



## BHMA Annual Membership Meeting

**Ritz-Carlton**

**Naples, FL**

**Thursday, October 5, 2017**

**8:00am – 10:00am**

**Draft minutes**

Don Baker Allegion	Earl Delph Allegion	Bill Dorner Allegion	Ryan Kincaid Allegion
Tim Weller Allegion	Hans Weissenboeck ARGE	David Matherly ASSA ABLOY	Kurt Roeper ASSA ABLOY
Christopher Senger ASSA ABLOY	Dick Kreidel ASSA ABLOY Americas	Jeff Dunham BEA Inc.	Robert Strong BEST Access
Paul Haeck Detex Corp	Juan Hernandez Detex Corp	Charles Eden dormakaba	Brian Lindemuth dormakaba
Khalid Ramcharitar dormakaba	Paul Durgin DORMA-USA	Matt Welty FR International	Mark McRae Hager Companies
John Cringole Horton Automatics	Brian Brunson Intertek	Roger Skold National Guard Products, Inc.	Refugio Guadalajara OPTEx
Bob Cronk SELECT Hinges	Steve Pyatte SELECT Hinges	Mark Bloom Spectrum Brands	Len Pursell Stanley Access Technologies
Patricia Yulkowski Total Door Systems	Ernie Mitchell TownSteel	Matthew Schumann UL	Jeff Smith Morgan, Lewis & Bockius LLP
Tim Bennett BHMA	Mike Tierney BHMA	Ralph Vasami BHMA	John Woestman BHMA

I. Call to order

Dan Picard called the meeting to order at 8:02am

II. Self-Introductions

The attendees introduced themselves.

III. Antitrust review

Jeff Smith reviewed the antitrust guidelines governing the meeting.

IV. Approval of the October 6, 2017 meeting minutes

The minutes of the October 6, 2017 annual membership meeting were approved.

V. President's Report

Dan Picard reviewed BHMA's 2017 strategic objectives and accomplishments for each objective:

- Standards Development
- Recognition of the value of "BHMA Certified Products"
- Maintaining primacy in the marketplace of BHMA Certified Products
- Monitor compliance to ANSI/BHMA Standards and Certification
- Industry leadership in assurance of safe, secure, and efficient openings
- Increasing the value of BHMA membership

VI. Financial Report

- 2016 YE

BHMA closed FY 2016 with a net surplus and increase to reserves of \$220K. Meeting expenses continue to increase based on market conditions and BHMA's onsite meeting needs.

- 2017 YTD

BHMA is forecasting a surplus in 2017.

- 2018 Budget

The BHMA Board of Directors approved the 2018 budget projecting a small surplus.

VII. Executive Director's Report

- Officers, Directors, Section Chairs

BHMA's 2018 slate of officers, directors and section chairs were approved by the membership:

President	Patricia Yulkowski	Total Door Systems
1st Vice President	John Cringole	Horton Automatics
2nd Vice President	Mark Bloom	Spectrum Brands HHI
3rd Vice President	Tim Weller	Allegion
Past President	Dan Picard	Sargent Manufacturing

Director	Mark McRae	Hager Companies
Director	Scott James	CompX International
Director	Robert Strong	DORMA-KABA USA Inc.
Director	Ernie Mitchell	TownSteel, Inc.

Section Chairs

A-Butts & Hinges	Mike Hannon	Bommer Industries
B & D- Cabinet, Auxiliary, Sliding & Folding Hardware	Mark McRae	Hager Companies
C-Door Controls	Earl Delph	Allegion
E-Auxiliary Locks	Dave Kase	DORMA USA Inc.
F- Locks & Lock Trim	Ernie Mitchell	TownSteel Inc.
G-Exit Devices	Darren Eller	Sargent Manufacturing
J-Architectural Door Trim	Roger Skold	National Guard Prod.
O- Postal Specialties	Scott James	CompX International
P-Power Operated Doors & Components	John Cringole	Horton Automatics
Q- Integrated Door & Hardware Assemblies	Dick Kreidel	ASSA ABLOY Group

- Nonvoting Board Members  
Codes and Government Affairs Chair  
Marketing Committee Chair

Mark Berger	Securitech Group, Inc.
Bob Cronk	Select Products

- Membership Update

Membership as of September 30, 2017 is 56 BHMA members.

BHMA has 46 full members and 10 associate members, including 4 new member manufacturers approved in 2017.

- ARGE Update

Hans Weissenböck, chairman of ARGE (European Federation of Associations of Locks & Builders Hardware Manufacturers), presented an update on ARGE activity. ARGE currently represents companies across 14 EU country associations. There is construction project growth. Delays continue in harmonizing industry standards. BIM (Building Information Modeling) has gained momentum and the EPDs are in great demand, with 14 EPDs available.

#### VIII. Guest Presentation

- John Flannery – ASHE

Senior Associate Director of Advocacy, ASHE (American Hospital Association), presented “Doors in Healthcare – A Healthcare Facility Manager’s Perspective” to the membership. The presentation provided valuable information and was well received by the members.

#### IX. Next Meeting

- October 2018

The tentative dates for the 2018 BHMA Annual Fall Meeting is Oct. 4-6. A Southern California location is planned.

#### X. Adjourn

The meeting was adjourned at 10:00am.