NASTT’s 2019
Annual General Meeting
Chicago, IL

Sunday, March 17, 2019
1:00 PM to 2:00 PM
ANNUAL GENERAL MEETING AGENDA

• Call to Order (1:00 PM) – Craig Vandaelle
• Chair’s Report – Craig Vandaelle
• Vice Chair’s Report – Alan Goodman
• Executive Director’s Report – Mike Willmets
• Treasurer’s Report – Mike Davison
• Secretary’s Report – Joe Lane
• 2019 No-Dig Show Report – Cindy Preuss
• Questions from the Membership
• Adjournment (2:00 PM)
2019 NASTT Officers

Craig Vandaelle, Chair & International Representative
Michels Tunneling and Michels Corporation

Alan Goodman, Vice Chair
HammerHead Trenchless Equipment

Joe Lane, Secretary
Aegion Corporation

Mike Davison, P.Eng., Treasurer
Aqua-Pipe Division, Sanexen Environmental Services Inc.

Matthew Wallin, P.E. – Officer-at-Large
Bennett Trenchless Engineers

Frank Firsching, B.Sc., MBA – Immediate Past Chair
Water Industry Consultant
2019 NASTT Directors

Alan Ambler, P.E. – AM Trenchless LLC

Lisa Arroyo, P.E. – Arroyo Trenchless

Maureen Carlin, Ph.D. - Laney Group, Inc.

Gerard P. Lundquist, P.E. - National Grid

Michelle Macauley, P.E., LEG - Macauley Trenchless

Jeff Maier, P.E. – Garver LLC

Babs Marquis, CCM - McMillen Jacobs Associates
2018 NASTT Directors

John Matthews, Ph.D. – Trenchless Technology Center

Tiffanie Mendez – Sunbelt Rentals, Inc.

Rick Melvin – TT Technologies

Charles Pullan, P.Eng. - City of Calgary

Chris Sivesind – Akkerman Inc.

Greg Tippett, P.Eng., - Stantec Consulting, Ltd.

Dennis Walsh, P.E. – PSE&G
NASTT Staff

Michael Willmets
Executive Director

Michelle Hill
Program Director

Jenna Hale
Marketing Manager

Carolyn Hook
Membership Outreach & Database Manager

Renee Corea
Project Administrator
NASTT Strategic Plan

• Developed a multi-year plan for NASTT
  – Assessed current organizational profile
  – Member wide opinion survey via nastt.org
  – Industry Scans – similar and competing organizations

• Strategic Planning Committee Report

• Reviewed and approved by the Board of Directors
NASTT Mission & Vision

**Mission:** To continuously improve infrastructure management through trenchless technology

**Vision:** To be the premier resource for knowledge, education and training in trenchless technology

- Integrity
- Excellence
- Objectivity
- Transparency
- Inclusiveness
- Passion
2019 - 2021 Strategic Plan

• Review existing objectives
• Assess Member needs
• Assess Regional Chapter needs
• Assess Student Chapters needs
• Evaluate educational opportunities and outreach
• Assess NASTT resources

Prepare for Next Strategic Plan Process
Offer high quality trenchless education through the Good Practices Training Program

- 15 training events in 2018
- 3 events hosted by Regional Chapters
- 1,118 attendees at training events in 2018
- Thank you to 20 amazing volunteer instructors!
Increase Member Value

Expand NASTT’s Educational Offerings with Complimentary Webinars

• 2018 Webinar Series:
  - Two webinars presented by five volunteer instructors
  - Topics included Introduction to Trenchless Technology Rehabilitation and New Installation
  - 859 people attended our three live webinars
  - Access to the archives always available at nastt.org

• 2019 Webinar Series:
  - Suggestions are always welcomed!
Increase Member Value

Foster strategic partnerships:

- **AGA** – American Gas Association
- **ASTT** – Australian Society for Trenchless Technology
- **APWA** – American Public Works Association
- **ISTT** – International Society for Trenchless Technology
- **NEGDC** – Northeast Gas Distribution Council
- **NGA** – Northeast Gas Association
- **PUG** – Northern California Pipe Users Group
- **UCT** – Underground Construction Technology
Promote Effective Governance & Management

NASTT Regional Chapters

- Support and help grow Regional Chapter membership
- Promote and support Regional Chapter events
- Provide access to Good Practices training courses
- Assist with Regional Chapter elections
- Provide administrative assistance and guidance upon request
Promote Effective Governance & Management

Strengthening NASTT’s Brand Recognition
Increase Member Value

Promoting Trenchless Champions

• 9th year of publication for NASTT’s *Trenchless Today*
• Revenue source
• Regional Chapter Magazines
Grow NASTT’s Membership

Student Chapter Engagement

- Financial Assistance
- No-Dig Show Experience
- Student Scholarships
- Non-Affiliated Students
Advance Financial Management

Develop a balanced short and long-term financial focus

- 2017 Audit submitted and acknowledged by IRS
- 2018 Audit scheduled for commencement in May 2019
- Financial Controls reviewed by external audit annually and reported to the Board of Directors
- State of Illinois annual not-for-profit corporation filed
- Establish an NASTT Audit Committee
- Establish an NASTT Finance Committee
Advance Financial Management

NASTT’s 2018 Revenue Sources

- NASTT's No-Dig Show 77%
- Membership 18%
- Training 4%
- Publications 1%
Advance Financial Management

NASTT’s 2018 Expenses

- No-Dig Show 65%
- Outreach/Training 12%
- Operations 13%
- Membership 9%
- Publications 1%
NASTT Membership Growth
2,018 Members as of March 1, 2019

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<th>Year</th>
<th>Members</th>
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<tbody>
<tr>
<td>2011</td>
<td>1105</td>
</tr>
<tr>
<td>2012</td>
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<tr>
<td>2018</td>
<td>2056</td>
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<td>2019</td>
<td>2018</td>
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NASTT’s Membership Growth
2,018 Members as of March 1, 2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Corporate (Submember)</td>
<td>34.3%</td>
</tr>
<tr>
<td>Student Affiliated</td>
<td>21.3%</td>
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<tr>
<td>Individual</td>
<td>19.1%</td>
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<tr>
<td>Govt/Ed/Util (Submember)</td>
<td>11.1%</td>
</tr>
<tr>
<td>Corporate (Primary)</td>
<td>10.3%</td>
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<tr>
<td>Govt/Ed/Util (Primary)</td>
<td>3.4%</td>
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<tr>
<td>Retiree</td>
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<tr>
<td>Student Non-Affiliated</td>
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<tr>
<td>International Individual</td>
<td></td>
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</table>
NASTT’s Membership Growth
2,018 Members as of March 1, 2019

Regional Chapters

- N/A: 0.1%
- Western: 10.9%
- Southeast: 15.1%
- South Central: 8.5%
- Rocky Mountain: 9.6%
- Pacific Northwest: 4.7%
- Northwest: 8.7%
- Northeast: 5.4%
- Midwest: 18.2%
- Mid Atlantic: 6.3%
- GLSLA: 9.9%
- British Columbia: 2.8%
Secretary’s Report

Joe Lane
Increase Member Value

Expand NASTT’s Educational Offerings
Increase Member Value

Pipe Bursting Center of Excellence

Pipe Bursting Center of Excellence

NASTT's Pipe Bursting Center of Excellence

Edward R. Hard, P.E.
Matthew Timmerman
Michael L. Woodcock

NASTT'S
PIPE BURSTING
GOOD PRACTICES GUIDELINES

Third Edition
Increase Member Value

Grow NASTT’s No-Dig Show attendance through the Municipal & Public Utility Scholarship Program

Scholarships Awarded
- 2013: 94
- 2014: 128
- 2015: 139
- 2016: 151
- 2017: 145
- 2018: 166

Organizations Represented
- 2013: 69
- 2014: 89
- 2015: 76
- 2016: 95
- 2017: 107
- 2018: 104
- 2019: 114
Student engagement through Argent Memorial Scholarship Program

- 51 student scholarships awarded in 9 years

$220,000 Awarded to Date
NASTT’s 2019 No-Dig Show

Cindy Preuss

2019 Program Committee Chair
Increase Member Value

Grow and continually improve NASTT’s No-Dig Show

<table>
<thead>
<tr>
<th>Year</th>
<th>Industry Sponsors</th>
<th>Premium Sponsors</th>
<th>Event Sponsors</th>
<th>Technical Papers</th>
<th>Exhibitors</th>
<th>Booths</th>
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<tbody>
<tr>
<td>2015</td>
<td>14</td>
<td>32</td>
<td>48</td>
<td>160</td>
<td>173</td>
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<td>2016</td>
<td>16</td>
<td>37</td>
<td>59</td>
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<td>15</td>
<td>41</td>
<td>60</td>
<td>160</td>
<td>193</td>
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<td>2018</td>
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<td>42</td>
<td>53</td>
<td>160</td>
<td>185</td>
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<tr>
<td>2019</td>
<td>21</td>
<td>42</td>
<td>70</td>
<td>160</td>
<td>201</td>
<td>346</td>
</tr>
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Increase Member Value

Refresh NASTT’s educational offerings and grow student membership by hosting the 18th Annual Educational Fund Auction. Since 2002, NASTT has raised over 1.1 million dollars!
Increase Member Value

Grow NASTT’s membership through recognition awards

- NASTT’s Chair Award for Outstanding Achievement
- Ralston Award for Young Trenchless Achievement
- Abbott Innovative Products Awards
- NASTT Outstanding Paper Awards
Increase Member Value

NASTT 2019 Hall of Fame Inductees

Maynard Akkerman  Chris Macey  Bob Westphal
Future Initiatives

Craig Vandaelle
NASTT No-Dig Show
Location History

1991 – Kansas City, KS
1993 – San Jose, CA
1994 – Dallas, TX
1995 – Toronto, ON
1996 – New Orleans, LA
1997 – Seattle, WA
1998 – Albuquerque, NM
1999 – Orlando, FL
2000 – Anaheim, CA
2001 – Nashville, TN
2002 – Montreal, QC
2003 – Las Vegas, NV
2004 – New Orleans, LA
2005 – Orlando, FL
2006 – Nashville, TN
2007 – San Diego, CA
2008 – Dallas, TX
2009 – Toronto, ON
2010 – Chicago, IL
2011 – Washington, D.C.
2012 – Nashville, TN
2013 – Sacramento, CA
2014 – Orlando, FL
2015 – Denver, CO
2016 – Dallas, TX
2017 – Washington, D.C.
2018 – Palm Springs, CA
2019 – Chicago, IL
Future NASTT No-Dig Shows

2020 – Denver, CO  
2021 – Orlando, FL  
2022 – Minneapolis, MN  
2023 – Portland, OR
NASTT’s Canadian Chapters present:

No-Dig North

Calgary, Alberta  October 28-30, 2019
Questions

888-993-9935
info@nastt.org