



MINUTES | 5.0 GENERAL MEMBERSHIP MEETING

DATE: WEDNESDAY, OCTOBER 26, 2016
PLACE: THE WESTIN O'HARE, ROSEMONT, IL

TIME: 3:30 PM – 5:00 PM
ROOM: EXECUTIVE FORUM

PRESIDENT: PAUL PATTON, DELTA FAUCET COMPANY

5.1 Call to Order and Opening Remarks

PMI President, Paul Patton, called the meeting to order at 3:30PM CDT and meeting attendees were reminded of the PMI Antitrust Compliance Policy. Adherence to this policy is mandatory. Review of the PMI Antitrust Compliance Policy can be found online [here](#). Erin Shencopp, PMI legal counsel, provided a review of the policy and was available to answer related questions.

5.2 Announcements

Welcome to New Members, First Time Attendees, Guests and International Speakers

Mr. Patton reported that the 2016 PMI Conference had 91% member company registration and that 32 of our 35 Manufacturing and Allied Member Companies were present; (86 member attendees). He also reported that additional attendees included: 13 first-time attendees, six Prospective Member Companies (9 attendees), 29 guest speakers and VIP guests, six new committee chairs, four members of the press, and 13 consultants/staff. The total number of registered attendees was 139.

Mr. Patton then introduced the First Time Attendees and welcomed them to the conference. He recognized the prospective members and thanked the sponsors as well as the Strategic Advisory Council (SAC). He welcomed the new committee chairs and thanked the returning committee chairs.

Mr. Patton then introduced and thanked the members of the press, PMI consultants, and PMI staff.

He welcomed the VIP guests and noted those who sent their regrets that they could not attend. He welcomed Yvonne Orgill, chief executive, Bathroom Manufacturers Association (BMA) and Ralph Suppa, president and general manager, Canadian Institute of Plumbing and Heating (CIPH) to the podium to say a few words.

Mr. Patton then welcomed the new member companies: Globe Union Group, Inc., Jing Mei Industrial USA, Inc., and Reliance Worldwide Corporation. New member plaques were presented and Globe Union Group, Inc. was there to accept.

Mr. Patton presented NEOPERL, Inc. with a Quarter Century Award and the President's Awards were then presented to Pete DeMarco, executive vice president of advocacy, research, and program development, International Association of Plumbing and Mechanical Officials (IAPMO) and John Finch, principal engineer, Masco. The award is given in recognition of outstanding service to PMI.

Mr. Patton asked for and confirmed with Ann Geier, PMI Administrative Assistant, that a quorum of voting member companies was present and/or represented in the room via proxy. Ms. Geier confirmed the quorum with 25 of the 29 voting member companies present and three via proxy.



44 A copy of the General Membership presentation can be found online [here](#).

45 **5.3 Approval of the October 28, 2015 General Membership Meeting Minutes (See attachment 5.3)**

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47 *A motion was made, seconded and unanimously passed to approve the minutes of the October 28, 2015 General Membership Meeting*
48 *Minutes.*

49 **5.4 Financial**

50 5.4.1 Treasurer's Report

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52 Mr. Patton invited PMI Secretary-Treasurer, Scott McDonald, Fluidmaster, Inc., to deliver the Treasurer's report.

53
54 Mr. McDonald delivered an overview of the 2016 Year-End Results with budget comparisons for 1998-2015 as well
55 as 2016. He noted the 2016 Year End (estimated) total as \$1,684,119 and 2016 Budgeted Revenue as \$1,614,571.

56 Mr. McDonald also reviewed the 2015 Year End and 2016 Expenses.

57 5.4.2 Review and approval of PMI's 2017 Dues Structure

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59 Mr. McDonald then delivered a review of the 2017 Dues Structure which included a two percent increase.

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61 *A motion was made, seconded and unanimously passed to approve the 2017 Dues Structure.*

62 5.4.3 Review of PMI's 2016 Operating Budget

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64 Mr. McDonald then reviewed the 2017 Operating Budget, noting a \$1,726,950 total revenues and \$1,763,692 total
65 expenses with a net deficit of \$36,742. The deficit is planned to reduce excess reserves. The 2017 Budget includes
66 funding for proposed research.

67 68 **5.5 President's Report**

69 5.5.1 Review and approval of by-laws

70 Mr. Patton then delivered his 2016 President's Report which began with approval of by-law changes. The group was
71 reminded that the proposed changes to the by-laws were emailed to all members on September 26, 2016. The report
72 included a video review of the 2016 highlights of PMI's actions and successes. Mr. Patton reviewed the revised
73 Strategy map outlining core values and strategies. He reviewed the Board of Directors Committee Liaisons. Mr.
74 Patton ended and encouraged members to complete the PMI circulated member surveys.

75 *A motion was made, seconded and unanimously passed to approve the by-laws as revised.*

76 5.5.2 Review of 2016 and Communication Strategy

77 Ray Valek, PMI public relations consultant, then provided the group a review of the 2016 Communications
78 Strategy. He reviewed the 2016 communications goals and highlights. Mr. Valek also provided the group with
79 statistics on PMI's website activity, social media engagement and mobile app use. Mr. Valek then provided the
80 group with the 2017 Communication Strategy and how members can get more involved.

81 **5.6 CEO/Executive Director's Report**



82 Mr. Patton invited PMI CEO/executive director, Barbara C. Higgins, to deliver the CEO/executive director report.
83 Ms. Higgins thanked all the conference attendees, guests, sponsors, prospective members, consultants and staff for
84 attending the current PMI Conference and helping to make it such a success. She also thanked the sponsors who
85 subsidized conference costs.

86
87 Ms. Higgins then provided a PMI State of the Association review; and discussed PMI's strategic direction. She
88 reviewed and emphasized the importance of Domestic and International Liaisons. She reviewed industry positions
89 and communications strategies. She also reviewed the PMI 'problem statement' and the association's core
90 messaging.

91
92 She reminded the group to update their personal and company profiles in the confidential, members-only,
93 Membership Directory. Ms. Higgins provided the group with a list of PMI's communications vehicles and
94 encouraged members to ensure they are on the appropriate lists to receive all communications relevant to them. All
95 attendees were reminded to complete the PMI Conference Satisfaction Survey following the end of the conference;
96 Ms. Higgins noted that the information derived from the survey is very valuable to PMI.

97
98 Ms. Higgins ended providing her thoughts on looking ahead reviewing the July 2016 strategy session, noting PMI
99 as a reliable resource and partner and quantifying the value of PMI and return on investment.

100 **5.7 Election of PMI Officers and Board of Directors and Passing of the Gavel**

102 Mr. Patton presented the slate of 2017 PMI board of director officers: President, Pete Jahrling, Sloan Valve
103 Company, Vice President, Scott McDonald, Fluidmaster, Inc.; Secretary-Treasurer, Nate Kogler, Bradley
104 Corporation and Past President, Paul Patton, Delta Faucet Company. He noted that there were two proposed
105 Board Directors to be voted on: Joel Smith, Kohler Company and Chip Way, Lavelle Industries. Mr. Patton noted
106 the returning Board Directors as Michael Miller, LSP Products and Todd Teter, Moen, Inc.

107
108 *A motion was made, seconded and unanimously passed to elect 2017 Board of Directors Slate.*

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110 Mr. Patton thanked PMI Staff, the Board of Directors, the Committee Chairs and members then made a ceremonial
111 passing of the gavel to 2017 PMI President Pete Jahrling, Sloan Valve Company. The group was reminded that Mr.
112 Patton will remain as PMI President through the end of the 2016 calendar year and that Mr. Jahrling would take
113 over in 2017.

114 **5.8 Other Business**

116 Mr. Patton then reminded the group that the 2017 PMI Conference will be held in Sonoma, CA at Doubletree by
117 Hilton Hotel, November 13-16, 2017.

118 **5.9 Summary and Adjournment**

119 Mr. Patton adjourned the meeting at 5:00 PM CDT.

120
121 Respectfully Submitted,

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123
124 Jodi Stuhrberg
125 PMI Association Manager