

MHA – Annual Meeting
 Executive Director’s Report
 4/19/2011

1. Membership as of 4/6/11

2011	102 Full	51 Associate	153 Total Members to date
2010	118 Full	49 Associate	167 Total Members
2009	101 Full	44 Associate	145 Total Members
2008	98 Full	36 Associate	134 Total Members
2007	92 Full	33 Associate	125 Total Members

At the present time, 20 Full voting members did not renew membership and 27 Associate members did not renew.

2. Annual Meeting Attendance

2011 – 105
2010 – 121
2009 – 100
2008 - 65
2007 – 68
2006 – 74

3. Bookstore to date in 2011 and to AGM date in previous years.

<u>2011</u>	<u>2010</u>	<u>2009</u>	<u>2008</u>	
39	58	66	71	Orders filled to April 6 th
\$107.30	\$130.62	\$165.42	197.60	PayPal Fees to April 6 th
\$3058.10	\$4032.78	\$4694.78	\$5354.40	Deposited from PayPal
\$ 190.85	\$274.20	\$373.20	\$320.74	Postage/Handling

In 2011 we signed up with Amazon to handle two books from the MHA bookstore. MHA gets a commission from the sales of these books. The sales through Amazon are not reflected in the above figures. To date, here are the commission checks:

February	\$18.56
March	<u>\$21.82</u>
	\$40.38

The MHA portfolio continues to be the #1 item sold in the bookstore.

2011	39 sales to date	35 portfolios	90% of sales
2010	131 sales/yr	86 portfolios	66% of sales
2009	211 sales/yr	138 portfolios	65% of sales
2008	409 sales/yr	119 portfolios	29% of sales

4. Executive Director Report on World of Concrete Show and HPBA Expo

I attended the **World of Concrete Expo** in Las Vegas, NV in January. MHA was approached and asked to demonstrate building a masonry heater. A very large discount was given to MHA and the end cost was \$1000 to rent 2 large spaces. Under the leadership of Jerry Frisch and Jim Frisch, the materials list was put together and a call went out for volunteers. The following people participated in demonstrating the building of a Contraflow:

Steve Bushway
Derek Frisch
Jerry Frisch
Jim Frisch
Pat Frisch
Matt Helicke
John McDougall
Jeff Ownes

Summary: In my opinion, the location of the build could have been much better. There is no way we could have a count of the number of people who stopped by and asked questions. It probably was well over 100. However, the majority of people asked pertinent questions and showed a genuine interest in masonry heaters. Management suggested that MHA return and build more than one heater. They suggested that they could use it as continued education credits for their certification program, which would draw a lot more people. **Recommendation:** Whether MHA decides to go back or not would depend upon 3 conditions.

First, cost (more space more money?)

Second, location (must be better than 2011).

Third, volunteers (without volunteers it's impossible to even consider).

This summer we should start communicating with the Expo and negotiate costs. This will need to be a board decision at some time in the future.

I also attended the **Hearth Products & Barbecue Association Expo** in Salt Lake, City. My attendance there is primarily to attend meetings with HPBA and the EPA. It also gives me an opportunity to speak with other associations and businesses. In addition to attending the Masonry Caucus meeting and the ASTM meeting, I also attended a couple educational meetings. **Summary:** In my opinion, in order for MHA to be recognized as an industrial trade association, attendance is critical. Having MHA at the table and having a vote is important on many levels. And being able to speak with other administrators and directors from other associations is very helpful. **Recommendation:** I recommend that MHA continue to have a presence at the HPBA Expo. Whether the board decides to send the director and/or a board member will have to be decided on the board level.

World of Concrete Expo
HPBA Expo

Jan. 24 – 27th, 2012
Feb.29 – March 3rd, 2012

Las Vegas, NV
Atlanta, GA