



Making A World of Difference, Together!

Tim Kilbane
2014 PMI President and
National Sales Manager,
Symmons Industries



General Membership Meeting

3.1 Call To Order and Opening Remarks

3.2 Announcements

2014 Spring Conference Sponsors – Bronze Level

- International Association of Plumbing and Mechanical Officials (IAPMP)
- International Code Council – Evaluation Services (ICC)

PMI thanks you for your generous contribution!



88% Registered Member Attendance

24 of our 26 Manufacturer Members
5 of our 7 Allied Members
are here!



President's Welcome

33 PMI Member Companies

1 Prospective Member

5 VIP's

7 Speakers

1 Press

8 Consultants and Staff

5 Spouses/Companions

82 Total Attendees

Strategic Advisory Council (SAC)

- Ray Fisher, Fisher Manufacturing
- Todd Talbott, Fluidmaster

Not attending:

- Hugh Ekberg, Kohler Company
- Tim Ferry, InSinkErator
- David Lingafelter, Moen Incorporated
- Tim O’Keeffe, Symmons Industries, Inc



General Membership Meeting

3.2.1 First Time Attendees, New Committee Chairs, Consultants and Staff.

Ten First Time Attendees

- Graeme Biagi, LSP Products
- Brett Costello, Symmons Industries
- Mike Gipson, Sloan Valve Company
- Trey Goodrich, NSF International
- David Hoyer, InSinkErator

First Time Attendees

Continued

- Tim McConnell, Holdrite
- Bryan Mullett, Bradley Corporate
- Carl Schroeder, Kohler Company
- Nick Stoeckel, Bradley Corporation
- Ryan Wilson, Delta Faucet Company

Five VIP Speakers

- Mary Ann Dickinson, President/CEO, AWE
- Jim Kendzel, Executive Director/CEO, ASPE
- Yvonne Orgill, Chief Executive, BMA
- Ralph Suppa, President, CIPH
- John Walter, CEO, SCC

Press

- Jim Schneider, Plumbing Engineering Magazine

New Committee Chairs

- Government Affairs

Gary Cole, T& S Brass & Bronze Works

- Water Efficiency and Sustainability

Danny Gleiberman, Sloan Valve Company

- Advocacy and Outreach

- Kris Alderson, Bradley Corporation

PMI Consultants (In Attendance)

- Jerry Desmond, Desmond and Desmond (CA)
- Stephanie Salmon, Potomac Government Relations (Federal)
- Jim Galvin, Senior Technical Advisor
- Michael Sennett, Jones Day (Legal Counsel)



PMI Consultants (Not In Attendance)

- Maureen Baird, Graphic Designer



PMI Staff

- Barbara Higgens, CEO/Executive Director
- Len Swatkowski, Technical Director
- Dawn Robinson, Communications Manager
- Jodi Stuhrberg, Association Coordinator



General Membership Meeting

3.3 Review of Antitrust Policy

3.4 Approval of October 14, 2013
General Membership Meeting Minutes

3.5 Presentations



General Membership Meeting

3.5.1 Presentation of Past President Plaque

- Jeff Baldwin

3.5.2 Presentation of New Member Plaque

- Holdrite



3.6 Financials

3.6.1 Treasurer's Report



PMI FINANCIAL STATUS

An Overview of 2013 Year-End Results and Audit.

Budget Comparisons: 1998-2013

Revenue	\$1,097,856		\$1,335,259	\$1,361,754
Expenses	\$997,783		\$1,278,798	\$1,314,268
Rev. vs. Exp.	\$94,252		\$56,461	\$47,486**
Net Assets	\$295,883		\$658,077	\$705,563
*Details of years 1999-2011 available upon request				
**Adding to the bottom line				
**2013 Budgeted Reserve: \$10,000				

2012 Audited Versus 2013 Audited Expenses

	2012	2013
<i>Expenses</i>	<i>2012 Year End (Audited)</i>	<i>2013 (Audited)</i>
<i>Payroll and Related Expenses</i>	\$ 540,792.00	\$ 600,788.00
<i>Professional Services</i>	\$ 168,935.00	\$ 155,848.00
<i>Meetings</i>	\$ 144,900.00	\$ 138,468.00
<i>Office Operating Expenses</i>	\$ 20,947.00	\$ 28,319.00
<i>Staff Travel and Expenses</i>	\$ 41,730.00	\$ 55,143.00
<i>Promotional and Advertising</i>	\$ 80,595.00	\$ 70,956.00
<i>Lobbying Expenses</i>	\$ 202,114.00	\$ 191,631.00
<i>Occupancy Expenses</i>	\$ 74,402.00	\$ 69,092.00
<i>Depreciation</i>	\$ 3,372.00	\$ 3,155.00
<i>Other</i>	\$ 1,011.00	\$ 868.00
Total Expenses:	\$ 1,278,798.00	\$ 1,314,268.00

2012 Audited Versus 2013 Audited Revenue

2012

2013

<i>Revenue</i>	<i>2012 Year-End (Audited)</i>	<i>2013 Year-End (Audited)</i>
<i>Dues Revenue</i>	\$ 1,182,448	\$ 1,221,472
<i>Meetings Revenue</i>	\$ 151,262	\$ 139,318
<i>Other Income</i>	\$ 1,549	\$ 964
Total Revenue	\$ 1,335,259	\$ 1,361,754

2014 Membership Dues

25 of 27 Manufacturer Members Renewed

7 of 7 Allied Members Renewed

1 New Manufacturer Member Joined

Total Members: 33

2014 Manufacturer Member Dues Collected

To-Date: 42%

2014 Allied Member Dues Collected

To-Date: 78%

The Bottom Line...

- 2013 delivered a balanced budget with a modest surplus.
- Reserves stand at six-month's operating budget.

In Conclusion...

- Our industry has faced tough economic times in recent years.
- As the industry trade association, PMI reflects those tough times.
- Reserves built since 1998 provided the much-needed budget cushion.
- Increasing member needs, industry pressures, proactive communications initiatives, global outreach.



Call for Motion



3.7 PMI President's Report

Tim Kilbane



3.8 PMI CEO/Executive Director's Report

Barbara C. Higgins

PMI State of the Union

Joint ventures with allied associations

- ASA Fly-In, April 9 - 10, 2014
- ETS, April 23 - 24, 2014
- PILC, April 22, 2014
 - PMI/ASPE/IAPMO

PMI State of the Union

- “How low can you go and how do you know?”
- Harmonizing Product Performance Requirements
- Hex Chrome
- Legionella
- Proactive outreach by PMI to constituents
- Proactive outreach by PMI to the next generation

What's Ahead For PMI?

- Website Facelift
- Focus on Expanding Technical Expertise and Advocacy/Outreach
- Strategic and Proactive Use of Social Media
- Expanded Online Training Through the IAPMO Partnership
- Industry Research
- Single Annual Meeting Regional Conference

Important Domestic Liaisons

- Plumbing Heating Cooling Contractors (PHCC)
- American Supply Association (ASA)
- Alliance for Water Efficiency (AWE -- Charter Member)
- Plumbing Efficiency Research Coalition (PERC)
- American Society of Plumbing Engineers (ASPE)
- Water Quality Association (WQA)

Important Domestic Liaisons

- Department of Commerce ITAC/9
- Environmental Protection Agency (EPA)
 - EPA Water Sense Partner
- Committees and Code Bodies
- National Association of Home Builders
Leading Suppliers Council
- National Association of Manufacturers
(NAM)

Important International Liaisons

- BMA – Bathroom Manufacturers Association (UK)
- CEIR – European Valve Association
- CIPH -- Canadian Institute of Plumbing & Heating
- PPI Group – Plumbing Products Industry Group (Australia)
- WPC -- World Plumbing Council

Websites, Newsletters and Social Media

- Websites (currently under revision)
 - pmihome.org – Member Focused
 - safeplumbing.org – Constituent Focused

- Newsletters (electronic)
 - *Inside My PMI*: bi-weekly, members only
 - *Ripple Effect*: monthly, members and non-members

- Twitter Followers
 - PMI= 773 (this time last year=147)
 - Safe Plumbing= 878 (this time last year=167)

- LinkedIn Members
 - PMI= 1325 (this time last year=780)
 - Safe Plumbing= 34 (this time last year=12)

Mobile App Quick Fact:
Since its launch in October 2013, the app has been downloaded 321 times, and has had more than 2,700 page views

PMI Websites and Social Media

www.pmihome.org

www.safeplumbing.org

Twitter: PMI and Safe Plumbing

Linked-In Group Pages:

PMI and Safe Plumbing

Linked-In Company Pages: PMI

Facebook: PMI and Safe Plumbing

PMI Websites

- News
- General Information for Members
- Outreach to Member Prospects
- Industry Events
- Membership Roster

www.pmihome.org

PMI Websites

- Visibility and Recognition
- Setting The Record Straight
- Educational Outreach to Legislators, Journalists, Stakeholders, Consumers

www.safeplumbing.org



PMI Tele-Communications

- Weekly Tech Talk
- Bi-Weekly Advocacy/Outreach Council
- Monthly Legislative Updates

Join The Conversation!



PMI Publications

Don't Forget!

**Online PMI Membership Directory -
Be sure to view it often to keep your
data fresh and up-to-date!**

**Members Only: Your information is
kept confidential from non-members**



Who else would you like featured at a future PMI Conference?

Would you like to serve PMI in a leadership role?



Please... Complete the Survey

**Please complete the PMI Spring Meeting
Satisfaction Survey.**

We will send it via email to your office.

We value your input!

**You Dream It,
We'll Make It Happen!**

3.9 Other Business

***Memorandum of Understanding (MOU)
with American Society of Plumbing
Engineers (ASPE)***

3.9 Other Business

**PMI 2014 Fall Conference
Westin O'Hare – Rosemont, IL
October 27-30, 2014**

**PMI 2015 Conference
The Hotel Contessa – San Antonio, TX
October 26-29, 2015**

General Membership Meeting

- 3.10 Summary of Action Items
- 3.11 Adjournment