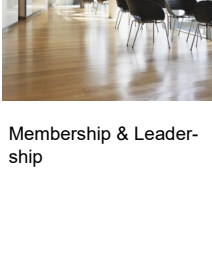
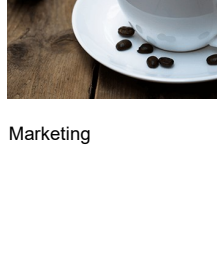


Top stories in this newsletter



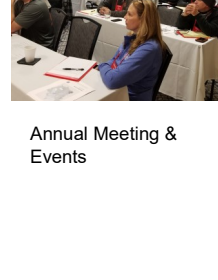
Membership & Leadership



Marketing

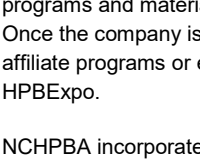


Government & External Forces



Annual Meeting & Events

Membership & Leadership



NCHPBA is all about YOU! We exist to try to meet the critical needs of the non-manufacturer industry members through various projects and events. Can we do everything you want or think we should do? Unfortunately, we cannot. That is why we have Committees and a Board of Directors to prioritize efforts and focus on the abilities of our volunteers/staff within the constraints of a very limited budget.

NCHPBA is a company-based association. Membership is dual, meaning that once you join NCHPBA, you are automatically a member of HPBA and eligible to all the activities, benefits, programs and materials, the most recognizable is access to the annual HPBExpo trade show. Once the company is a member, all staff are eligible for access, too which includes discounts for affiliate programs or even NFI Certification programs, Hearth Education Online or programs at HPBExpo.

NCHPBA incorporated in 1992 with 104 members. The most members NCHPBA had was 181 in the early 2000's. Membership has been a roller coaster that fluctuates with the economy and even with where HPBExpo is located but we have seen a downward trend over the last few years. The membership in 2019 was 126 but for 2020 is 118.

The Membership Committee is responsible for maintenance and recruitment of members. Kirt Schwarm (SBI-International) chaired the Committee through most of the year but resigned as chairman in early 2020 due to a position change within his company. Fred Myers (Brownstone Distributing) assumed the role for 2020 and will continue in that capacity to April 2021. Joe Holland (Holland & Hearth) helps with all Committee activities as well. The Committee makes recommendations for dues amounts and creates membership promotion activities such as the Service Category deal with a dues discount if they are also current members of the National Chimney Sweep Guild (NCSG). There is also a special rate for those joining between June 1 and October 1. There is a reward program for individuals that get companies to join or to re-instate if they were members in the past.

Testimonials are that members of NCHPBA/HPBA are on "top of everything", know what is going on in the industry and are better prepared for the ever-changing market. Getting involved makes one grow personally and professionally.

The Directors on the Board of NCHPBA are responsible for policy and total oversight of all association activities. A Director is an elected position for a two-year term. A Director may serve three consecutive terms before they must leave the Board for at least one year. In 2020 we must say good-bye to three Directors. Kirt Schwarm (SBI International) has served six years. Heath Wetjen (Ferguson Enterprises) has also served out and also leaves the office of President. Finally, Ron Koosmann from Napoleon is also leaving the Board after his term of service.

Directors, Officers and Chairmen for 2019-2020 are listed below in alphabetical order.

Rob Best	Great American Fireplace	Marketing Chairman
Joe Burns	Bernard Dalsin Mfg (2019) / JMB Consulting Co. (2020)	HPBA Representative Ex-Officio-NCHPBA Board
Tim Dalsin	Bernard Dalsin Mfg	Treasurer
Jeremy Goodwin	United Brick & Fireplace	
Ron Koosmann	Napoleon Hearth Products	
BJ Marcell	Marcell's Specialties	Vice-President & GEF Chairman
Lynn Meyer	American Home Fireplace & Patio	
Fred Myers	Brownstone Distributing	Membership Chairman-2020
Randy Nickerson	Fireside Hearth & Home – Eau Claire	Secretary
Kirt Schwarm	SBI International	Membership Chairman-2019
John Smith	Mendota Hearth Products	
Heath Wetjen	Ferguson Enterprises	President

Alison Van Lanen (Truttmann Hearth Ware) was the 2019-2020 Chairman of the Annual Meeting & Events (Joint Planning) Committee.

All but two of the seven meetings of the Board are conducted virtually. There is an onsite meeting in advance of the Annual Meeting in May and a one-day meeting held in late summer or early fall to review all aspects of the organization and review all Committee plans for the next year.

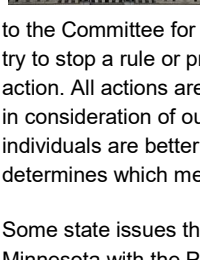
The 2020 elections yielded the following results: Randy Nickerson and Rob Best were re-elected to serve another two-year term of office. Joe Holland (Holland and Hearth) has previously served on the Board and determined to serve again. New members of the Board are Chris Becker (Twin City Fireplace & Stone) and Paul Nigon (Napoleon Hearth Products).

Officers were elected and are: Randy Nickerson, President; BJ Marcell, Vice-President; Paul Nigon, Secretary; and Tim Dalsin, Treasurer.

Chairmen to serve a one-year term starting in April, 2020 are: Marketing – Rob Best; Membership – Fred Myers; Government & External Forces – Joe Holland & BJ Marcell; and Annual Meeting & Events – Alison Van Lanen.

This is YOUR association. You own it. The more you take part in it, the more you get out of it. Join a committee and be part of the action.

Marketing

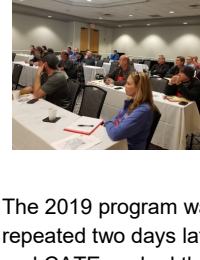


Rob Best led a small band of folks comprised of Ron Koosmann and Rodger Holland (Holland & Hearth) to develop and implement a communication plan for members. Twice a month, topical E-News are sent to members. The goal is to keep members apprised of what is going on within the association, provide business tips or other information they feel members might like or should have.

Once a year an Annual Report to the members is prepared. It is sent, like with the E-News, electronically to members via Constant Contact. The Annual Report is also shared with members attending the Annual Meeting and Conference held every May via a PowerPoint presentation and verbal reports from the President and all Chairmen.

More frequent communications were published with the onset of the COVID pandemic. Sometimes they were twice a week on pertinent state information or how to access information on how your business would be affected. With the cancellation of the May 2020 Annual Meeting & Conference, virtual engagement meetings were developed called "Coffee Breaks". The first one was held with John Crouch (HPBA Director of Public Relations) talking about Essential Businesses and the status of NSPS. The second one featured Congressman Ron Kind (WI) to talk about the Federal Response and the Economic Impact of the pandemic. The third Coffee Break was again led by John Crouch on the impact of "Electrification" on our industry and what steps we could take to monitor this locally as well as mitigate this legislatively on a state by state basis. Plans are to continue these virtual Coffee Breaks into the future as long as the membership wants them.

Government & External Forces



This committee has two goals. One is to monitor what is happening at the federal level to encourage members to write letters or take whatever action the HPBA Government Affairs Department asks us to do. The second is to monitor what is going on in each state to determine whether any action needs to be taken. Members eyes and ears are needed to help bring issues to the Committee for review and determination. A red, yellow, green approach is taken to either try to stop a rule or proposed legislation; just monitor it; or take steps to support or spearhead action. All actions are reviewed with whether an association approach is needed or can be done in consideration of our budget or whether an individual member action is better. Sometimes individuals are better to accomplish a task. Sometimes using an association is better. The GEF determines which method is best.

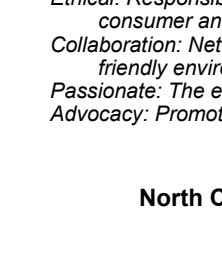
Some state issues that are ongoing are Woodstove Changeouts. One was held in northern Minnesota with the Pollution Control Agency and Environmental Initiative. Another Changeout is being developed for the Twin City area to start in 2020. There is an ongoing Changeout in Linn County, Iowa and a new one to start in northwestern Wisconsin.

Local issues are handled on a case by case basis. Sometimes building officials need help interpreting rules. Sometimes members need help with rules or ordinances. GEF uses the resources of the HPBA Government Department to make sure our interpretations are correct. These are through one-on-one communications or by having staff participate in our meetings.

COVID-19 took over activities in March with meetings and communications to members. Major issues to be addressed while continuing to operate as possible are the following: 1) take action to obtain NFI Certification recognized on a statewide basis for installation of our products, and 2) work to obtain legislation to secure fuel choice options for all consumers.

2019 GEF Committee consisted of: BJ Marcell, Chairman, Chris Becker, Tim Dalsin, Lynn Meyer, Joe Holland, John Smith, Heath Wetjen, Jeremy Goodwin, Adam Lee (Brownstone Distributing), Brent Buchan (Energy Products & Design) and Scott Robinson (AES). The 2020 GEF will continue with the same individuals but be led by BJ Marcell and Joe Holland as Co-Chairs.

Annual Meeting & Events



The purpose of this group of members is to work with the Board of Directors of Combustion Appliance Training & Education, Inc. (CATE) to coordinate an Annual Meeting and Education Conference every May. While CATE is responsible for the education component, AME coordinates sponsors, exhibits, golf outings, receptions, and other various activities.

The 2019 program was held in two locations: a one-day program in Wausau, Wisconsin and then repeated two days later in Rochester, MN. There were no special activities nor exhibits. The AME and CATE worked through the summer and fall to coordinate an old-fashioned three-day event for May of 2020. It was to be held at Glacier Canyon Lodge in Wisconsin Dells, Wisconsin. Sunday included a golf outing in the morning and an Escape Room challenge for late afternoon. The evening reception was filled with exhibits, food, refreshments, corn hole games and CATE's raffle items. Monday and Tuesday were to be filled with two concurrent tracks of programs with a mixed bag of topics for Monday and Technical programs for Tuesday. Monday would also have held the Annual Meeting while CATE held the Heads or Tails Game and finalized the raffle in the evening for their annual fund raiser.

With the cancellation of the May event due to the COVID-19 pandemic, members of the CATE Board worked with HPBEF/NFI to obtain an individual subscription to their online catalog of over 300 programs for just \$35/person. This deal would end on May 31, 2020. The goal was to provide for education needed by those that used the May meetings to earn the CEU's needed for certification or re-certification.

Members of AME are as follows: BJ Marcell; Karin Pierce (Stove & Fireplace Works); and Paul Nigon. CATE Directors are: Lynn Meyer, President; Russ Dimmitt (CSIA); Rodger Holland; Dan Green (Top Hat Fireplace & Chimney Specialists); and Alison Van Lanen who by virtue of the Joint Planning Committee Chairman is also a member of the CATE Board of Directors.

MISSION

The North Central Hearth, Patio and Barbecue Association (NCHPBA) connect professionals in the hearth and outdoor living products industries to collaborate on challenges and opportunities. We do this through education and advocacy for our members and the communities they serve.

VISION

The North Central Hearth, Patio and Barbecue Association (NCHPBA) is the leading authority in the hearth and outdoor living products industry. We define industry best practice and advocate for our members and the community.

CORE VALUES

Ethical: Responsible professionals focused on profitable business while protecting consumer and community interests.

Collaboration: Networking and relationships that provide knowledge transfer in a fun and friendly environment.

Passionate: The enthusiastic endeavor of ongoing education and member involvement.

Advocacy: Promoting and representing member's interests.

North Central Hearth, Patio & Barbecue Association, Inc.
6158 Briggs Road
Waukegan, WI 53597
608-829-2580 or 608-516-1315

northcentralhpba@gmail.com northcentralhpba.org