

**Wallcovering Installers Association**  
March 29, 2021 | Board of Directors Meeting  
Minutes

**Call to Order:**

The video meeting was called to order by Michael DiGilio, C.P., President, at 8:10 PM ET. Roll call was taken.

**Present:**

Michael DiGilio, C.P., President  
Steven Kaye, C.P., Vice President  
Gary Lucas, C.P., Secretary  
Shelly Wilkins, C.P., Treasurer  
Vincent LaRusso, C.P., Immediate Past President (LOA)  
Michael King, South Region Director  
Richard Manougian, Northeast Region Director  
Dennis George, C.P., West Region Director  
Kevin O'Donnel, Central Region Director  
Michelle Corl, Mid-Atlantic Region Director  
David Dubose, Central Region Alternate Director  
Joanne Berwager, Associate Co-Chair  
Greg Laux, Associate Co-Chair

**Absent:**

Jeanette Gilbreath, South Region Alternate Director

**Staff:**

Nancy Terry, Director

**Approval of the Agenda:**

Mr. DiGilio, C.P., called for a motion to approve the agenda.

- **ACTION:** A motion was made to approve the agenda. The motion was seconded and passed unanimously.

**Secretary's Report:**

Mr. DiGilio, C.P., called for a motion to approve the December 1, 2020 minutes and the January 12, 2021 Budget meeting

- **ACTION:** A motion was made to approve the minutes from the Board of Directors meetings from December 1, 2020 and January 12, 2021. The motion was seconded and passed.

**Treasurer's Report:**

Ms. Wilkins provided financials and shared that currently, the group appears to be in a stable financial condition. The Wallcovering University courses were creating positive income.

- **ACTION:** A motion was made to approve the financial report. The motion was seconded and passed unanimously.

**Telesummit Committee Report:**

Report as submitted. Mr. O'Donnell reported that pricing was set at an attractive point and it will be a good value. The group is working to finalize the agenda and sponsorships.

**Member Services Committee Report:**

Report as submitted. Mr. Kaye reported that he will be doing an article series on people you should know in the industry.

**Communications Committee Report:**

Report as submitted.

**WIAF Committee Report:**

A report was not submitted however a balance report has been included with the financials.

**Nominations/Elections Report:**

No Report submitted.

**Craftsmanship Awards Committee:**

No report submitted. It was noted that there was not a budget to do a virtual award in 2021.

**Membership Awards Committee Report:**

Report as submitted. Mr. Kaye requested that the Patricia Niehaus Leadership Award be reinstated. Discussion was had on the purpose and goal.

- **ACTION:** A motion was made to resurrect the Patricia Niehaus Leadership Award. The motion was second and failed 5 – Yes and 7 – No.
- **ACTION:** A motion was made to reinstate the Patricia Niehaus Leadership Award in addition to the Member of the Year Award in 2022. The motion was tabled for further discussion.

**Associate Member Committee Report:**

Report as submitted. Ms. Berwager shared that the manufacturers are quite busy. York Wallcovering has been promoting the Installer Locator consistently with their promotions and ads.

*Boutique Manufacturers Task Team:*

Report not submitted.

**Education Committee Report:**

Report as submitted. Mr. Manougian indicated that the New York Chapter was planning on reprinting Guy Coopers, Modern Wallcovering manual. He asked if we should participate in the project. The board asked that the chapter provide a proposal of cost versus benefit before a decision is made. It was expressed that the document information may be outdated.

**Website Report:**

Report as submitted.

**Marketing Committee Report:**

Report as submitted.

**Region Reports:**

**South:** Report as submitted.

**Mid-Atlantic:** Report not submitted.

**Central:** Report as submitted.

**Northeast:** Report as submitted. It was recommended that a blast go out sharing PPP information.

**West:** Report as submitted.

**New Business:**

*Nominations:*

The second call for nominations is going out in April.

Being no further business . . .

- **ACTION:** A motion was made and seconded at 9:53 PM ET to adjourn the Board of Directors meeting. The motion passed unanimously.