MDNA Board Report
January 26, 2014
Distribute & Discuss

Staff Report
Mark Robinson presented the Staff Report and the Good and Welfare Report and President Shuster welcomed Kim Khoury back.

Next Generation
Chairman John Greene announced that two more companies were accepted as Premier Vendors:

Baytree Financial Group
721 N. McKinley Rd., Lake Forest, IL 60045
Phone: 847-283-7264
Email: egustin@baytreebank.com
Website: www.baytreebank.com
Principal(s): Eric Gustin
Established: 2000
Sponsors: Arlington Plastic Machinery; Perfection Machinery Sales Inc.
Specialty: Operating as a direct lender (not a broker!) Baytree Financial Group provides businesses across America with a broad array of competitively priced equipment financing options including $1 purchase option and FMV leases, deferred payment leases, seasonal payment plans, and our unique Bridge Lease designed to provide up to 6 months for a customer to decide how to pay for equipment after they take delivery of the equipment. We offer no cost, no obligation, payment quotes.

Bentley World Wide
4080 N. Port Washington Road, Milwaukee, WI 53212
Phone: 414-967-8000
Email: info@bentleywp.com
Website: www.bentleywp.com
Principal(s): Tom Bentley III
Established: 1942
Sponsors: Arnold Equipment; Portage Packaging
Specialty: Bentley World Packaging has been in operation since 1942. We are custom packaging solutions, globally focused, and regionally positioned. With 15+ locations and 1.75 million square feet of facility space within Wisconsin, Ohio, Pennsylvania, and operations in the port cities of Baltimore, Maryland and Charleston, South Carolina. Bentley is among the largest export and specialty packaging firms in the United States.
Services include:
• Commercial Export and Domestic Packaging
• Military Packaging
• Package Engineering
• Distribution
• Warehousing
• On-site Packaging
• Large Project Cargo Handling
• Reusable Crates
• Import Supply Chain Solutions

Public Relations
Chairperson Melissa Engelhart, presented and the Board approved the 2014-15 PR Budget. The PR Committee announced that it would be promoting the MDNA in two Canadian focused publications, Steel Marketplace and Clue Machinery.

MDNA will also be participating in two trade shows this year.
USETECH in Cologne, Germany, May 5-7 and the IMTS Show in Chicago September 8-13th.
Convention
The 2014 MDNA Annual Convention will be held at the JW Marriott Resort in Scottsdale, Arizona on April 24th-27th. Committee meetings will be April 22 and 23. The rate is $249 and each room receives a $20 per day voucher to be used at any of the outlets on property.

Governmental Affairs
Chairman Terry Lashin discussed the New Tax Laws for 2014 for businesses. He encouraged all members to write to their representatives in Washington about the increased expensing limits that have been favorable to our industry that have ended and need to be reinstated.

Chapter Leadership
Second Vice President Joe Lundvick, CEA, reported that the Chapter Leadership Committee invited new and future chapter leaders to attend a Leadership Summit that took place just prior to the WWTP. This event was by invitation only and all chapter chairmen were contacted to identify meeting candidates. We had fifteen people attend the summit and we took them through topics that included: the history of the Association, leadership structure, membership procedures, chapter meeting protocol, leading a successful meeting and member benefits.

Seminars
First Vice President Kim Khoury reported that Programming for the 2014 Convention is well into the planning stage. Our planned seminar topics include:

• Social Media; how to take your business to “Infinity and Beyond” – focusing on LinkedIn and other sites that lend themselves to doing business
• Trucking A-Z: How to load a machine, how to photograph a machine on the truck, how to avoid liability, how to assist the driver and the rigger, your responsibility, etc.
• Networking Boot Camp; Keys to successful networking, your Elevator Speech and overcoming the fact that no one really cares what you do or sell. We will put into practice the techniques discussed in our own version of “Speed Dating” MDNA Speed Deal Making
• AMEA Entertaining and Educational
• Current trends, tools, techniques, hardware and software to take and utilizing inspection photography and videography.

Membership
Chairman Ed Krause presented the following applications for membership:

the following new members were approved:
Canadian Measurement Metrology Inc. (Regular, Canadian)

the following resignation was accepted:
Fabricating Machinery Solutions Inc. (Regular, Canadian)

Ownership Change:
LiquiTec Industries, Incorporated/AccuVal Associates is now owned by Richard Schmitt. David (Andy) Gronik no longer has ownership.

MDNA Austin D. Lucas Scholarship Fund
President Kristine Conroy reported a current Schwab account balance of $2,081,097. She announced that the fund raiser will be a raffle to be awarded at the convention in April, where the Austin D. Lucas Scholarship Fund will be celebrating its 30-year anniversary. She announced that the Trustees are considering publishing a cookbook of family recipes as a new fund raiser.