



2019 CEMA ANNUAL MEETING

MEETINGS COMMITTEE

La Quinta Resort & Club, La Quinta, CA

Saturday, March 30, 2019

MINUTES

1. Call to order and introductions.

Chairman Jerry Heathman called the meeting to order at 7:00 am on March 13, 2019. A roll call was taken. The following were present:

Jerry Heathman, Chantland Pulley & Roller Company
Garry Abraham, Screw Conveyor Corporation
Dan Fannin, Regal Beloit America, Inc.
Mike Stegmann, Boston Gear/Bauer Gear
Michael Hoehn, Automatic Systems, Inc.
Johnny Wheat, 4B Components Ltd.
Karen Lampart, CEMA

Bill Pugh, Ralphs-Pugh Co., Inc.
Casey Pugh, Ralphs-Pugh Co., Inc.
Andy Solis, Cohen & Grigsby, P.C.
Kevin Guay, NHI
Zac Erin, NHI
Robert Reinfried, CEMA

2. The minutes from September 18, 2018 meeting were approved.

3. Future Meetings.

- a) 2019 Engineering Conference - June 23-26. LaPlaya Beach & Golf Resort, Naples, FL. (\$194)
- b) 2019 Fall Meeting - September 17-18. Hilton Chicago O'Hare Airport, Chicago, IL. (\$205)
- c) 2020 Annual Meeting - March 6-10. Naples Grande Beach Resort, Naples, FL. (\$329)
- d) 2020 Engineering Conference - June 14-17. LaPlaya Beach & Golf Resort, Naples, FL. (\$199)
- e) 2020 Fall Meeting - September 22-23. Hilton Chicago O'Hare Airport, Chicago, IL. (\$219)
- f) 2021 Annual Meeting - March 12-16. The Scottsdale Resort at McCormick Ranch, Scottsdale, AZ. (\$315)

No contract for the 2021 Fall Meeting yet. Discussion on other possible locations for this meeting.

Chicago still seems to be the most convenient location. Will recommend to the board for contract for 2021.

The Scottsdale Resort at McCormick Ranch is a new property for us.

4. 87th Annual Meeting Discussion

We will be distributing a mini survey regarding holding the Spring meeting in the East vs. the West, during the Unit & Bulk Section meetings.

Alan Beaulieu is still a favorite. His price keeps increasing. He is more expensive on the weekend and First-Class airfare is required.

We will be speeding up the awards so that the band can start early.

5. Future Meetings Program Discussion

- **Content** – what can we do so people can see the value in the meetings? The Annual Meeting is really a meeting for the upper leadership of companies. Need to find a balance – a lot of consolidation in the market – leadership divided between associations. Content needs to be geared towards them.
- **Less spouses coming the meetings** – The fee we charge for spouses does not cover the cost. Companies not covering the spouses. More spouses are working and not able to take the time off or prefer a family vacation and not a working vacation. Spring breaks interfering. Survey the spouses about what would entice them to attend. If the spouse attendance continues to diminish – danger of becoming a gentleman’s golf club. The spouses help to create the relationships.
- Changing dynamics in the people attending.
- Pickup in Florida is always better than the West coast.
- In 2016, room pick up at La Quinta was about the same as 2019 but meal counts this year are down about 8% (less spouses).
- We are much later this year. ProMat and other trade shows going on as well as spring break.
- Las Vegas always discussed but would anyone show up in the meetings?
- South Florida prices expensive for the Spring meeting. North Florida weather not predictable.
- Survey had indicated that many people did not like when we had the meeting in Miami.
- March seems to be better weather. February too cold. April too late and warm. Easter needs to be factored in.
- La Quinta needs some work. Maybe another property in the area.
- Alan Beaulieu contracted for 2020. Need potential presenters for 2021. The nice thing about Alan is that we are able to compare to the previous years.
- Need topics for Monday during the joint bulk/unit section meeting. People suggest topics but no one wants to present. Have to consider more of a younger generation attending. Survey for speakers instead of topics. Do we want to continue with Alan or go in another direction? Not another economist – completely different direction. Motivational speaker?
- Also struggle with ideas for entertainment

6. Meeting was adjourned at 7:55 am

Respectfully submitted,
Karen Lampart