



## NYLICA Board of Director's Meeting

Tompkins Financial Center

Batavia, NY

Friday, March 31, 2017

Meeting was called to order by President David Rule at 3:20 pm.

**Roll Call:** In attendance: Board Members: David Rule, Dennis Bliss, Jeff Phair, Derek Decker, Lee Broadwell, Linda Rule Also Present: Maura Dibble, Norm Ungermann, and Jeff Montemorano.

**United Fire Group** – Maura made a presentation about United Fire Group. The Board needs to Ok United Fire coming into NY. They have a complete insurance package, with quite a savings and a dividend (10% last year) All the states that have this insurance have gained a lot of new members. A man from PA at Con/Expo – joined because his Insurance agent told him he could save him a lot of money.

Dennis Bliss made the motion to allow United Fire Group to come into NYS. Seconded by Derek Decker, carried.

**Minutes** – Dennis Bliss made the motion to accept the minutes from the January 10, 2017 meeting as printed, seconded by Jeff Phair. Carried.

**Treasurer's Report** - Dennis Bliss made the motion to accept the Treasurer's report and file for audit and pay Maura's expenses. Seconded by Lee Broadwell. Carried.

**Executive Director** – Maura Dibble told the Board about a Hard Hat Database, passed the thank you notes from Ashley Bender and Dan Micsky and the Hard Hat News. We need information to put into our section. National LICA has supplied us with colorful pop up banners, 3 generic LICA and one on the Septic Warranty. Wyco has asked about reimbursement for MSHW training. Lee Broadwell made the motion to tell WYCO that will not reimburse them, but tell them that they should get ahold of the NYS Dept of Labor for free, seconded by Jeff Phair Maura passed around information about the septic warranty program. There has been talk about T-shirts, Maura passed a catalog around, she has been looking for one with a pocket.

### **Old Business:**

**Membership & Dues:** The membership was closed as of 3/25/17, the day the spreadsheet was send to National for the directory. There were 20 drops this year, but 16 new members. There are still 4 members of the safety group that have not paid.

**Annual Convention 2017** - see handout – best we have done in the last 3 years. Dennis Bliss stated that he thought we should stay with the 3 day. Norm Ungermann will put on a class on bidding.

**WHETT Show** – Indianapolis – I arrived on Tuesday. Jerry Biuso, Matt Palmer from FL and Wayne & Janice Littwiller from IL also there. The information said that the show was Weds – Sat. Weds was just for set up. Jerry had pop-up banners made (we have them for Hard Hat) and they arrived late and Jerry was sick and never made it to the show. 1<sup>st</sup> day – Wayne, Janice, Matt and myself. 2<sup>nd</sup> day – just Matt and myself – we didn't stay for Sat. We had 67 solid leads from that show (2 from NY) all really were interested in the new Septic Warranty program.

**ConExpo and LICA winter meeting** – The LICA Meeting was short on time with only 2 days, but we still had the committee meetings, Associate night and the Annual meeting and reception. It was nice to have Norm and Lee there. Con/Expo was huge and a hit – brand new, larger booth – a real eye catching booth, along with 8 models who put a LICA Advantage pin on 5000 attendees. Over 900 leads – 20 from NY, most of whom David or I talked to. I have since sent out a letter, a 3 page benefit paper and a membership application to the 27 prospects from Contactors Expo, WHETT and Con/Expo.

**T-Shirts** – we will look into prices and particulars on the shirts.

### **New Business**

**Region I** - David reported on the issue of having a convention with all three states. Chris Wagner is the new Region I VP. Dan Micsky says he will be running for National VP.

**Hard Hat** – We are all set up for the Hard Hat show, Jerry will be here. Bill Hatch and Harold Lanning will be there. Joe Teresi, Kevin & Jay will be there Weds & Thursday. We have the 4 new pop up banners, and the prize wheel.

**Golf Outing** – email from Cindy Diehl, about having the golf at Hickory Ridge in Holley. Diehl Development is a member, I had reached out to them before about having the golf there, have since learned that I should be contacting different emails, the owner doesn't look at his email.

The only issues would be prices and hotels (3? People)

**Colorado Springs** – July 11 – 16<sup>th</sup>

**Next meeting** – May 13, 2017 at Maura Dibble's in Batavia

Lee Broadwell made the motion to adjourn at 4:39 am, seconded by Linda Rule. Carried.

Respectfully Submitted, Maura Dibble.