2016 at St. Petersburg College in Clearwater, Florida. Some of the hands-on elements of this class will focus on using demolition robots to demolish the CSDA training slab so it can be rebuilt in time for the November 2016 Operator Certification courses at the same location.
- The CSDA online training website continues to be popular. To date, 932 users (+2% since the June 5, 2015 Board Meeting) with 187 companies have taken a total of 2,409 exams (+2%). CSDA has now received \$53,659 for its portion of the registration fees since January 2007.

**Safety**

**1. Safety & Training Video / DVD Sales**

<u>Video/DVD</u>	<u>No. Sold</u>
Slab Sawing & Blade Safety	462
Wall Sawing	366
Core Drilling	332
Hand Sawing	256
Wire Sawing	236
Electrical Safety	14
<b>Total</b>	<b>1,666</b> (+4% 2014-15 YTD)

**2. Safety Handbook / Safety Manual**

- A total of 6,522 CSDA Safety Handbooks (original + new bilingual) have been sold since introduction in January 2000.
- Sales of the CSDA Safety Manual continue, with 249 copies of the print and electronic versions sold since its introduction.

**Standards & Specifications**

- The committee has drafted a new Best Practice titled CSDA-BP-019 *Robotic Demolition*, which has been reviewed and distributed to manufacturers for comments. The goal is to have this document approved and released shortly.
- A review of CSDA-SA-116 *Standard Arbor Configurations*, CSDA-FA-117 *Flushcut Arbor Configurations* and CSDA-SC-118 *Standard Core Bit Configuration* continues. The committee wants to ensure input from manufacturer sources before approving these documents.

**Concrete Openings**

**1. Advertisement Summary**

<u>Issue</u>	<u>Total Pages</u>	<u>Paid Ad Pages</u>	<u>Ad/Total Pages (%)</u>
December '13	76	23.7	31
March '14	76	20.1	26
June '14	68	19.2	28
September '14	76	19.5	26
December '14	76	25.3	33
March '15	68	19.6	29
June '15	68	20.7	30
September '15	68	21.6	32

- The number of paid ad pages for the September 2015 issue is up one page from the June issue and more than two pages from the September 2014 issue.

## 1. Advertisement Summary (cont'd.)

- The percentage of ad pages to total pages is targeted at a maximum of 35%, so the 32% figure for the September issue is a positive sign for both the publication and the industry as investment in print advertising is increasing.
- The September issue includes two new advertisers and one returning advertiser from 2014.

## 2. Concrete Openings Highlights

- The September issue of *Concrete Openings* contains four CSDA member job stories:
  - Wire sawing of a large concrete laboratory door in Chicago, Illinois
  - Core drilling and wire sawing to renovate an old coffee warehouse in Brooklyn, New York, into a modern venue
  - GPR imaging and slab sawing of office space in an iconic building in Chicago, Illinois
  - Slab sawing and drilling to refurbish a deteriorating coastal pier in Seaham, United Kingdom
- Other features include business, safety, technical and health-related articles, industry news and a CSDA member testimonial from a new polishing contractor member, Ruben Gil.
- An article has been included about the recent IACDS 2015 Annual General Meeting.
- The September issue includes cover banners and ad spots to promote CSDA's World of Concrete Source Code **A26** and the association's annual Join & Save membership campaign.
- Free *Concrete Openings* subscription forms continue to be received through the *Concrete Openings* website. A total of 55 online subscriptions have been received since the new website went live in March 2015, bringing the total to 2,706.
- A marketing campaign is scheduled for the release of the magazine's 2016 Media Kit and for the December "World of Concrete" issue.

### Concrete Openings Website

- The *Concrete Openings* website features current and archived issues up to the September 2015 issue.
- Details of the website's advertising opportunities have been expanded and are highlighted in the 2016 Media Kit. Advertisers can choose from 3-, 6-, 9- or 12-month ad periods that run parallel with the print magazine release dates.
- The new website has had over 14,000 page views since its launch in March 2015. This brings the total page views for **concreteopenings.com** to 114,137. Almost 2,300 unique visitors viewed the site for an average of five minutes between March 1 and August 27.
- Staff continue to receive very positive feedback about the new-look **concreteopenings.com**. The new site has a more user-friendly layout and responsive design, meaning it adjusts to suit the reader's device – a computer monitor, laptop, tablet or smartphone. It offers more advertising options, has better analytics software and has improved comment boxes and social media sharing features.

### Exhibitions

- CSDA is preparing a marketing plan for WOC 2016 with a focus on the **A26** CSDA Source Code. In discussions with the show management, they feel that a marketing strategy focused on attendees being aware and using this code will maximize the CSDA cosponsor rebate. The goal is to improve on the 2015 performance, where CSDA received a rebate of \$45,289 (up 29% from 2014). The combined efforts by CSDA staff, with member support, promoting registration can achieve this improved performance to generate income. The 2016 rebate will also allow CSDA to top the \$700,000 (presently at \$694,747) rebate award level since CSDA began as a cosponsor in 1977.
- CSDA will be exhibiting at the CONSTRUCT show in St. Louis, October 1-2, 2015. Staff and membership will volunteer to staff the booth during show hours. The booth will be located near the Praxis area, which CSDA is sponsoring. The Praxis event was moved to CONSTRUCT from World of Concrete, where CSDA had previously sponsored it in 2014. This show targets industry specifiers and CSDA hopes to expand its influence among this part of the industry.
- CSDA is endorsing the following future exhibitions and conferences:
  - *Concrete Décor Show* on September 28-October 2, 2015 in Indianapolis
  - *Infra Oman 2015* on October 5-7, 2015 in Sultanate of Oman
  - *BuildTech Asia 2015* on October 13-15, 2015 in Singapore
  - *Concrete Show South East Asia 2015* on October 28-30, 2015 in Jakarta, Indonesia
  - *International Conference on Stone & Concrete Machining* on November 2-3, 2015 in Bochum, Germany



- *World Demolition Summit 2015* on November 6, 2015 in Amsterdam, Netherlands

## Related Associations

- The IACDS 2016 Conference will be held on April 17, 2016 in Munich in conjunction with the Bauma Exhibition. This meeting will be conducted under the leadership of new IACDS President Julie White of CSDA member D-Drill.

## Annual Conventions

- The CSDA 2016 Convention & Tech Fair will be held at the JW Marriott Desert Springs in Palm Desert, California. The dates are March 8-12, 2016. Hopefully the extremely favorable room rates of \$225/night that were negotiated for this top ranked hotel during the prime season will attract more attendees.
- Details and registration for the 2016 Convention & Tech Fair will be released and opened this October.
- The Convention Committee has begun investigating locations along the East Coast for the CSDA 2017 Convention & Tech Fair and the West Coast for the 2018 Convention & Tech Fair.

## CSDA Promotion

### 1. Public Relations Activities

#### Dates

August/September 2015

August/September 2015

August 18, 2015

July 14, 2015

July 14, 2015

July 14, 2015

July 14, 2015

July 2015

July 2015

July 2015

June 2015

February 2015

June 2015

#### Promotion

*Concrete Décor Magazine* ran a notice entitled "The Ins and Outs of CSDA's ST-115 Standard" in its "Industry News" feature.

*Concrete Décor Magazine* listed the "CSDA Fall Board and Committee Meetings" in its "Event Calendar" feature.

*Trade Arabia* website ran a notice titled, "200 exhibitors to participate in Infra Oman" and listed CSDA as a supporting organization.

*Concrete Décor* website ran a notice titled, "CSDA Comprehensive Fall Training Schedule."

*For Construction Pros* website ran a notice titled, "CSDA Announces Comprehensive Fall Training Schedule."

CSDA issued a news release, titled, "CSDA Partners with Concrete Décor Show."

CSDA issued a news release, titled, "CSDA Announces Comprehensive 2015 Fall Training Schedule."

*Concrete Décor Show 2015 Training & Event Planner* listed the CSDA-ST-115 Certification class in its Course Schedule.

*Concrete Décor Show 2015 Training & Event Planner* listed *Concrete Openings* magazine as a media partner in its "What's Happening" section.

*Concrete Décor Magazine* ran a notice entitled "Attendance up at 2015 CSDA Convention" in its "Industry News" feature.

*Diamante A&T* reprinted "Escape Route," a CSDA member job story from the September 2014 issue of *Concrete Openings*, giving credit to CSDA for its use.

*Professional Demolition Americas* mentioned CSDA as a "networking and professional development organization" in its "Editorial."

*Concrete International* magazine ran a notice titled "CSDA Contractors Awarded at WOC 2015" in its "Industry Focus" feature.

### 2. Promotional Materials

- \$7,967 worth of promotional materials sold (+63% YTD 2014-15).

### 3. Website

- An interactive map has been added to the website. Much like the map used on the old website, this feature allows the user to click on a state/province and get a list of all members from that area. The new map contains an additional area for people to find overseas members.
- New large window banners have been added to promote the Fall Meetings, ST-115 Certification class, sawing and drilling training courses and the "CSDA Superhero" membership campaign.
- In response to comments made via social media, a page has been added to the website that allows any visitor to read notes from the last committee meetings. This provides non-members with further insight

into what CSDA committees members are doing for the industry. A banner has been added to the home page that links to this new page.

**3. Website** (cont’d.)

- The *Concrete Openings* online subscription form has attracted 3,214 new subscribers since July 2002.

**4. Social Networks**

- CSDA’s Facebook page currently has 1,220 followers (+5% from June 2015 report).
- The new forum format that replaced the website-based discussion forums continues to attract many industry professionals. The group currently has 557 members (+14% from June). Page discussions can only be seen by group members and are not visible elsewhere.
- The CSDA Instagram page now has 165 followers (+54% from June). This account and hashtag have been set up for industry professionals to share and group their best and most interesting work photos. Those with Instagram accounts are encouraged to use **#sawitdrillitdoit** when posting work-related photos and use **@sawitdrillitdoit** to bring the best ones to the attention of the admins. The best photos can be “reposted” to CSDA’s account and shown to all its followers.
- Videos on the “CSDA Videos” YouTube channel have been viewed 6,542 times (+3% since June) since being uploaded.

**Meetings**

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**Winter Meetings Schedule**

**Thursday, December 3, 2015**

8:00 AM - 5:00 PM      Committee Meetings

**Friday, December 4, 2015**

8:00 AM - 11:00 AM      Board Meeting

**Hotel**

Grand Summit Hotel at Canyons Resort  
4000 Canyons Resort Drive  
Park City, UT 84098  
Tel: 888-226-9667

**Reservations**

**Tel:** 888-CANYONS (888-226-9667) or 435-615-8040  
**Room Rate:** \$169.00 (mention CSDA Winter Board & Committee Meetings to get this rate)  
**Cut-Off Date:** Monday, November 2, 2015

## **World of Concrete 2016 Meeting and Training Schedule**

### **Monday, February 1, 2016**

8:00 AM – 5:00 PM CSDA Estimating Training

### **Tuesday, February 2, 2016**

8:00 AM – 5:00 PM CSDA Estimating Training  
TBD CSDA ST-115 Certification Training  
9:30 AM – 5:00 PM CSDA Exhibiting (Booth C4433)

### **Wednesday, February 3, 2016**

8:00 AM – 9:00 AM CSDA Board Meeting  
8:00 AM – 5:00 PM CSDA *Diamond Cutting: Sharpen Your Skills* Training  
8:00 AM – 5:00 PM CSDA Concrete Polishing Training  
9:30 AM – 5:00 PM CSDA Exhibiting (Booth C4433)  
10:00 – 10:45 AM *Concrete Openings Awards*  
TBD CSDA Next Generation Reception

### **Thursday, February 4, 2016**

8:00 AM – 5:00 PM CSDA *Diamond Cutting: Sharpen Your Skills* Training  
8:00 AM – 5:00 PM CSDA Concrete Polishing Training  
9:30 AM – 5:00 PM CSDA Exhibiting (Booth C4433)

### **Friday, February 5, 2016**

9:30 AM – 1:00 PM CSDA Exhibiting (Booth C4433)

### **Location**

Las Vegas Convention Center  
Las Vegas, NV

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## **CSDA 2016 Convention & Tech Fair Schedule**

### **Pre-Convention Schedule**

Tuesday, March 8 Committee Meetings  
Wednesday, March 9 Board Meeting

### **Convention Schedule**

Thursday, March 10 Opening Session, Presentations and President's Reception  
Friday, March 11 Roundtables, Tech Fair and Manufacturers' Night  
Saturday, March 12 Presentations, Annual Business Meeting, Golf Tournament and Gala Dinner  
Sunday, March 13 Departures

### **Hotel**

JW Marriott Desert Springs Resort & Spa  
**74-855 Country Club Drive**  
Palm Desert, CA 92260  
Tel: 760-341-2211

### **Reservations**

**Online:** <https://resweb.passkey.com/go/concretesawanddrilling>  
**Tel:** 877-622-3140 or 800-228-9290  
**Room Rate:** \$225.00  
Mention "Concrete Sawing & Drilling Association" to get this rate

**Cut-off Date:** Sunday, February 21, 2016