CIBO Board Meeting

Sept. 14, 2015

Crystal City, VA

I.  Mark Calmes, Ann McIver, Jay Hofmann, John DeRuyter, Bob Bessette, Chris Keuleman (phone), Bob Corbin, (membership), Lisa Jaeger (phone), Carl Bozzuto

II. Approval of Minutes

            The meeting was called to order at 5:05 pm.  The minutes of the June 5, meeting were approved as written.

III.  Membership - Bob Corbin

            We are still at 105 members.  We lost 3 associates and we gained 3 associates.  The associates are being squeezed as the owners are mostly switching to natural gas.  As a result, back end products (ie bag filters, ESPs, scrubbers, SCRs, etc.) are not in demand.  Overall retention is still above the benchmark, but the associates are under the benchmark.  2011 was the peak year at 125 members.  We have 2 associate members at risk.  They are not likely to renew.

IV.  Financial - Carl Bozzuto

            We are currently slightly behind budget.  Our cash position is good.  Assuming that the at risk members do not pay their 2015 dues, we will be behind on dues for the year.  We have some chance of making that up with favorable variances in office expenses, insurance, and payroll.  There is also the possibility of a favorable variance in legal as our coalition expenses have tailed off in recent months.  The conferences and booths together were approximately at budget.  We have budgeted meetings to be break even.

V. CIBO Operations - Bob Bessette

            The database project is underway.  Preliminary results appear to indicate that 80% of the coal fired units are converting to natural gas firing.  A follow up set of survey questions should be coming out shortly.  Hill visits are set up for Wednesday.  The importance of thermal energy is the topic.  At the Annual Meeting, Ann, Mark, and Chris, are up for confirmation and vote on the Board.  We have lined up a DOE speaker for the Annual Meeting.

VI.  Adjournment

            The meeting was adjourned at 7:05 pm.