



Minutes of the CSDA Board of Directors
Wednesday, March 7, 2018

Grand Wailea Resort
Wailea, Hawaii

CALL TO ORDER - The meeting was called to order by President Jack Sondergard at 8:03 AM on Wednesday, March 7, 2018. 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: Peter Bigwood (Brokk, Inc.), Scott Brown (ICS, Blount Inc.), Dan Dennison (Diamond Tools Technology), Mark DeSchepper (Echo GPR Services), Matthew Finnigan (National Concrete Cutting, Inc.), Jami Harmon (GSSI), Bennett Jones (Advanced Concrete Sawing), Jessica Ledger-Kalen (Royale Concrete), Mike Orzechowski (DITEQ Corp.), Kevin Schmitt (Husqvarna Construction Products), Jack Sondergard (Central Concrete Cutting) and Doug Walker (Concrete Cutting Consultants). Not present were Kevin Baron (Western Saw), Ty Conner (Austin Enterprise), Matt Dragon (GRPS) and Kellie Vazquez (Holes Incorporated). Guests in attendance were: Tim Beckman (Cutting Edge Services Corp.), Paul DeAndrea (DeAndrea Coring & Sawing), Jim Dvoratchek (Hard Rock Concrete Cutters), Bruce Ferrell (PROSOCO), Bill Fisher (National Research Company), Rick Glidewell (Hilti), Lyndon Kelsey (Husqvarna/Pullman Ermator), Larry Liddle (Diamond Products), Greg Lipscomb (Diamond Products), Ryan McBride (Husqvarna/HTC), Rick Norland (Echo GPR Services), Patrick O'Brien (CSDA), Lisa Ort-Sondergard (Central Concrete Cutting), David Perkins (Hilti), Keith Ripley (Diamond Products), Dave Shamaritaro (Husqvarna/Pullman Ermator), Bruno Silla (GSSI) and Tim Terrell (Husqvarna).

OPENING REMARKS - Jack Sondergard welcomed everyone to the meeting and emphasized the importance of committee chairs and keeping committee members on task during the meeting and in between meetings. He also encouraged everyone in attendance to be active on CSDA's social media platforms, including Facebook, Twitter, Instagram and LinkedIn.

APPROVAL OF MINUTES - Motion was made and seconded to accept the minutes of the January 24, 2018 Board meeting as written. Motion was passed by unanimous vote.

TREASURER'S REPORT - Mike Orzechowski presented the Treasurer's Report for the period ending February 28, 2018. 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 materials, CSDA website, social networks and future meetings. The CSDA Executive Director's Report is attached.

CERTIFICATION COMMITTEE

Doug Walker presented the committee report. Non-certified companies were asked for the reasons they had not yet submitted their applications. Most responses were related to the time commitment, specifically the Quality Assurance section of the application. Jim Dvoratchek has offered to work with the committee to develop a template for this section to help companies save time filling out the application.

The fee for initial certification has been reduced temporarily to \$100 until May 30, 2018 in an effort to increase applications, and manufacturer members were encouraged to apply as well.

Walker and Jack Sondergard will moderate a panel discussion on Thursday during the convention to educate members on the program and answer any questions.

There are currently nine companies certified, with one in process. The committee's goal is 25 certified companies by the end of 2018. The Certification, Marketing, Membership and Finance Committees will meet in Dallas ahead of the Summer Meetings to help streamline the coordination between Company Certification, dues and the Market Development position.

CONVENTION COMMITTEE

Erin O'Brien presented the committee report for Kevin Baron. The 2018 Convention & Tech Fair has drawn about 275 attendees, which is the highest convention attendance in the last 10 years.

A contract was signed with the Renaissance Vinoy Resort in St. Petersburg, FL for the 2019 Convention which will be held March 11-15, and the committee is starting to investigate western U.S. locations for the 2020 Convention.

ELECTION COMMITTEE

Bennett Jones presented the committee report for Donna Harris. The 2018 slate of Board of Directors will be announced at the Annual Meeting on Saturday. Jones reminded the Board that the deadline for Board of Director and Lifetime Achievement Award applications and nominations is June 30 and all applications must be submitted by that time.

GPR IMAGING COMMITTEE

Mark DeSchepper reported that there is continued concern with the GPR Certification course at World of Concrete (WOC), as CSDA does not have the ability to control who signs up for the course. There have been several students who did not meet the clearly stated prerequisites and

without a way to verify who signs up, there are students in the class who are not qualified to attend. The committee is planning to offer an introductory level class at World of Concrete in 2019 and offer the GPR Certification course in St. Petersburg later this year.

MANUFACTURER COMMITTEE

Greg Lipscomb presented the committee report. The raffles at WOC 2018 were a success and will be continued in 2019. Lipscomb asked for volunteers for the 2019 show to contact him by the June meeting.

Hilti is hosting a plant tour on Tuesday, June 5 in Dallas during the Board and committee meetings. Details on this event will be available soon through CSDA.

There were no manufacturer volunteers to host the 101-level training courses, so CSDA will check with St. Petersburg College to find out what dates are available at the college. Manufacturer members will continue to support the 101 courses with equipment and representatives.

MARKETING COMMITTEE

Jami Harmon presented the committee report. The Austin Pub Crawl raised \$3,900 in total for the Market Development position, both through the sale of t-shirts and sponsors for the shirts.

The committee would like to plan on exhibiting at the Canadian Concrete Expo (CCE) in 2019, as the attendance is expected to double from the initial 2018 show in Toronto. Members in attendance reported that attendees were excited about a show in the Toronto area and planned to return to the next one.

Plans continue for the American Institute of Architects (AIA) Expo in New York City June 22-23. Erin O'Brien will represent CSDA, while Jami Harmon, Joe Russo and Doug Walker have also volunteered to help staff the booth. The committee is drafting a marketing plan to target architects before the show and help to drive traffic to the CSDA booth.

MEMBERSHIP COMMITTEE

Dan Dennison presented the committee report for Ty Conner. The committee is helping to promote a 50/50 Raffle held during the convention, with the drawing taking place during the Gala Luau on Saturday. Tickets are \$20 and can be purchased from Next Generation members. The goal is to raise \$5,000, with \$2,500 going towards the Marketing Development Position.

Membership has increased in 2018 by 29 members, thanks in large part to a member re-joining CSDA with 19 branch offices. CSDA staff continue to update the membership document online, and Dennison reminded committee members to please keep it up to date and continue to reach out to both new and existing members.

The membership testimonials were updated and will now also include other testimonials from operators and employees and will also discuss training, safety and other membership benefits.

NEXT GENERATION COMMITTEE

Jami Harmon presented the committee report for Kellie Vazquez. She reminded everyone about the 50/50 raffle and the committee is planning another pub crawl in Milwaukee for the Fall Board and committee meetings.

POLISHING COMMITTEE

Jessica Ledger-Kalen presented the committee report. The committee was disappointed with the instructor for the Concrete Polishing and CSDA-ST-118 classes at WOC and will be looking to replace the instructor for future courses. They are recommending that the CSDA-ST-118 course not be held at the WOC 2019.

Committee members will be meeting in Georgia at a facility provided by Ryan McBride to perform additional testing for CSDA-ST-118 in April. Anyone is invited to attend.

Prof. Chris Brown did not fulfill the committee's expectations regarding the CSDA-ST-115 rewrite. They will be looking into other options to complete this task.

SAFETY COMMITTEE

Matthew Finnigan presented the committee report. The Hand Saw video has been completed and will be released for sale on the CSDA website. The committee will review the remaining videos to determine what updates are needed.

OSHA is looking at "willful neglect" in regard to the silica rule, which could result in costly fines for contractors. The committee would like to investigate a "Pay to Play" program where contractors can submit data in exchange for the results of future testing.

Jack Sondergard and Mike Orzechowski will review a potential HazComm issue with the change from MSDS to SDS and report back to the committee.

The committee would like to create a searchable Toolbox Safety Tip (TST) database and has asked the CSDA staff to investigate this.

STANDARDS & SPECIFICATIONS COMMITTEE

Mike Orzechowski presented the committee report. Any committee members interested in helping with the ST-118 testing at Ryan McBride's facility in Woodstock, GA should contact the committee for more information.

Final comments on the Dry Dust Best Practice are due to Orzechowski by the end of April, and the document is set to be approved at the June committee meetings. The Best Practice on Extension Cords was approved and is ready to be released.

The Outdoor Power Equipment Institute (OPEI) reached out to CSDA for comments on their new standard *ANSI/OPEI B175.4 – ANS for Outdoor Power Equipment – Internal Combustion Engine-Powered Cut-Off Machines – Safety and Environmental Requirements*. Rick Norland and Mike Orzechowski have formed a subcommittee and will present comments on behalf of CSDA.

TRAINING COMMITTEE

Kevin Schmitt presented the committee report for Patrick Harris.

A new instructor for the CSDA-ST-118 and Concrete Polishing courses is needed. Please submit any suggestions to the committee.

The committee would like to try more online marketing via Google, social media and other outlets to promote the training courses in the future.

There is a proposal to reduce the three 101 course modules from six days total to only five. More discussion will be held on this matter. There were no manufacturer volunteers to host the fall 2018 101 training courses, so CSDA will check dates with St. Petersburg College to hold the training in Clearwater, FL. Manufacturers have offered to donate equipment and instructor assistants as needed.

UNFINISHED BUSINESS

There was no unfinished business.

NEW BUSINESS

Doug Walker submitted his resignation to the Board. Motion was made and seconded to accept his resignation. Motion was passed by unanimous vote.

The Election Committee recommended Greg Lipscomb be appointed to fill the vacant Board position. Motion was made and seconded to appoint Greg Lipscomb to fill the open Board position, and the motion was passed by unanimous vote.

NEXT MEETING - The next meeting of the CSDA Board of Directors will be held on June 7, 2018 in Dallas, TX at the Dallas/Addison Marriott Quorum by the Galleria.

ADJOURNMENT - There being no further business, the meeting was adjourned at 9:39 AM.

Submitted by,



Erin O'Brien
Assistant Director to the Executive Director



CSDA Executive Director's Report
March 7, 2018

Membership Status

1. Current Membership Status

	<u>12/93</u>	<u>12/00</u>	<u>12/06</u>	<u>12/08</u>	<u>12/12</u>	<u>12/13</u>	<u>12/14</u>	<u>12/15</u>	<u>12/16</u>	<u>12/17</u>	<u>02/18</u>
Contractors:											
-North America	139	189	365	385	308	286	289	308	322	333	359
-Imaging						4	4	6	6	11	13
-Polishing						2	9	13	12	6	5
-Overseas	16	22	41	47	51	36	37	38	36	33	33
Manufacturers	31	46	52	51	44	45	42	46	48	47	48
Distributors			9	16	8	9	10	9	14	16	17
Affiliates	23	28	40	40	42	39	40	39	40	36	36
Associations		8	16	16	17	18	18	18	18	19	19
Total Members	<u>209</u>	<u>293</u>	<u>523</u>	<u>555</u>	<u>476</u>	<u>439</u>	<u>449</u>	<u>477</u>	<u>496</u>	<u>501</u>	<u>530</u>
Dues (\$ 000)	81	133	344	402	346	342	350	375	394	414	365

Membership growth:	+6% (2017-2018 YTD)	Dues growth:	+1% (2017-2018 YTD)
	+154% (1993-2018 YTD)		+351% (1993-2018 YTD)

2. Prospects/Specifiers Database

<u>Category</u>	<u>Database Leads</u>
Prospects	9,091 (1,988 in Jan. 1995)
Specifiers	6,047 (764 in Jan. 1995)
General Mail List	<u>3,827</u>
Total Database	18,965 (+2% 2017-2018 YTD)

3. Welcome 33 new CSDA Members since the December 1, 2017 Board Meeting:

- ABC Cutting Contractors of Alabama – Bessemer, Bessemer, AL – Terry Walls – Tel: 205-425-7711
- ABC Cutting Contractors of Alabama – Daphne, Daphne, AL – Derek May – Tel: 251-625-1100
- ABC Cutting Contractors of Alabama – Huntsville, Madison, AL – James Hudgins – Tel: 256-353-2555
- Adamson's Concrete Sawing & Drilling, Idaho Falls, ID – Neil Schneider – Tel: 208-522-0552
- Alpine Concrete Cutting and Coring Inc., Anchorage, AK – Angela Garrouette – Tel: 907-522-2100
- Ark Wrecking Co. of Oklahoma, Inc., Tulsa, OK – Scott Morgan – Tel: 918-583-0488
- B & D Concrete Cutting, Inc., Atlanta, GA – Michael Tackett – Tel: 404-696-0404
- Bay Line Cutting & Coring, Inc., San Francisco, CA – Lalo Arreguin – Tel: 415-508-1800
- CanWest Concrete Cutting & Coring, Inc., Calgary, AB, CANADA – Valerie Hambrook – Tel: 403-225-4445
- CDT Construction Inc., Carrollton, GA – Jeremy Church – Tel: 770-842-3555
- Coring & Cutting Construction, Inc., Ashland, MO – John Pervinich – Tel: 573-657-1301
- Coring & Cutting Group, Inc., Kansas City, MO – Carl Jones – Tel: 913-530-9023
- Coring & Cutting of Springfield, Inc., Nixa, MO – Kenney Robling – Tel: 417-725-4534
- Coring & Cutting Services, Inc - Little Rock, Jacksonville, AR – Charles Alverson – Tel: 501-985-9959
- Coring & Cutting Services, Inc., Bentonville, AR – Tim Ward – Tel: 479-271-9672
- Cut-All Concrete Sawing & Drilling, Inc., Mill Creek, WA – Kimberly Jenkins – Tel: 425-398-0900
- EXCO, Inc., Bensalem, PA – Fred Engel, Jr. – Tel: 215-671-9535
- Georadar-Detection Inc., Laval, QC, CANADA – Gaetan Caron – Tel: 514-993-1254
- Iowa Concrete Cutting, Inc., Des Moines, IA – Dan Rhodes – Tel: 515-289-1714
- Kansas Coring & Cutting, LLC, Manhattan, KS – Justin Verhoeff – Tel: 785-532-9031
- Kansas Coring & Cutting, LLC, Salina, KS – Kenny O'Donnell – Tel: 785-825-7222

Memphis Concrete Cutting, Inc., Memphis, TN – Tom Schrader – Tel: 901-365-9331
Oklahoma Coring & Cutting, Inc., Arcadia, OK – Tristan Simmons – Tel: 405-715-2500
Power Concrete Cutting, Pty Ltd., Sunshine West, VIC, AUSTRALIA – Alois Auer – Tel: 03-9311-4555
Slurry Wars, Apex, NC – Charlie Meng – Tel: 919-977-3333
Structural Radar Imaging, Kent, WA – Joshua Braunstein – Tel: 253-796-5637
True Line Coring & Cutting of Chattanooga, LLC, Chattanooga, TN – Delbert Frederick – Tel: 423-624-7369
True Line Coring & Cutting of Knoxville, LLC, Knoxville, TN – Jeremy Dailey – Tel: 865-637-2131
True Line Coring & Cutting of Nashville, LLC, Nashville, TN – Robert Thomas – Tel: 615-255-2673
True Line Coring & Cutting of Tampa, Inc., Tampa, FL – Dave Williams – Tel: 813-885-4401
True Line Coring and Cutting of Maryland, Inc., Baltimore, MD – Heath Morgan – Tel: 410-354-8890
True Line Coring and Cutting of Virginia, Fredericksburg, VA – Bobby Lundy – Tel: 757-969-2981
Wichita Coring & Cutting, Wichita, KS – Dave Mortensen – Tel: 316-832-1580

4. Member Update

- Membership status since January 1, 2018 includes 30 new members and 1 resignation. The Coring & Cutting Group re-joined CSDA with 22 satellite offices, five years after resigning in 2013.
- CSDA's library of Toolbox Safety Tips (TST) remains at 108. New TSTs on robotic demolition and GPR imaging are pending release following approval by the Safety Committee.
- Interest in the "Submit Your Request" feature in the Architect & Engineer Resources section of the CSDA website continues. Two new requests were received since the December 2017 Board meeting from Florida and West Virginia. A total of 464 requests have been received since this feature was introduced in late 2005.

Training

Attendance by Course and Date

Course	1993-04	2005-08	2009-12	2013-5	2016	2017	2018	Totals
Cutting Edge / Diamond Cutting	727	57	6		13	5		808
Slab Sawing & Drilling 201	187	31	45	42	9	5		319
Wall & Hand Sawing 201			12	31	9	6		58
Wire Sawing 201			9	21	6	5		41
OSHA	132	34						166
Estimating	40	100	36	59	40	11	18	304
Slab Sawing 101	27	13	13			6		59
ST-115 Certification				80	49	6	2	137
Slab Sawing & Drilling 101		98	25	71	11	13		218
Wall & Hand Sawing 101		19	24	70	9	13		135
Wire Sawing 101		5		36	10	8		59
Mechanics			10					10
Polishing				72	40	13	22	147
Robotic Demolition					15			15
GPR Imaging Certification						16	14	30
Online Training-RedVector	23	30	30	28	3	4		118
Online Training-Yardstick		1,175	821	463	471	383	80	3,393
Totals per Year/Period	1,136	1,562	1,031	973	685	494	136	6,017

Training Update

- CSDA held four training courses at World of Concrete 2018 in Las Vegas, Nevada. The Estimating course drew 18 students, the ST-118 Certification had two students, the GPR Certification course had eight in attendance and the Concrete Polishing class graduated 22 students.
- On February 21-22, 2018 a site specific GPR Certification Training Course was conducted at B & D Concrete Cutting in Atlanta, GA. Six students attended, and four achieved certification.
- The CSDA online training website continues to be popular. To date, 1,055 users (+1% since the December 2017 Board meeting) with 217 (+1%) companies have taken a total of 3,393 exams (+2%). CSDA has now received \$76,889 (+1%) 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>
Core Drilling	350
Electrical Safety	29
Hand Sawing	258
Slab Sawing & Blade Safety	484
Wall Sawing	382
Wire Sawing	249
Total	1,752 (+2% 2017-18 YTD)

2. Safety Handbook / Safety Manual

- A total of 6,693 CSDA Safety Handbooks (original + English/Spanish) have been sold since introduction in January 2000.
- Sales of the CSDA Safety Manual continue, with 262 copies of the print and electronic versions sold since its introduction.

Standards & Specifications

- A Best Practice on the subject of extension cords, *CSDA-BP-021 Extension Cords*, is pending approval by the committee and will be released soon.
- A draft of a new Best Practice on dry dust was reviewed and changes proposed.

Concrete Openings

1. Advertisement Summary

<u>Issue</u>	<u>Total Pages</u>	<u>Paid Ad Pages</u>	<u>Ad/Total Pages (%)</u>
June '16	68	17.6	26
September '16	64	16.4	26
December '16	72	21.2	29
March '17	64	16.0	25
June '17	64	17.2	27
September '17	64	18.0	28
December '17	68	20.3	30
March '18	64	14.3	22

- The number of paid ad pages for the March 2018 issue is down from the last issue, and from the March 2017 issue by almost two pages. This decrease is attributed to manufacturer consolidation, as well as some manufacturers decreasing their ad commitment. Additionally, with the departure of the former associate editor, manpower to connect with potential advertisers was reduced.
- The percentage of ad pages to total pages is targeted at a maximum of 35%. The ad-to-page percentage for the March issue was at 22%, leaving plenty of room for additional advertisers.

2. Concrete Openings Highlights

- The March issue of *Concrete Openings* contains four CSDA contractor job stories:
 - Specialized core drilling on a stadium in Atlanta, Georgia
 - A joint wire sawing effort on a hydroelectric dam in Pella, Iowa
 - GPR scanning of a hospital operating room in Kansas City, Missouri
 - Trench cutting on a major roadway near Auckland, New Zealand
- Additional sections include safety, technical and health-related articles, industry news and a CSDA new member testimonial from Jessica Ledger-Kalen of Royale Concrete in Fairfield, Iowa.
- The March issue also features a World of Concrete wrap-up and highlights the winners of the 2017 *Concrete Openings Awards* which were presented at the show.
- Free *Concrete Openings* subscription forms continue to be received through the *Concrete Openings* website. A total of 734 new print subscriptions (up +112% since December) have been received through the current website since it went live in March 2015, bringing the total to 3,365.

3. Concrete Openings Website

- The *Concrete Openings* website features current and archived issues up to the December 2017 issue.
- The new website has over 87,352 page views (+9% from December) since its launch in March 2015. This brings the total page views for **concreteopenings.com** to 186,489. Over 14,710 (+11%) unique visitors have viewed the site, with 65% of those visitors being from the U.S. and Canada.

Exhibitions

- The World of Concrete drew in a crowd of about 56,000 attendees, the highest in the past several years. Overall, exhibitors were pleased with the traffic and the attendees. CSDA once again secured prime location in the Central Hall near several member exhibitors. Three raffles were held on Tuesday, Wednesday and Thursday with items donated by DITEQ Corp., Husqvarna and Hilti, respectively. The 5th Annual *Concrete Openings* Awards Ceremony was held on Wednesday, honoring four of the most impressive jobs from CSDA contractors in 2017. Staff also noted the increase in booth traffic, as interest in the association, its training programs, Company Certification program and annual convention were all popular conversation topics with visitors.
- CSDA was a supporting association of the Canadian Concrete Expo 2018, held February 7-8 in Toronto. While CSDA did not exhibit, promotional materials were provided to the show and CSDA was able to offer complimentary registration for attendees. The show drew almost 3,400 attendees and 200 exhibitors over two days, mostly from eastern Canada, and attendees were pleased with the exhibitors and the content of the show. CSDA member exhibitors have re-signed for next year and show organizers are expecting attendance and exhibit space to double. CSDA has once again been invited to be a co-sponsor association for the 2019 show, which will take place February 6-7.
- CSDA is endorsing the following future exhibitions and conferences:
 - *New York Build Expo 2018*, March 19-20 in New York
 - *Concrete Show India 2018*, May 24-26 in Bombay
 - *MiaCon 2018*, May 17-19 in Miami
 - *IACDS 2018 Annual Convention*, May 21-23 in Tokyo, Japan
 - *Intertech 2019*, May 29-31 in New Orleans
 - *American Institute of Architects Conference on Architecture 2018*, June 21-23 in New York
 - *World of Concrete Asia*, November 19-21 in Shanghai

Related Associations

- Registration for the May 21-23, 2018 IACDS Annual Convention in Tokyo is open. CSDA members are welcome to attend and can contact the CSDA office for details.

Annual Conventions

- Excellent attendance for the CSDA 2018 Convention & Tech Fair at the Grand Wailea Resort in Maui is expected. The last convention in Hawaii, held at the Sheraton Maui in 2012, drew 215 attendees and this event is expected to surpass that number.
- The Keynote Speaker for this year's convention is Paul de Gelder. Paul is an avid marine life and ocean conservationist who survived a brutal shark attack while surfing off the coast of Sydney. His life as a Navy Diver and Army Paratrooper was cut short, but he was able to adapt and overcome to embrace his new mission and new life.
- The new marketing campaign on social media has helped with the excellent attendance. The campaign offered giveaways. The prize for the October contest was two complimentary optional activity registrations and the winner was Jami Harmon with GSSI. November's prize was a complimentary dinner for two at Humuhumunukunukuapua'a, the fine dining restaurant at the Grand Wailea, and the winner was Mike & Roxanne Greene. A spa treatment at the award winning Grand Wailea Spa was the January prize, and the lucky winner was Tony Brunette. Finally, the winners for the February contest, a VIP airport transfer and complimentary valet parking were Scott Brown and Mark DeSchepper.
- The CSDA room block that was extended three times finally sold out completely before the cut-off date.
- The Vinoy Renaissance St. Petersburg Resort & Golf Club will be the site for the CSDA 2019 Convention & Tech Fair on March 10-15, 2019.

CSDA Promotion

1. Public Relations Activities

<u>Dates</u>	<u>Promotion</u>
March 2018	<i>Concrete International</i> listed the CSDA 2018 Convention & Tech Fair in its "Meetings" feature.
March 2018	<i>WorldWide Drilling Resource</i> magazine included CSDA in the list of member associations.
February 28, 2018	IACDS Newsletter included a feature entitled "Everything Ready for the CSDA Convention & Tech Fair."
February 28, 2018	IACDS Newsletter included the CSDA 2018 Convention to its "Calendar" section.
February 2018	<i>Concrete International</i> listed the CSDA 2018 Convention & Tech Fair in its "Meetings" feature based on a CSDA news release.
February 2018	<i>WorldWide Drilling Resource</i> magazine included CSDA in the list of member associations.
January 2017	<i>Concrete International</i> listed the CSDA 2017 Convention & Tech Fair in its "Meetings" feature based on a CSDA news release.
January 22-26, 2018	The World of Concrete <i>2018 Program & Exhibits Guide</i> listed CSDA in its "World of Concrete Cosponsors" feature.
January 22-26, 2018	The World of Concrete <i>2018 Program & Exhibits Guide</i> included CSDA in its "2018 WOC Education Partners" feature.
January 22-26, 2018	The World of Concrete <i>2018 Program & Exhibits Guide</i> included CSDA's four training courses in its "Industry Training" listing.
January 22-26, 2018	The World of Concrete <i>2018 Program & Exhibits Guide</i> listed CSDA, in multiple categories, under its "Products" directory.
January 22-26, 2018	The World of Concrete <i>2018 Program & Exhibits Guide</i> listed CSDA in its "Exhibitors" directory.
January 2018	<i>Concrete International</i> listed the CSDA 2018 Convention & Tech Fair in its "Meetings" feature based on a CSDA news release.
2018	<i>National Driller</i> listed CSDA in its "2018 Media Directories and Buyers Guide" directory.
2018	<i>Builders Exchange of Central Ohio</i> listed CSDA in its "2018 Membership Directory and Industry Resource Guide" under its Construction-Related Trade Associations section.
Winter 2017-18	<i>Finer Points</i> listed the "March 8-10, 2018 CSDA 46 th Convention & Tech Fair" in its "Calendar of Events" feature.
Issue 6 2017	<i>Professional Demolition International</i> ran a notice titled "CSDA's 2018 Convention" with a photo of the group in its "Associations" feature.
Issue 4 2017	<i>Professional Demolition Americas</i> listed the CSDA 2018 Convention & Tech Fair in its "Event Calendar" feature.

2. Promotional Materials

- \$895 worth of promotional materials have been sold (-56% YTD 2017-18).

3. Website

- The csda.org/convention2018 page was updated as needed, adding the final convention agenda, travel partner deals and a list of the convention attendees.
- The csda.org/silica webpage, created under the Safety header, continues to be updated to provide further information and resources about OSHA's Final Rule on Respirable Crystalline Silica.
- The *Concrete Openings* online subscription form has attracted 3,615 new subscribers since July 2002.
- Online versions of the new CSDA News Top 3 e-newsletters are continually being added to the Members Section of the website, along with the latest meeting minutes.

4. Social Networks

- CSDA's Facebook page currently has 1,719 followers (+2% from the December report).
- The association's closed Facebook group, *CSDA Discussion Forum*, currently has 930 members (+3%). Page discussions can only be seen by group members and are not visible elsewhere.
- The CSDA Instagram page, **@csdaconcrete**, now has 664 followers (+5%). Members should use **@csdaconcrete** and **#csdaconcrete** in work-related posts.
- The CSDA Twitter account, **@csdaconcrete**, currently has 132 followers to date (+2%). Members are encouraged to "follow" this account and "like" or "re-tweet" posts with the hashtags **#csdaconcrete** and **#CSDANextGen**. The hashtag **#CSDAConv** is being used to promote the CSDA 2018 Convention.

Meetings

Summer Meetings 2018 Schedule

Tuesday, June 5, 2018

TBD Hilti Plant Tour and Dinner

Wednesday, June 6, 2018

7:30 AM – 8:00 AM Continental Breakfast

8:00 AM – 5:00 PM Committee Meetings

6:30 PM Group Dinner

Thursday, June 7, 2018

7:30 AM – 8:00 AM Continental Breakfast

8:00 AM – 10:00 AM Board Meeting

Hotel

Marriott Dallas/Addison Quorum by the Galleria

14901 Dallas Pkwy, Dallas, TX 75254

Tel: 972-661-2800

Reservations

Online: Visit www.csda.org

Tel: 800-228-9290 or 972-661-2800

Room Rate: \$169/night (mention Concrete Sawing & Drilling Association/CSDA to get this rate)

Cut-Off Date: May 14, 2018

Fall Meetings 2018 Schedule

Wednesday, September 5, 2018

7:30 AM – 8:00 AM Continental Breakfast

8:00 AM – 5:00 PM Committee Meetings

6:30 PM Group Dinner

Thursday, September 6, 2018

7:30 AM – 8:00 AM Continental Breakfast

8:00 AM – 10:00 AM Board Meeting

Hotel

Milwaukee Marriott Downtown

323 East Wisconsin Ave, Milwaukee, WI 53202

Tel: 877-224-1990

Reservations

Tel: 877-224-1990

Room Rate: \$149/night (mention Concrete Sawing & Drilling Association/CSDA to get this rate)

Cut-Off Date: August 13, 2018

Winter Meetings 2018 Schedule

Wednesday, December 5, 2018

7:30 AM – 8:00 AM Continental Breakfast
8:00 AM – 5:00 PM Committee Meetings
6:30 PM Group Dinner

Thursday, December 6, 2018

7:30 AM – 8:00 AM Continental Breakfast
8:00 AM – 10:00 AM Board Meeting

Hotel

Casa Monica Resort

95 Cordova Street, St. Augustine, FL 32084
Tel: 904-827-1888

Reservations

Tel: 888-236-2427
Room Rate: \$199/night (mention Concrete Sawing & Drilling Association/CSDA to get this rate)
Cut-Off Date: November 4, 2018