

Consent Agenda

DIRECTORS' REPORTS:

- Region 1 submitted by P. Mitchell
- Region 2 submitted by B. Fleer
- Region 3 submitted by J. Walker
- Region 4 submitted by M. Padgitt
- Region 5 submitted by M. Maynard
- Region 6 submitted by F. Joy
- Supplier Director submitted by E. Poplawski
- At-Large Director submitted by J. Biswell

NCSG Region 1 Report

All member companies that I've talked with are in the middle of a very robust fall season, meaning extremely busy phones and full schedules. Many companies are now booking a month ahead or more.

This is unlike the last two falls where new business came in at a slower rate and tailed off early in December. Homeowners who have procrastinated service and repair work for the last few years are now interested in having work done. Coupled with high oil prices, which are currently rising, I expect that this final quarter of 2011 will end on a high note.

Region 1's state guild communications are quiet as is typical for this time of year. Massachusetts has scheduled their annual Christmas party for December 10, 2011. The Maine state guild's upcoming meeting is November 15. The NH-VT merger has stalled, hopefully it will be revisited after this fall.

Respectfully submitted,
Phil Mitchell
Region 1 director

NCSG Region 2 Report

It has been a strange start to the season, 15 days of rain during the month of September, an earthquake and a hurricane during the same week, followed by some cooler than normal weather patterns. These events have customers pounding at the doors of those sweeps that do masonry repairs and those that correct leaking chimney issues. One of our Guild members Wayne McDowell, owner of McDowell's Chimney Service, did a great television news interview calling for all homeowners to have all their systems video scanned to check for defects from the earthquake.

Many customers are requesting CSIA Certified Sweeps, I and other Guild members in Region 2 have had a number of telephone requests for Guild Member Sweeps as well. It is important to keep the message out to the public to request the Guild Member Sweep.

Upon return from the last Board Meeting I was called by several sweeps that enjoyed the broadcast that went out as we wrapped up our meeting. In conversation it was also discussed that the monthly payment plan for dues would be taken advantage due to the tight economic issues in their own business. Some are looking forward to the next convention which they will mix as a family getaway.

Bob Fleer
Director Region 2

NCSG Region 3 Report

With only 54 days passed since last board report, nothing much new to report except that with the early cold weather in the Southeast, businesses are now working at capacity.

No region members have contacted me in regards to NCSG business other than those with questions regarding technical questions to the Technical Advisory Council and one exception from a member in reference to our current insurance endorsement with "Stratus".

I look forward to our upcoming board meeting on November 2, 2011 (via phone conference).

Jay Walker
NCSG Region 3 Director

NCSG Region 4 Report

Most of the Region four members I have spoken to report that business has picked up considerably. Many have hired new employees to keep up with the demand. Some employees are temporary, others are permanent. The uncertain economy is still a concern, however.

The Midwest Chimney Safety Council will hold a masonry finish and bake oven baking work-shop at Kirk and Sally Scott's home (Scott's Chimney in Cedar Hill, Missouri) in June of 2011. A professional baker will teach attendees how to use their outdoor wood-fired bake oven and cook breads and pizza on site. Gene Padgitt and Gary Hart will head a workshop on masonry finishing skills to finish the exterior portion of the ovens. A class on flashing will be presented as well.

The MCSC has been invited to do another workshop at the Vian Wildlife Preserve in Oklahoma, where we did a large workshop in 2013 to restore a large stone chimney and fireplace and build a fire pit.

There are several new NCSG members in Region four, which is encouraging.

Respectfully submitted,
Marge Padgitt
Region 4 Director, NCSG
Missouri

NCSG Region 5 Report

The region has been experiencing a good busy season as of now. Most people that I try to contact are out in the field working and do return my phone calls sometimes a week later. This is a good thing to hear for the region. Consumer confidence is on the rise and the price per ticket is also on the rise. This is really good to hear from those that have the time to talk. I have not heard any negatives about the guild or happenings with the guild since last board meeting. I have had a few questions about the NCSG offering business building classes and better business classes in general. Examples would be profitability, marketing, and social networking. Membership within the region remains very strong. All are very excited about the upcoming convention in Orlando. The Wisconsin guild has even decided to hold its annual winter meeting at the Orlando convention.

Mark Maynard

Region 6 Report

Not much to report at this time. Information and comments from members I have had conversations with indicates that businesses is picking up and are looking to have a good fall season.

I have had input from members about the PSA's and the comments that I received were less than positive. This is why I have asked that revisiting the PSA's be added to the agenda in November

The membership activity in August and September for region 6 is as follows:

- New Members 2
- Reinstated members 2
- Renewing members 8

I think we are on the right track for recruiting new members and membership renewals by offering different payment plans, but I am convinced that personal face to face contact will reap many more members and renewals. Board members need to go to state guild functions and visit members as much as possible.

Respectfully submitted

Fred Joy

At large director (on behalf of Region 6)

Supplier Director Report

Suppliers and Manufacturers are still having a very diverse year. Many are doing well while others are struggling. From what I can understand from most I have talked to is that the ones who have diversified or added new products are doing well while others who are still selling the same products they always did are not faring as well. This also goes the same for Sweeps I have talked to.

I have been hearing some talk lately of a few Manufacturers and Suppliers that are not doing as well as they projected. Some have actually cut staff to lower expenses. Some have cut prices to generate business that they have lost or acquire the business they did not gain as expected.

It seems like everyone is looking for price reductions and cheaper materials, services etc. Manufacturers are hearing it from their customers and Sweeps are hearing it from homeowners. Unfortunately to charge less a manufacturer or Sweep has to make up the difference elsewhere. This is not an all around good thing. Manufacturers have been making less profit every year as expenses go up but prices they are getting do not rise accordingly.

There was a recent tragedy in a PA coal town where a cheaper (but code compliant) venting was used and it directly resulted in the carbon monoxide death of three individuals.

As in the earlier part of the year there has been a large increase in scam operations taking advantage of people with unnecessary or overpriced chimney work. We have also seen an increase, although it is a small amount of them, being arrested for these practices.

Edmund Poplawski
Supplier Director

At-Large Director Report

Hello members. Hope all is well. The happy days of the busy season are upon us!!

Recent updates include: A new NCSG website is in the works and a new monthly membership payment plan is now in effect! Contact the office for more information.

Start saving your money now, it was exciting to hear that the next two conventions are in two of my favorite places, Disneyworld and Branson, Mo. If you haven't visited either of these destinations, you are in for a real treat! Book your room fast before the room block is booked up!

Thanks to all of the members supporting the industry.

If you have questions, concerns, comments, or just want to “vent” feel free to contact me:

Jeremy Biswell, At-Large director
Office: 913-236-7141
fluesbrothers@yahoo.com