**PALICA BOARD OF DIRECTORS MEETING, February 23, 2023, State College PA**

**Members Present:** Ron Roncaglione, Richard Cottrell, Justin Hoover, Dan Micsky, Barry Mutzabaugh Jr., David Cottrell, Steve Latimer, Joe Greco

**Absent:** Gary Theuret, Chris Moore,

**Others Present:** Cassie, Evelyn and Trish Cottrell, Crystal Mutzabaugh, Cathy Hoover, John Francese, National LICA President Chris Wagner, Lawrence & Nancy Micsky

* The Pledge of Allegiance was said and roll call was taken.
* Motion to approve minutes made by Justin Hoover, seconded by Joe Greco, all were in favor, motion passed.
* **Officers Reports:** Barry Mutzabaugh said he’d comment throughout, Jeremy Pruskowski and Chris Moore were absent, Ron Roncaglione had no report.
* **Executive Directors Report** – Joanie reported on the financials and the newly created budget.  Said we were on target to hold expenses in check as long as we continue to grow the membership as that's our biggest source of income.  Income generated from other avenues such as sponsorships and advertising is down this year as seems to be the case LICA wide according to other chapters.  We'll need to watch what we commit to doing where there are costs concerned just to be able to stretch our money over the year - the educational funding we get from Prins/UFG is an unknown figure but will affect the budget if it comes in much lower than the average $10K we've received over the past few years.  The other unknown was how much this convention was going to cost PALICA due to many new members attending for the first time at no cost to themselves.  We do have the largest number of associates attending this year so their registration fees should help offset some of the costs. Joanie covered the Convention agenda for the weekend.
* **Committee Reports**:
* **Associates:** Joe working on Erie venue for a DOT event.  Patriot Pull, which is a tractor-pull event, will take place on 6/30 & 7/1 in Sandy Lake, PA and we will have a booth as a non-profit.
* **Scholarships:** Evelyn spoke about the need for people to apply for scholarships as well as the awards that get presented at the convention – asked those in attendance to consider nominating others.
* **Education & Safety:** Ron Roncaglione spoke about a personal experience with having an employee who got buried in a trench cave in – his employee was able to get out from under the dirt but a municipal employee had to be pulled out of the 4’ hole. OSHA says you don’t need a trench box for 4’ and under but he will be using one the next time he digs. He reported there were 22 deaths in the first half of 2022 according to Equipment World magazine.
* **Legislation & LRP:** Dan Micsky encouraged everyone to contact their legislators and be vocal about any issues you're dealing with.
* **Insurance:** Joanie working with Selective insurance branch (Smathers in Clarion) regarding creating a new insurance program based off of the old 10% discount.  Looking for directions on how that comes to be a benefit for PALICA and then put it on paper, get word out to agents in PA and have oversight with PALICA and who their point person will be. etc.  She'll keep everyone updated.
* **Membership:** Joanie shared we have 108 members currently with PALICA - had 18 drops in November and only gained 8 new members in 2022.  Barry is working on events that will drive membership numbers up throughout the rest of this year.

Barry spoke on new marketing postcards that can be used in place of large membership packets at events where people just want something to put in their pocket when at events where they walk around. The new PALICA shirts were also discussed and shown to board with our logo on the front and the convention associates that are attending listed on the back.  We'd like to see if the associate members would be interested in a sponsorship program where their names get listed on a new batch of shirts based on sponsorship levels contributed and they will also get at least 1 shirt for themselves. Anyone working a membership event will get one and can be used for giving out to new members at Convention time.

* **On-Site**: Dan working on DEP relationship and was able to get them to attend our convention and will put on a session tomorrow.

**OLD BUSINESS:**

* Barry gave an update on Camp Freedom along with David Cottrell - passed around pictures.

**NEW BUSINESS:**

* Dan spoke on fairs being events we can investigate to find contractor-type potential members.
* Joe Greco motioned to continue looking at the process of attending local fairs and asking for local help. Lawrence seconded, all in favor, motion carried.  It was mentioned that you need outgoing members to man booths at events, not just bodies in a seat because that doesn't always engage potential contractors.  It was mentioned to look at using wives of contractors as well.

**Motion to adjourn by Justin Hoover, seconded by David Cottrell, all were in favor, meeting adjourned at 4:30pm and went right into the Annual Meeting.**