



**TO:** ALEA Board of Directors

**FROM:** Ed Van Winkle, Corporate Council Representative

**DATE:** January 15, 2013

**SUBJECT:** Corporate Council Meeting Minutes from July 12, 2012

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**Meeting minutes: July 12, 2012 (ALEA, Reno, NV)**

**Call to Order**

Meeting was called to order by Ed Van Winkle at 1607 hours.

Ed introduced the ALEA Board Members present, including Kurt Frisz, Kevin Caffery, Dan Schwarzbach, Gregg Weitzman, Kevin Chittick, Rob O'Quinn, Dan Cunningham, as well as ALEA staff members and contractors. A total of 24 Corporate Members were present (including Ed).

**Old Business**

Attendees were presented a copy of the meeting agenda, the Anti-Trust Statement, and the minutes from the February 2012 meeting in Dallas, TX (HAI).

A motion was made by Jack Todaro to waive the reading of the minutes, with a second from David Markley. Motion passed without objection.

The ALEA Anti-Trust statement was read by Ed Van Winkle.

Ed reviewed the membership statistics and discussed that the Corporate Members have decreased by 5.7% from May 2011 to May 2012, and Individual Members have decreased by 16.6% during the same period. ALEA Board Members are aware of the decreases, and much of the decrease in Individual Members was previously attributed to the change to a 30-day grace period for renewal from the 90-day grace period. However, the number of Individual Members has not rebounded as expected.

Ed discussed the safety seminars that have already taken place during 2012, in addition to the schedule for the remainder of the calendar year.

## **New Business**

### Vendor Displays at Regional Safety Seminars

The policy changes regarding vendor displays that were approved at the July Board of Directors meeting (that had previously been approved by the Corporate Members at the HAI Dallas meeting) were read and explained to the members in attendance. The updated policy has been added to the ALEA Policies and Procedures Manual. There was no further discussion.

### ALEA Corporate Member Logo Use

It was re-iterated that Corporate Members may only use the ALEA Corporate Member Logo for giveaways at ALEA events. No permission is required for current Corporate Members to use the logo.

### Exhibit Booth Pricing for Annual Conference

The pricing structure for booth space at the ALEA Annual Conference has changed, with minor increases in some areas based on booth location in the exhibit hall. There was no discussion on this topic.

### Election of Corporate Council Representative

Ed Van Winkle was nominated by Keith Haney. David Markley seconded the nomination. No other nominations were received, and Ed was re-elected unanimously for his second term as Corporate Council Representative.

### Open Discussion & Other New Business

Scott Hurst suggested that the money from the Corporate Member Appreciation event at HAI could be used for some other purpose at the ALEA Annual Conference. There was not additional support for this concept, and Corporate Members agreed that they like the HAI event as it is currently handled.

Jim DiGiovanna discussed the Technical Briefings at the Annual Conference and that there are some noise issues when these briefings are held on the floor of the convention center. He is working to keep the briefings on the convention floor at future conferences with adjustments to keep noise to a minimum for the briefing attendees.

### Closing

Motion to close the meeting was made by Phil Fienen, second by Ken Scarboro.

Meeting ended at 1626 hours.