



**NDA Board Meeting Conference Call  
December 13, 2012 - 1:00 PM EST**

**In Attendance:**

Dan Dunn, Larry Gibel, Tim Augustine, Rob Caho, Dennis Duty, Jim Howe, Carlos Lemos, Warren McCann, Dave Neibert, Steve Parisano, Frank Villella, Mike Willey, Jackie Symons, Marcie Price

**Absent:** Peggy McGee, Tim Cleary

**Committee:** Tom Ruda

**Chapter Representation:**

**Buckeye:** Steve Wright

**Mid-Atlantic:**

**New England**

**Pacific NW:**

**Tri State:** Frank Villella

Vice President Larry Gibel called the meeting to order at 1:15 PM EST

**Minutes:**

A motion to approve the September conference call minutes was made by Rob Caho, seconded by Warren McCann. Motion approved.

**Treasurer's Report**

Tim Augustine presented the 2013 proposed budget. He was going on where we were this year and he noticed that convention income was \$3400 shy of projected revenue, mostly due to less attendees and higher cost. Expenses were \$3650 over budget projections. Orlando should be a better draw in 2013 and the budget projections show that.

SSI income was over budget this year with \$17,660 in revenue and \$18,006 in expenses. (\$700 was paid in 2011 for a 2012 SSI class) The expenses do not include staff time. We were not able to obtain sponsorships for any SSI classes in 2012. This is likely to stay consistent next year.

Membership showed a good gain and was over budget as well with \$74,000 as opposed to the budget of \$63,000. The increase could have been due to an increase in manufacturers and suppliers as they pay more. Overall the numbers look strong. We netted \$22,000. If we go into the black in 2013, we could consider dropping prices in anything.

Dan Dunn asked if this \$22,000 in the black is better than when Jim Howe was treasurer. Dan and Carlos asked to see balance sheet. Tim Augustine referred to the August 2012 report where the liability and equity was \$99,000 and retained earnings if were \$48,865. Larry cautioned the board that this is reflecting income from the December SSI class that hasn't been held yet and no expenses for this course. NDA will be paying NHI \$15,000 or \$16,000, which will bring down the net income significantly. (NHI gets \$700 per student.) Because of this and because we work on a cash basis, \$12,000 is more realistic to look at as a net ordinary income. It was decided that the budget for SSI for 2013 should reflect \$20,000 in income and \$20,000 in expenses.

**ACTION ITEM:** We will defer any SSI income that hits is collected at the end of the calendar year to be deferred to the same year the expenses will hit.

**ACTION ITEM:** Check on gages as to why expenses are higher than income, especially since we obtain payment before we pay Southern Gage.

A motion to approve proposed by David Neibert and seconded by Rob Caho. Motion approved.

### **Administrators Report**

NDA membership is up by about 10 members from last year. We have started dues renewal and they are coming in quite well. We sent one notice out by email and one by print. Dan has seen a lot of new members from Patty and it seems to be increases as a result of promoting NDA. Marcie feels it helps with the new system as renewal is based on the month they join. Since the last meeting, there have been 6 new members.

Database - Marcie advised that we had a lot of foreign companies in the database that have mailing addresses but no e-mail addresses. Marcie removed all that we didn't have email addresses for as they do not receive Drill Bits and we are not able to send them electronic communications either. This will give us a better read as to who NDA is in ongoing communication with.

Safety and Training Materials – Most items have been selling well. (See report). **ACTION ITEM:** Dave Neibert mentioned that he needs an invoice for the number of Safety Guides he has recently printed in house, based on the Safety Guide agreement we have with CME. He prints on an as-needed basis and contacts NDA when he has done a printing. **ACTION ITEM:** He asked Marcie to send him an e-mail to remind him to tell her the quantity to invoice for. J & M already has a task reminder to check with CME every January to see if he has printed any Safety Guides during the year.

Website – We have a Save the Date for the 2013 Convention on the home page. We are sending mass emails on a quarterly basis regarding trading post, job board and on-line training courses, with the exception of months when there is heavy email traffic due to Convention promotion. Since the last board meeting, we have had 7 people pass the safety exam, one person has taken and failed the monitor well and one person has taken and failed the groundwater knowledge exam.

CEU – Dennis Duty gave us a couple of names to contact in New Jersey to see if they would accept NDA's Training Courses for their continuing education. We e-mailed them and quickly received a phone call back. They are currently re-vamping their whole licensing system and it will probably be a year before they are ready to roll it out. Once it's ready to go they will be happy to receive applications for CEU's from NDA.

We have also recently contacted licensing authorities in Georgia, Missouri and Maryland. Maryland has approved CEU's for our on-line courses as well as SSI, Senior Driller Certification and our 2012 Convention. Georgia has referred us to their State Geologist and we are awaiting a response from him. Missouri currently does not require continuing education but they are working on making it a requirement and have asked us to contact them late next year for a status update.

We will continue to search for state regulatory agencies to contact regarding acceptance of NDA's continuing education credits.

In the budget report we had \$9100 in income from the tests this year. The only expense is sending out the manuals now that the tests are set up online.

**ACTION ITEM:** Marcie was asked to contact Florida next, regarding CEU's.

**Nominating Committee:**

Peggy could not be in attendance so Jackie reported the results of the recent ballot. We had 21 members vote and 20 voted for the full slate and one against.

**Convention Committee:**

Carlos mentioned that during the committee conference call we primarily discussed presentations.

#4 item listed in the committee minutes: Tim Augustine mentioned that a major supplier of CPT testing could be a potential presenter. He is also very well known in Texas, Panama and Peru. Carlos mentioned that he contacted Fugro and they are interested in participating in the convention. They do CPT testing, too and might do a good presentation.

He hasn't found a person yet from FDOT who could contribute something to the local issues. Carlos is depending on his marketing person to do handle this and he has just returned from out of the country. Regarding a sink hole presentation, Carlos has spoken to two small engineering firms that are involved with sink holes; one of them will be able to talk about the sink hole market and drilling in Florida.

Carlos is familiar with many of the shipping methods that are available (Fed Ex., etc.) and he will choose one of the carriers to see if they are willing to make a presentation and maybe be a sponsor as well.

Carlos also mentioned that he will contact the Phosphate Council.

He has not begun any form of a communication campaign at this point but has been discussing the convention while he is talking with his clients.

The convention committee needs to have another meeting to obtain a mailing list to send an informal email regarding the convention and to obtain feedback on their interest and will report the result at the May board meeting. Rob Caho would prefer that we provide him with an email and he would send it out to his list.

Rob mentioned that a lot of Florida knows about NDA as NDA used to have a chapter in Florida. Carlos asked if Rob could possibly come to Florida early in 2013 to discuss NDA holding a meet and greet prior to the NGWA conference in May. **ACTION ITEM:** Marcie will check what we have from when Patrick O'Brien was on board.

**ACTION ITEM:** Carlos mentioned we may be able to get a list of licensed drillers as well as PG licensees. Dennis Duty mentioned there are three major suppliers in Florida, Toney Drilling Supplies, Hole Products, Atlantic Drilling Supplies and EDS. They have customer lists they might be willing to send NDA information to. **ACTION ITEM:** Schedule committee conference call mid-January. Contact these individuals to sponsor a meet in greet in early 2013. See what type of interest we have.

Jackie said she spoke with Tim Connor. He said he could speak at the convention but would like to speak to someone so he can gear his presentation to the audience. He will give each attendee a book and custom handout. **ACTION ITEM:** Carlos asked Jackie to send him the information. Jackie will be the main contact.

Jackie has a new contact at the Wyndham. We can definitely do a barbecue but maybe not a pig roast due to city codes. We can also do demos at the Wyndham.

Carlos cannot imagine NDA not being successful at this year's convention in Orlando.

**DCDMA**

Frank Villella does not have a drawing yet for the NWT/HWT/PWT but it will most likely be completed by the 2<sup>nd</sup> week in January. He will email the drawing to J&M to add to the zip drive. NDA has only 23 DCDMA tech left and Frank wanted to discuss if we should put these away as it has been decided to not reprint and sell the zip drive for the same price.

**ACTION ITEM:** Change product catalog to reflect ZIP drive.

We will accept credit cards to place a gage order. If payment by check has not been received after 90 days, NDA will charge the credit card for the order plus an administrative fee.

Dave Dickenson, co-founder of Mobile Drill, contacted Frank Villella and he wanted to let NDA know that his father, Bob Dickenson (NDA Lifetime member) passed away. There is a write up in the *National Drillers Magazine* that just came out. **ACTION ITEM:** J&M will work with Larry Gibel on putting together an article for the next *Drill Bits*.

Dan Dunn thanked Frank for sharing his booth with NDA in Portland. There were 2100 attendees, their largest attendance in 10 years. There were 25 drilling contractors and between Frank and Dan they talked to all about NDA. We already got one new member from this show. Bill Johnson in Phoenix and Minex in Minnesota may want to join.

### **Membership Committee**

Steve Parisano is participating via car phone and mentioned to all that there was a non-renewal survey in the board packets that were emailed to everyone. At the last board meeting we discussed reaching out to past members who no longer belong to NDA. The questions addressed are things we are interested in hearing. Most people have one specific reason--something that made them upset--and that is why they didn't rejoin. We discussed the possibility of having a small give away in order to have more take the time to fill out the questionnaire. The board agreed to give away a of movie tickets (average of \$15 to \$18 per pair) and include a membership form and the latest issue of *Drill Bits*.

**ACTION ITEM:** J&M will send out the survey offering a free pair of movie tickets if they respond within 14 days. We will send the survey to future non-renewals with a deadline of two weeks as well. The maximum to spend in one year is \$400. A person is considered a non-renewal if they are 90 days past due. We will send the survey to non-renewals whose memberships expired as far back as five years. Steve requested that the survey be in the body of the e-mail instead of in Survey Monkey.

A motion was made by Steve Parisano that we send out a survey to former NDA members with the opportunity to receive a free pair of movies tickets if they respond within 14 days. There will be a cap of \$400. This expense will be put under category #6300. Rob Caho seconded the motion. Motion Passed.

### **Member Survey suggested by Paul Hale from Hetager.**

Dan Dunn discussed an email that he received from Paul Hale from Hetager. Tim Augustine isn't sure if companies would be willing to share the information that Paul is suggesting to ask. The board discussed that we would ask for percentages that a company spends on benefits, which revenue category you are in, etc. Jim Howe feels this is valuable information and a company is able to benchmark if they are above, below or the norm. **ACTION ITEM:** Jim Howe will scan in the latest similar survey that he has and send it to Jackie.

**TABLED**

### **Safety**

Dan Dunn reported that NDA has 220 TST's that have been published and he is working on the next 4 which are due in early January. Dan will be in touch with the committee. The board would like to discuss if it would be possible to sell all 220 TSTS. Currently we charge nonmembers \$2.50 per TST and if we put all TST's on one thumb drive, what we could charge?? (The cost of a thumb drive is approximately \$7.00 or \$9.00 per thumb drive with logo on.) **TABLED:** Tim feels

that a hard copy is the best option so drillers can be given the copies or a company can put all TST's in a binder and place in their lunch room for all to review.

### **Safety Award**

Dan mentioned we have been discussing this for a while, and he has come up with guidelines and received good input from the committee so he was ready to present it to the board now. Tim asked if the signature needs to be CEO or could it be safety officer or maybe change it to read company official or officer in charge of Safety and remove second signature. It was decided to just remove the 2<sup>nd</sup> signature.

The application will require a little math on NDA's part. The calculations take about 5 minutes for each application.

The deadline to submit an application for the Safety Award will be June 30<sup>th</sup>.

Dan made a motion to approve the NDA safety award program as it stands and the application after removing company official signature, seconded by Larry Gibel. Motion approved. **ACTION ITEM**: put in January newsletter.

Dave recommended one change; add more than 500,000 annual exposure hours. Dan amended the motion to reflect this.

### **Chapter Updates**

#### **Mid-Atlantic**

Mike Willey told the board that for the meeting after the one they had at the NDA convention, the chapter went and Jay is a Boston fan. They had a great time "playing" with Jay. Mobile Drill joined the chapter so they now have 17 members. The next meeting will be on January 9 to discuss the upcoming spring training which will be held the middle of May. Everyone is invited. Dan asked to keep NDA in the loop so that an NDA officer can attend their training.

#### **Tri State**

The chapter just had a meeting last night with 35 in attendance. It was also a retirement party for one of their members.

#### **Buckeye Chapter**

Steve P had to sign off; Larry understands there was a meeting but hasn't seen the minutes yet. He said that they had a decent crowd. The meeting was held the week we went to Plymouth. They elected a new slate. Larry will contact Brian Walker from Global to find out more about what happened at the meeting.

#### **NGWA**

Larry attended the NGWA convention in Vegas. He received a letter from the ground water association that the suppliers were happy (vendors). It seemed to be a pretty good crowd but they were bragging about how good attendance was: 1300 manufacturers there and 1800 drillers in attendance; 300 exhibitors (most had 3 behind booth).

#### **Driller Certification**

Tom Ruda mentioned that NDA needs to get someone different to chair the Training Committee; Tom is out of the loop for most part – he can contribute knowledge but to manage the committee is difficult. Tom mentioned that there was discussion to put more exams online and he has no problem with that. He said that if we are serious, maybe we should consider putting them all on line. He also brought up that it was discussed that the answers should be brought in line with the manual.

Dan mentioned that we need materials for the in-class Senior Driller Certification training. We need the outline and photos so J&M can put them into PowerPoint. We have to have enough people who have passed the three exams and

we will shoot toward this convention for holding a class. As a group, we need to approve the program. **ACTION ITEM:** Larry will get the committee on a conference call. Dan will participate as well.

### **Insurance**

Larry looked into working with another insurance broker. Gallagher is very interested in working with our association as they work with many drilling companies now. They are the 4<sup>th</sup> largest brokerage in the world and say they have more drillers than any other company in the world and more than 150 drillers in their Albany office alone. They are not allowed to give incentives as that is against the law. They are very familiar with NDA and they would be willing to come to Denver to make a presentation if we are interested. Rob asked if they would come out and do safety presentations and sponsor items. Larry said they are very hands on and will do safety presentations at every conference and sponsor as well. They insure Lenny Rexrode's company. They would be purchasing ads in *Drill Bits* just like other vendors. We should have them pay membership dues. We will invite them to the Denver meeting to make a presentation and allow them approximately 30 to 45 minutes.

There are 62 to 70 drilling contractors in the West that are not members of the NDA. We want to expose minerals exploration companies and geologists to NDA, which is why Dan wanted to attend SME.

### **Sponsorships**

The board received a draft of a sponsorship program in their board packets. Dan asked what would be a good committee to assign this to. It was decided that it would be best to handle it by e-mail with a small group that can look at it and suggest prices for the different sponsorship levels. David Neibert, Dennis Duty, Rob Caho and Tom Ruda volunteered to be a part of the group along with J & M. The draft can then be cleaned up and presented again to the board. **ACTION ITEM:** Report to the board at the May board meeting after the committee meets.

### **Exhibits**

- SME, February 24-27, 2013 – Denver
- FGWA, Orlando May 2-4 2013
- Canadian Diamond Drillers Association CDDA. May 5-7, 2013 in Victoria BC, no exhibitor fees yet—Dan will try to attend
- Jubilee, June 22-24, Virginia Beach—NDA will not attend this year. When it goes back to Myrtle Beach in 2014, NDA will consider exhibiting again.
- September 9-13, 2013, Highway Geology Symposium, New Hampshire
- September 9 – 14, 2013, AEG, Seattle, Washington
- Central Pennsylvania Geotechnical Conference - This is an ASCE Event  
400 Attendees - Hershey, PA (no date yet)
- DFI's 38<sup>th</sup> Annual Conference on Deep Foundations - JW Marriott Desert Ridge - September 25-28, 2013, Phoenix, AZ
- Ohio Transportation Engineering Conference - This is an Ohio Department of Transportation Event October 22-23, 2013 - 2800 Attendees – Columbus—Tim Augustine mentioned that this is a big event every year.

### **Next Board Meeting**

Sunday, February 24, 2013, Denver

Friday, May 3, 2013 – 7:30 to 2:00 PM, Orlando

Thursday, October 17, 2013, Orlando (NDA Convention)

Adjourned at 4:45 PM EST