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First Arriving

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★ PEWTER LEVEL ★





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2022 Fall Meeting

CALL TO ORDER

Oran McNabb



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2022 Fall Meeting

INVOCATION

Philip Gerace



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OPENING REMARKS

Meeting Participation Requirements

- **Robust Agenda**
 - Q&A Encouraged
 - Cell Phones Silent Please
- **WIFI Access - We have it!**
- **Poll Everywhere**



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2022 Board of Directors



Past President – Andrew Lingel
United Plastic Fabricating, Inc.



President – Oran McNabb
AMDOR, Inc.



Vice President – Bert McCutcheon
Ferrara Fire Apparatus



Treasurer – Gary Pacilio
E-ONE, Inc.



Secretary – Ron Truhler
H.O. Bostrom Company, Inc.



Director-at-Large – Jason Darley
Darley



Director-at-Large – Bill Doeblér
HME Ahrens-Fox



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New Member Companies Since the 2022 Spring Meeting

- Rebel Strike (June)
- Vengeant Apparatus (August)



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19 FIRST-TIME ATTENDEES

James Allen	Apparatus Equipment & Service, Inc.
Will Arbus	Apparatus Equipment & Service, Inc.
Landon Moffat	BME Fire Trucks, LLC
Kevin Sofen	Darley
Dale Katz	E-ONE, Inc.
Chris Martin	Elkhart Brass Mfg. Co., Inc.
Kevin Schumm	EZ Trac AWD
Tim O'Brien	Firecom
Jeremy Agulnek	HAAS Alert
Chelsea Lassen	HiViz Lighting, Inc.

Justin Swan	IMMI
Andrew Simonds	Kochek Company, LLC
Kim Walton	PPG Industries
Jim Kurila	Pro Poly of America, Inc.
Matthew Brady	Rebel Strike, LLC
Karl Lee	Rebel Strike, LLC
Allison Niendiek	Rosenbauer America, LLC
Brenten Walker	Soundoff Signal
Steven Phelps	Sutphen Corporation



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ROLL CALL

Ron Truhler



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NOTICE OF MEETING

April 22, 2022

Ron Truhler



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REVIEW & ENTER MINUTES

Ron Truhler



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ANTI-TRUST / NON-DISCRIMINATION POLICY

Jim Juneau



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SELF-INTRODUCTION OF MEMBERS

THANK YOU 2022 SPONSORS



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NOMINATING COMMITTEE REPORT

Steve Toren
Curt Ignacio

Board Liaison: Andrew Lingel



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Committee Members

- Steve Toren - Chair
- Curt Ignacio – Vice Chair
- Andrew Lingel – Member / Board Liaison



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Activities

- Manage Nomination process
- Identify candidates for 2023 Board positions
- Identify candidates for consideration in future years



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Committee Annual Objectives

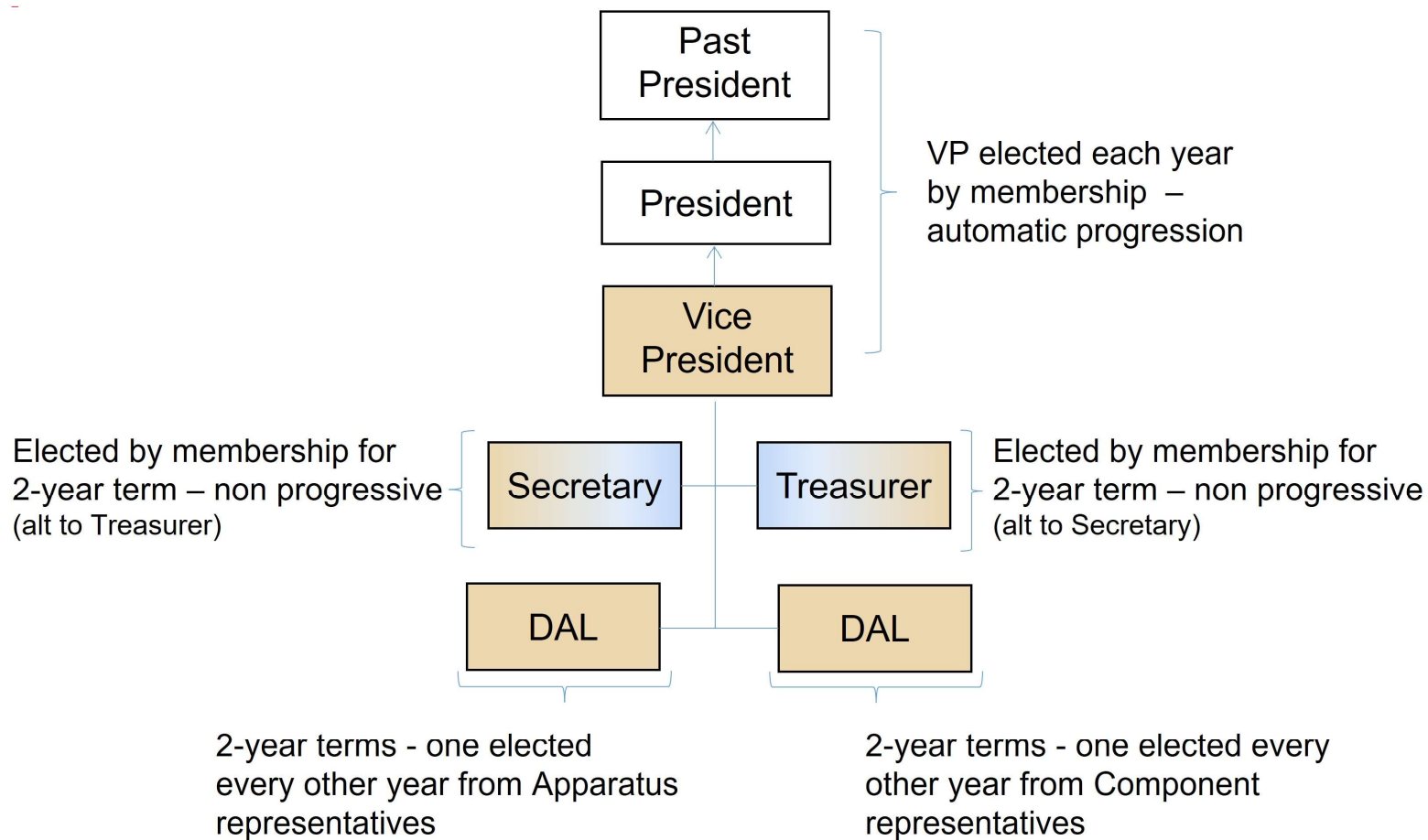
Publish Nomination Call	April 30, 2022
Identify and contact candidates for 2023 board positions	May 15, 2022
Prepare template for Slate of Nominees	June 30, 2022
Finalize slate of 2023 candidates	July 15, 2022
Publish slate of 2023 candidates	30 days prior to Fall Meeting
Presentation of Process and Slate	2022 Fall Meeting
Call for Nominations from the Floor	
Election of 2023 Officers	



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Board Structure

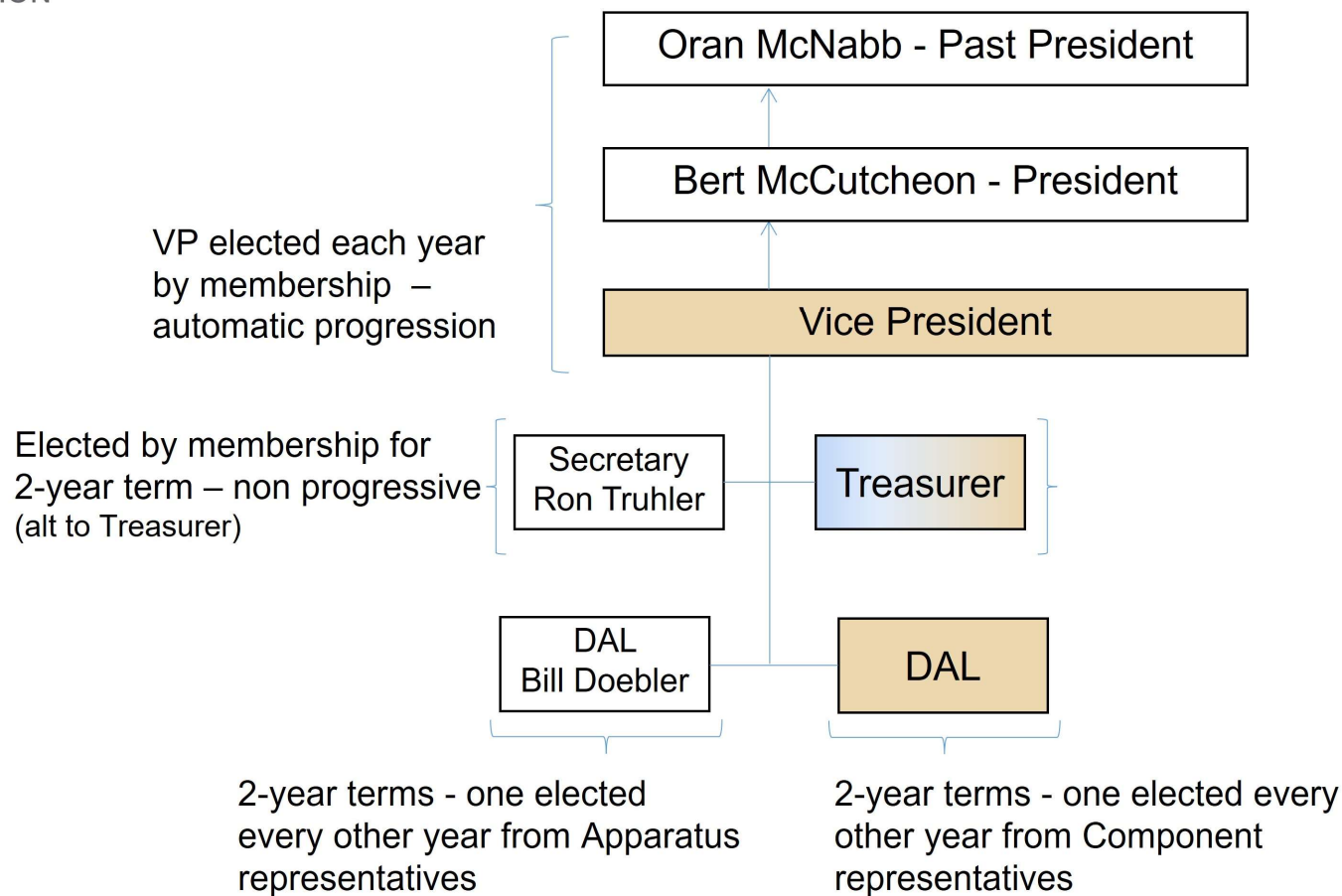




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2023 Board Positions





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2023 Open Board Positions

Vice President

3-year Auto-Progression

Treasurer

2-year Position

DAL – Component

2-year Position



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2022 Fall Meeting

2023 Board Nominations

Vice President

Jason Darley

Treasurer

Gary Pacilio

Director-at-Large
(Component)

Three Candidates:

Melissa Dobbs

David Williamson

Jason Witmier



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Candidate Qualifications

- Qualified representative of a member company who has previously served in a leadership position within the association as a committee or subcommittee chair, co-chair, vice-chair, or similar leadership role,
- Board of Directors is empowered to determine the qualifications of candidates seeking election to the Board
- Nominees for Vice President must have 2-years service on Board of Directors.



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- **Nominations from the Floor**
Open to any and all member representatives who meet the qualifications



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Questions/Comments



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2022 Fall Meeting

2023 Board of Directors Election

Jerry Halpin



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2023 FAMA BOARD OF DIRECTORS
FAMA MEMBERSHIP MEETING
SALT LAKE CITY, UT

ELECTION BALLOT

Please mark your selections clearly with an **X** in the space to the right of the name and vote for only **ONE** candidate per category.

Office of Vice President: (automatic progression to President and Past-President in subsequent years)

JASON DARLEY, Darley _____

Floor Nominations: (Please print clearly) _____

Office of Treasurer: (2-year term)

GARY PACILIO, E-ONE, Inc. _____

Floor Nominations: (Please print clearly) _____

Board Member – Director-at-Large (Component): (2-year term)

Please mark your selections clearly with an **X** in the space to the right of the name and vote for only **ONE** candidate per category.

MELISSA DOBBS, IMMI _____

DAVID WILLIAMSON, Sam Carbis Solutions _____

JASON WITMIER, United Safety & Survivability _____

Floor Nominations: (Please print clearly) _____

2022 Fall Meeting

Election Ballot

- One ballot per every attending member company.



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2022 Fall Meeting



Questions/Comments



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TREASURER'S REPORT

Gary Pacilio



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2021 Financial Report

FIRE APPARATUS MANUFACTURERS ASSOCIATION
STATEMENT OF FINANCIAL POSITION – MODIFIED CASH BASIS
FOR THE YEAR ENDED DECEMBER 31, 2021

ASSETS

2021

CURRENT ASSETS

Cash	\$708,150
Prepaid Expenses	<u>\$65,500</u>
Total Assets	<u>\$773,650</u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Deferred Revenue	\$178,540
------------------	-----------

NET ASSETS

Unrestricted	<u>\$595,110</u>
--------------	------------------

Total Liabilities and Net Assets	<u>\$773,650</u>
----------------------------------	------------------



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Balance Sheet

	As of Sep 12, 2022	As of Sep 12, 2021 (PY)
ASSETS		
Bank Accounts		
BOA Bill Pay	4,885.18	3,912.89
BOA Operating	451,630.25	385,905.20
BOA Reserve	215,480.96	215,393.49
BOA Surplus	105,332.77	122,461.90
Total Bank Accounts	\$ 777,329.16	\$ 727,673.48
1600 PrePaid Meeting Deposits	21,000.00	42,500.00
Total Other Current Assets	\$ 21,000.00	\$ 42,500.00
TOTAL ASSETS	\$ 798,329.16	\$ 770,173.48
LIABILITIES AND EQUITY		
FAMA Prepaid Meeting Registration Fees	0.00	57,325.00
Prepaid Meeting Sponsorship Fees	0.00	15,250.00
Total Liabilities	\$ 0.00	\$ 72,575.00
Equity		
Retained Earnings	595,110.11	611,280.75
Net Income	203,219.05	86,317.73
Total Equity	\$ 798,329.16	\$ 697,598.48
TOTAL LIABILITIES AND EQUITY	\$ 798,329.16	\$ 770,173.48



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Profit & Loss - Income

	Jan 1 - Sep 12, 2022	Jan 1 - Sep 12, 2021
Income		
Advocacy Sponsorship (Clarion)	45,000.00	
Dues	224,400.00	224,406.00
GAC Donation	23,250.00	
Hill Day	2,328.75	275.00
Meeting Fees (Fall)	40,050.00	36,015.00
Meeting Fees (Spring)	69,635.00	
Meeting Sponsors (Fall)	19,895.00	15,745.00
Meeting Sponsors (Spring)	38,250.00	
Scholarship Sponsor	5,000.00	
Services	19,304.07	
Technical Cmte (Sponsors)	10,000.00	
Technical Safety Guide	29,002.00	
Total 130 INCOME	\$ 526,114.82	\$ 276,441.00
BofA Merchant Svcs Reward	262.18	227.94
Interest - BofA - Reserve	86.13	71.68
Interest - BofA - Surplus		40.76
Total Income	\$ 526,463.13	\$ 276,781.38



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Profit & Loss - Expenses

Expenses	Jan 1 - Sep 12, 2022	Jan 1 - Sep 12, 2021
Accountant Fees	2,542.50	2,425.00
CFSI (Annual)	3,750.00	
Newsletter	4,400.65	8,023.20
Annual Fees (Corp)	291.75	294.50
Awards/Recognition	356.22	74.90
Bank Fees	6,373.66	5,986.24
Board Meetings/Retreats	7,873.28	2,291.54
Education-Scholarship	6,537.20	5,000.00
Governmental Affairs - US	30,528.77	34,025.00
Hill Day Fees	1,800.00	
Insurance Premiums	2,003.00	1,807.00
Legal	9,652.40	7,350.00
Management Fees	56,750.83	54,077.47
Marketing/PR	21,210.29	47,942.51
Member Meetings (Fall)	250.00	551.25
Member Meetings (Spring)	139,275.69	3,140.00
Membership Recruitment	3,408.95	
Office	6,094.84	5,793.92
Statistics Program	2,152.50	9,489.15
Technical	12,514.84	
Travel - Administrative	5,476.71	2,181.31
Total Expenses	\$ 323,244.08	\$ 190,463.65
Net Operating Income	\$ 203,219.05	\$ 86,317.73



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Budget vs. Actuals Jan – Dec 2022 Income

Income	Actual	Budget
Advocacy Sponsorship (Clarion)	45,000.00	45,000.00
Cash from Surplus		17,175.00
Dues	224,400.00	219,300.00
GAC Donation	23,250.00	20,000.00
General Funds		2,000.00
Hill Day	2,328.75	1,000.00
Meeting Fees (Fall)	40,050.00	30,000.00
Meeting Fees (Spring)	69,635.00	64,575.00
Meeting Sponsors (Fall)	19,895.00	20,000.00
Meeting Sponsors (Spring)	38,250.00	37,250.00
Scholarship Sponsor	5,000.00	5,000.00
Services	19,304.07	5,000.00
Technical Cmte (Sponsors)	10,000.00	5,000.00
Technical Safety Guide	29,002.00	25,000.00
Total 130 INCOME	\$ 526,114.82	\$ 496,300.00
BofA Merchant Svcs Reward	262.18	200.00
Interest - BofA - Reserve	86.13	100.00
Interest - BofA - Surplus		100.00
Total Income	\$ 526,463.13	\$ 496,700.00



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Budget vs. Actuals Jan – Dec 2022 Expenses

Expenses	Actual	Budget
Accountant Fees	2,542.50	5,500.00
CFSI (Annual)	3,750.00	12,000.00
Education-Grant Fund		5,000.00
Newsletter	4,400.65	8,500.00
NFFF (Annual)		2,500.00
Annual Fees (Corp)	291.75	300.00
Awards/Recognition	356.22	200.00
Bank Fees	6,373.66	7,000.00
Board Meetings/Retreats	7,873.28	11,000.00
Education-Scholarship	6,537.20	9,000.00
Governmental Affairs - US	30,528.77	45,000.00
Hill Day Fees	1,800.00	2,000.00
Insurance Premiums	2,003.00	1,800.00
Legal	9,652.40	12,000.00
Management Fees	56,750.83	75,000.00
Marketing/PR	21,210.29	25,000.00
Member Meetings (Fall)	250.00	80,000.00
Member Meetings (Spring)	139,275.69	130,000.00
Membership (Plaques)		1,500.00
Membership Recruitment	3,408.95	
Office	6,094.84	7,500.00
Statistics Program	2,152.50	40,000.00
Technical	12,514.84	7,000.00
Travel - Administrative	5,476.71	8,500.00
Total Expenses	\$ 323,244.08	\$ 496,300.00
Net Operating Income	\$ 203,219.05	\$ 400.00



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2022 General Comments

- Financials are in good shape
- Final Quarter should be pretty much on budget with larger expenses due to fall meeting
- Budget vs. Actuals – Everything tracking nicely to budget.



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2022 Fall Meeting



Questions/Comments



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2025 SPRING MEETING LOCATION

Paddy Cahill



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Planning Committee Proposal

California Dreaming – Option A

The Westin Rancho Mirage Golf Resort and Spa – Rancho Mirage, CA (Marriott Property)

- **2013 FAMA Spring Meeting Site**
- **Peak Palm Springs Season and Desert Weather**
- **500+ Room Property – Renovations 2021-22**
- **On-site Golf Course with Mountain views**
- **Proposed Dates: March 1-5 – Rate: \$265/night**
- **Large Meeting Area**
 - **Palm Springs Airport – 15 min / 6 miles**
 - **LAX – 2.5 hr / 130 miles**





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Planning Committee Proposal

California Dreaming – Option B

The Zachari Dunes – Oxnard, CA (Hilton property)

- **New Name and complete \$40 mil renovation 2022**
- **On Beach**
- **5 Golf courses within 5 miles**
- **250+ Room Property**
- **Proposed Dates and Rates:**
 - **February 22-25 – Rate: \$269/night**
 - **March 8-11 – Rate: \$279/night**
 - **March 15-18 – Rate: \$294/night**
- **Large Meeting Area**
 - **LAX – 58 miles south off Pacific Coast Highway**
 - **Santa Barbara Airport – 39 miles north**





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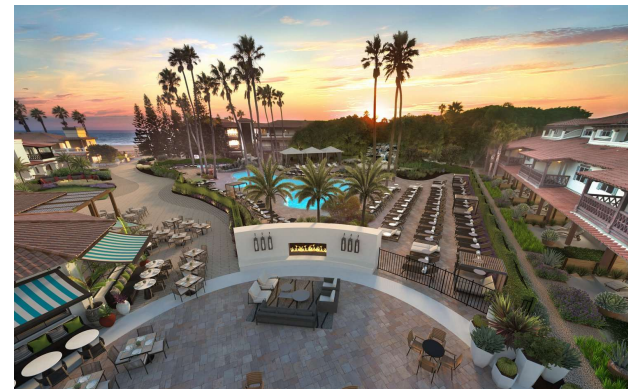
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2025 Spring Meeting

Vote Tomorrow

Choice A – Westin Rancho Mirage
Rancho Mirage, CA

Choice B – Zachari Dunes
Oxnard, CA





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EDUCATION – SCHOLARSHIP COMMITTEE REPORT

Lou Milanovich
David Williamson

Board Liaison: Gary Pacilio



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Phillip L. Turner Scholarship Report

SCHOLARSHIP OVERVIEW:

FAMA is offering one (1) \$5,000 scholarship to a full-time sophomore, junior or senior student enrolled in a four-year **Fire Protection Engineering or Fire Administration** degree program or enrolled in a full-time master's degree program in Fire Protection Engineering or Administration at an accredited four-year university or college located within the United States or Canada. Valid degree programs for the FAMA Scholarship are based on traditional classroom learning.

The 2023 application is posted on the FAMA web site.

<http://www.fama.org/about-fama/scholarships/>



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2022 Phillip L. Turner Scholarship Report

Sincere Thank You to Our Sponsors

The Phillip L. Turner Scholarship is awarded annually by FAMA and has been sponsored since 2009 by FAMA member Akron Brass Company.





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2022 Phillip L. Turner Scholarship Report

**The Committee reached out to the following 14 colleges
to promote and increase awareness of the scholarship.**

Bowling Green State University
Columbia Southern University
Eastern Kentucky University
Indiana University
LSU FETI
Oklahoma State University
Texas A&M

University of California, Santa Cruz
University of Illinois
University of Maryland
University of Nebraska
University of Northern Iowa
University of Wisconsin - Oshkosh
Virginia State Firefighters Association



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2022 Phillip L. Turner Scholarship Award Recipient



Andrew Tivadar
2022 Phillip L. Turner Scholarship
Recipient
University of New Haven

Fire Apparatus Manufacturers' Association



The Fire Apparatus Manufacturers' Association, in association with
Akron Brass Company and Hale Products hereby awards to:

Andrew Tivadar

the 2022 Phillip L. Turner Fire Protection Scholarship
for outstanding achievement while attending

University of New Haven


Oran McNabb, President
FAMA Board of Directors
www.fama.org

August 3, 2022

 **AKRON**
BRASS COMPANY
 **HALE**
FAMA Scholarship sponsor since 2009.

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2022 FAMA Scholarship Award Recipient



Elliot M. Paisner II
2022 FAMA Scholarship Recipient
University of Maryland

Fire Apparatus Manufacturers' Association



The Fire Apparatus Manufacturers' Association hereby awards to:

Elliot M. Paisner II

the 2022 FAMA Scholarship
for outstanding achievement while attending

University of Maryland

August 5, 2022


Oran McNabb, President
FAMA Board of Directors
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2023 Phillip L. Turner Scholarship Report

REQUIREMENTS FOR CONSIDERATION:

- Applicant must be a full-time sophomore, junior or senior student currently registered in the upcoming school year.
- Applicant must be enrolled in a four-year fire protection engineering program at an accredited university or college located within the United States or Canada and requires traditional, in-person classroom learning.
- Or applicant must be enrolled in a full-time master's degree program in fire protection engineering or administration.

2023 DEADLINES AND DATES:

- Application Period: September 1, 2022 to June 1, 2023 (Close Date: 6/1/23)
- Application Evaluation Period: June 15 to July 15, 2023
- 2023 Scholarship Recipient Announced and Awarded by: August 15, 2023



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Questions/Comments



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Breakout Sessions

Jerry Halpin



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MEETING SUSPENDED