



**AGENDA FOR
THE CONVENTION COMMITTEE
OF THE AMERICAN BRUSH
MANUFACTURERS ASSOCIATION**

Tuesday, March 9, 2021

Zoom

<https://us02web.zoom.us/j/81327569565?pwd=b2ZaSnlYZ1lpbk5Hc3JnYzE5YkhiUT09>

Durango, CO

2:00 PM – 3:30 PM

The mission of the ABMA Convention Committee is to plan, promote, and deliver an Annual Convention tailored to member needs, including a Suppliers' Display and appropriate networking opportunities to give members a chance to meet each other and exchange ideas and doing so within the Board-approved budget. The Vice President will serve as Chair of this Committee.

I. CALL TO ORDER & WELCOME

Greg Miller, Chairman

II. ANTI-TRUST POLICY REVIEW

III. APPROVAL OF MINUTES

IV. AC 2020 EVALUATIONS SUMMARY

V. REVIEW OF CONVENTION FORMAT

- A. Schedule of Events
- B. Reports: Room Block, Meeting Registration History
- C. Meeting Specs and Budget Discussion
- D. Set Registration Fees, discuss any form revisions

VI. DISCUSSION OF PROGRAMS

- A. Educational Program
 - 1. Review and suggest changes.
- B. Social Program
 - 1. Suppliers Reception: location, theme and entertainment
 - 2. Companion Program
 - 3. Sports Tournaments
 - 4. Tours
- C. Thursday Dinner Proposal and discussion
- D. Suppliers Display
 - 1. Suppliers Display Face 2 Face
 - 2. Contract and Policies

VII. FUTURE CONVENTIONS

- A. Future Contracted Locations
- B. Future Site Selection

VIII. OTHER BUSINESS

IX. ADJOURNMENT



**American Brush Manufacturers Association
Minutes
Convention Committee**

**Friday, November 6, 2020
Zoom
Durango, CO
12:30 PM – 2:00 PM**

Mission Statement

The mission of the ABMA Convention Committee is to plan, promote, and deliver an Annual Convention tailored to member needs, including a Suppliers' Display and appropriate networking opportunities to give members a chance to meet each other and exchange ideas and doing so within the Board-approved budget. The Vice President will serve as Chair of this Committee.

I. CALL TO ORDER & WELCOME

The chair called the meeting of the ABMA Convention Committee to order at 930a. In attendance were:

Bruce Massey	Scott Enchelmaier	Mike Fredrickson
Charlie Coward	RJ Lindstrom	Tim Hack
Carlos Petzold	Fred Spach	Kevin Lannon
Chris Monahan	Dustin Maninfor	Steve Bellocchio
Mike Zimmerman	Greg Miller, Chair	Chip Preston
David Parr, ABMA Staff		

II. ANTI-TRUST POLICY REVIEW

The Association's Anti-trust Guidelines were recognized as governing the activities and discussions of this meeting.

III. APPROVAL OF THE MINUTES FROM THE PREVIOUS MEETING

The minutes from the previous meeting were approved as distributed.

IV. DISCUSSION OF 2020 ANNUAL CONVENTION EVALUATIONS

The 2020 convention ratings were discussed. COVID-19 seriously affected attendance.

V. REVIEW OF CONVENTION FORMAT

For AC 2021 the board engaged in a discussion as to whether or not hold an in person event in 2021.



On motion made, seconded and passed the 2021 Annual Convention has been cancelled as an in-person event. It is to be replaced by a virtual event, such virtual event to be developed and outlined to the Convention Committee before Dec 31, 2020.

VI. DISCUSSION OF PROGRAMS

The board discussed having a virtual event in the place of an in-person event. The following was decided:

Hold a two day virtual event March 17-18, 2021

March 17 is a General Meeting with President's address, committee reports, all division report, election of directors and officers, recognition of retiring directors, President's gift.

March 18 will be an all day Face 2 Face meetings day.

We will hold committee meetings earlier in March.

Press release for all of these changes to go out week of November 9, 2020.

Staff to set up zoom meeting in advance of convention for new members and first time attendees.

Consider a zoom reception during convention.

Emerging Leaders to hold virtual event inside these dates as well.

VII. FUTURE CONVENTIONS

2021: Virtual Event

2022: Bonita Springs, FL – Hyatt Coconut Point

2023: San Diego, CA – Hotel Del Coronado

VIII. OTHER BUSINESS

Staff

IX. ADJOURNMENT

The meeting was adjourned at 1020a.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "David C. Parr".

David C. Parr,
Executive Director

**AMERICAN BRUSH MANUFACTURERS ASSOCIATION
MEETING REQUIREMENTS/ROOM ASSIGNMENTS**

AC 2021 March 17-18 Virtual

Note: Meeting space assignment is not confirmed and is subject to change.

Hard c/oft: Today's date

Reservations:

Note: Food and reception functions in yellow

Hotel:

DAY	TIME (EDT)	FUNCTION	SET	GTD	MEETING SPACE	SETUP	ROOM BLOCK	FOOD & BEVERAGE	AV	BEO	BUDGET COST
Tue 2/23	200p - 330p	Public Relations Committee									
Thu 2/25	200p - 330p	Membership Committee									
Tue 3/2	200p - 330p	Statistical Committee									
Thu 3/4	200p - 330p	Safety and Standards Committee									
Tue 3/9	200p - 330p	Convention Committee									
Thu 3/11	200p - 330p	Finance Committee Mig ABMAF BOD									
Wed 3/17	200p - 400p	General Session*									
	600p-700p	ABMA Emerging Leaders									
	700p-800p	Paul M Miller Welcome Reception									4,000
Thurs 3/18	1100a - 500p	Face 2 Face Meetings									500
Fri 3/19	900a - 1100a	Face 2 Face Meetings									4,500
	200p - 500p	ABMA BOD Meeting									

*General Session Includes:
 President's Address (To include Explanation of Face 2 Face)
 Committee Reports
 All Divisional Report
 Election of Officers and Directors
 Recognition of Retiring Officers and Directors
 Innovation Award

ABMA Registration History

Year	Hotel / Location	REGISTRATION FEES		DELEGATES REGISTERED			Spouses	Guests**	GRAND TOTAL	SD Booths	FG Booths
		Delegate	Spouse	Mfr	Supplier	Total					
2010	Omni ChampionsGate Orlando, FL	450/550	285/385	79 51/67%	69 41/72%	148	49	28	225	43	0
2011	Hyatt Regency Lost Pines, TX	499/599	299/399	60 42/50%	80 43/75%	140	54	25	219	43	10
2012	PGA National Palm Beach Gardens, FL	499/599	299/399	70 48/60%	63 39/66%	133	44	22	199	34	5
2013	Eden Roc Miami Beach, FL	499/599	299/399	84 52/61%	103 51/80%	187	65	26	278	51	0
2014	Westin Mission Hills Palm Springs, CA	525	325	65 42/47%	80 43/64%	145	60	29	234	44	0
2015	Ren Vinoy St Pete, FL	525	325	83 52/53%	98 49/68%	181	49	29	259	45	0
2016	Hyatt Coc Pt Bonita Spgs, FL	525	325	59 37/44%	86 42/63%	145	35	38	218	43	0
2017	Hyatt G Cypress Orlando, FL	525	325	120 57/64%	115 52/71%	235	131	103	469	52	0
2018	Westin Kierland	550	325	78 46/51%	67 41/59%	145	56	29	230	38	0
2019	Atlantis	550	325	60 35/46%	63 31/50%	123	74	51	248	29	0
2020	Renaissance Vinoy St Pete, FL	550	325	68 35/48%	44 32/53%	112	37	23	172	28	0
2121	Virtual Durango, C O	100 Company		25 34.7%	22 37.9%	47		5	52	23	0

NOTE: The number and percentages below the manufacturer and supplier delegate columns reflect the number of member companies attending and the percentage that number represents of the total membership category for manufacturer and supplier, respectively. The total delegates registered includes fully-paid plus one-day attendees.

** includes children, honorary members, guests, prospective members, trade press, speakers, and staff.

ABMA Room Block Pick-Up

YEAR	PROPERTY, LOCATION, PRICE	SAT	SUN	MON	TUE	WED	THU	FRI	SAT	SUN	TOTAL
2014	Westin Mission Hills Resort Rancho Mirage, CA \$289 (\$295) s/d Mar 26-29	5	13	30	78	119	123	120	41	3	532
	<i>Initial Block Recommendation</i>	0	3	15	55	115	115	110	40	0	453
	<i>Block Revised 040813</i>	0	2	20	75	155	155	140	53	0	800
										Pickup %	88.7%
2015	Renaissance Vinoy St. Petersburg, FL \$269 single/double March 14-17	3	9	23	74	142	142	138	48	5	584
	<i>Initial Block Recommendation</i>	0	3	15	50	115	120	105	40	0	448
	<i>Block Revised 041114</i>	0	5	30	70	135	135	135	45	0	555
											0
										Pickup %	105.2%
2016	Hyatt Coconut Point Bonita Springs, FL \$289 s/d March 2-5	2	7	19	78	139	142	126	45	1	559
	<i>Initial Block Recommendation</i>	0	3	11	50	115	115	100	35	0	429
	<i>Block Revised 040815</i>	0	5	25	70	140	140	140	50		570
										Pickup %	98.1%
2017	Hyatt Grand Cypress Orlando, FL \$255 s/d March 22-25	8	14	50	129	207	216	207	83	12	928
	<i>Initial Block Recommendation</i>	0	3	11	50	119	119	108	30	0	440
	<i>Block Revised 070516</i>	0	12	30	100	185	185	185	80		777
										Pickup %	119.2%
2018	Westin Kierland Scottsdale, AZ \$255 s/d March 22-25	1	7	18	81	141	140	137	59	10	594
	<i>Initial Block Recommendation</i>	0	3	19	75	155	155	140	53	0	600
										Pickup %	99.0%
2019	Atlantis Resort Paradise Island, Bahamas \$309 s/d March 20-23	17	20	40	100	134	137	132	69	26	675
	<i>Initial Block Recommendation</i>	0	12	30	70	135	135	135	45	0	562
	<i>Block Revised 050718</i>	0	12	35	80	145	145	145	60		622
										Pickup %	108.5%
2020	Renaissance Vinoy \$289 s/d March 4-6	3	6	19	56	100	97	87	14	0	362
	Block	0	5	20	70	130	130	130	40	0	525

Note: we lost 20 room nights due to cancellation between 2/22/20 and 2/28/20

