



NORTH AMERICAN SOCIETY *FOR*
TRENCHLESS TECHNOLOGY

NASTT Annual General Meeting

Sunday, April 10, 2022
1:00-2:00 PM



**NORTH AMERICAN SOCIETY *FOR*
TRENCHLESS TECHNOLOGY**

Agenda

- **Call to Order**
- **Executive Reports**
- **2022 No-Dig Show**
- **Questions from NASTT Membership**
- **Adjournment**

Chair Report



Alan Goodman

*HammerHead
Trenchless*

2022 NASTT Officers



Alan Goodman Chair
*HammerHead
Trenchless*



Matthew Wallin, PE
Vice Chair
*Bennett Trenchless
Engineers*



Tiffanie Mendez
Secretary
*Sunbelt Rentals, Pump
Solutions*



Greg Tippett, P.Eng
Treasurer
*Stantec
Consulting Ltd.*



Richard (Bo)
Botteicher, PE
Officer-at-Large *Lithos
Engineering*



Craig Vandaele
Immediate Past Chair
Michels Corporation

2022 NASTT Directors



Alan Ambler, PE
AM Trenchless



Lisa Arroyo, PE
Carollo Engineers



Dan Buonadonna,
PE
Jacobs



Maureen Carlin,
Ph.D.
Bothar Group



Andrew Costa
*Insituform
Technologies*



Chris Knott
BTrenchless



Babs Marquis, CCM
*McMillen Jacobs
Associates*



John Matthews, Ph.D.
*Trenchless Technology
Center | Louisiana
Tech University*



Rick Melvin
*TT Technologies,
Inc.*



Stephanie Nix-
Thomas, PE
*Claude H. Nix
Construction Co.*



Charles Pullan,
P.Eng.
*City of Calgary's
Water Resources
Department*



Chris Sivesind
Akkerman



Andrew Sparks
*Integrated
Trenchless
Engineering,
(Laney Group)*



Jim Williams, PE, PMP
Brierley Associates

2022 NASTT Staff



Matthew Izzard
Executive Director



Michelle Hill
Program Director



Jenna Hale
Marketing Manager



Carolyn Hook
*Member Outreach &
Database Manager*



Jessie Clevenger
*Regional Chapter
Relations Manager*



Kari Schiffner
Education Specialist

NASTT Mission & Vision



VISION

To be the premier resource for knowledge, education and networking in Trenchless Technology.



MISSION

To continuously improve infrastructure management through Trenchless Technology.



VALUES

Integrity
Excellence
Objectivity
Transparency
Inclusiveness
Passion



STRATEGIC PLAN



**INCREASING
MEMBER
VALUE**



**REFINING
GOVERNANCE &
MANAGEMENT**



**EXPANDING
MEMBER
ENGAGEMENT**



**GROWING
MEMBERSHIP
& REVENUE**

Vice-Chair Report



Matthew Wallin, PE

*Bennett Trenchless
Engineers*



STRATEGIC PLAN



INCREASING MEMBER VALUE





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INCREASING MEMBER VALUE

- Arizona State University
- Bowling Green State University
- Cal Poly Pomona
- Clemson University
- Indiana University – Purdue University Indianapolis
- Kent State University
- Louisiana Tech University
- Montana Tech
- Oklahoma State University
- Oregon State University
- Purdue University
- Queen's University
- Rutgers University
- University of Alberta
- University of Colorado Boulder
- University of Massachusetts
- University of North Florida
- University of Texas at Arlington



"At the NE Conference, a member told me they were hired directly through their NASTT Student Chapter involvement as a junior."





STRATEGIC PLAN



**INCREASING
MEMBER
VALUE**

Foster strategic partnerships.



**US Army Corps
of Engineers.**

Executive Director Report



Matthew Izzard

North American Society for Trenchless Technology



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REFINING GOVERNANCE & MANAGEMENT

Formed 1990.

Non-Profit 501(c)3 organization.

2021 Form 990 Filed.

2021 Full Audit completed.

Fredrikson
& BYRON, P.A.

DM DANNIBLE & MCKEE, LLP
Certified Public Accountants and Consultants

g
grossman st. amour
CERTIFIED PUBLIC ACCOUNTANTS PLLC



Kari Schiffner
NASTT Education
Specialist



STRATEGIC PLAN



REFINING GOVERNANCE & MANAGEMENT

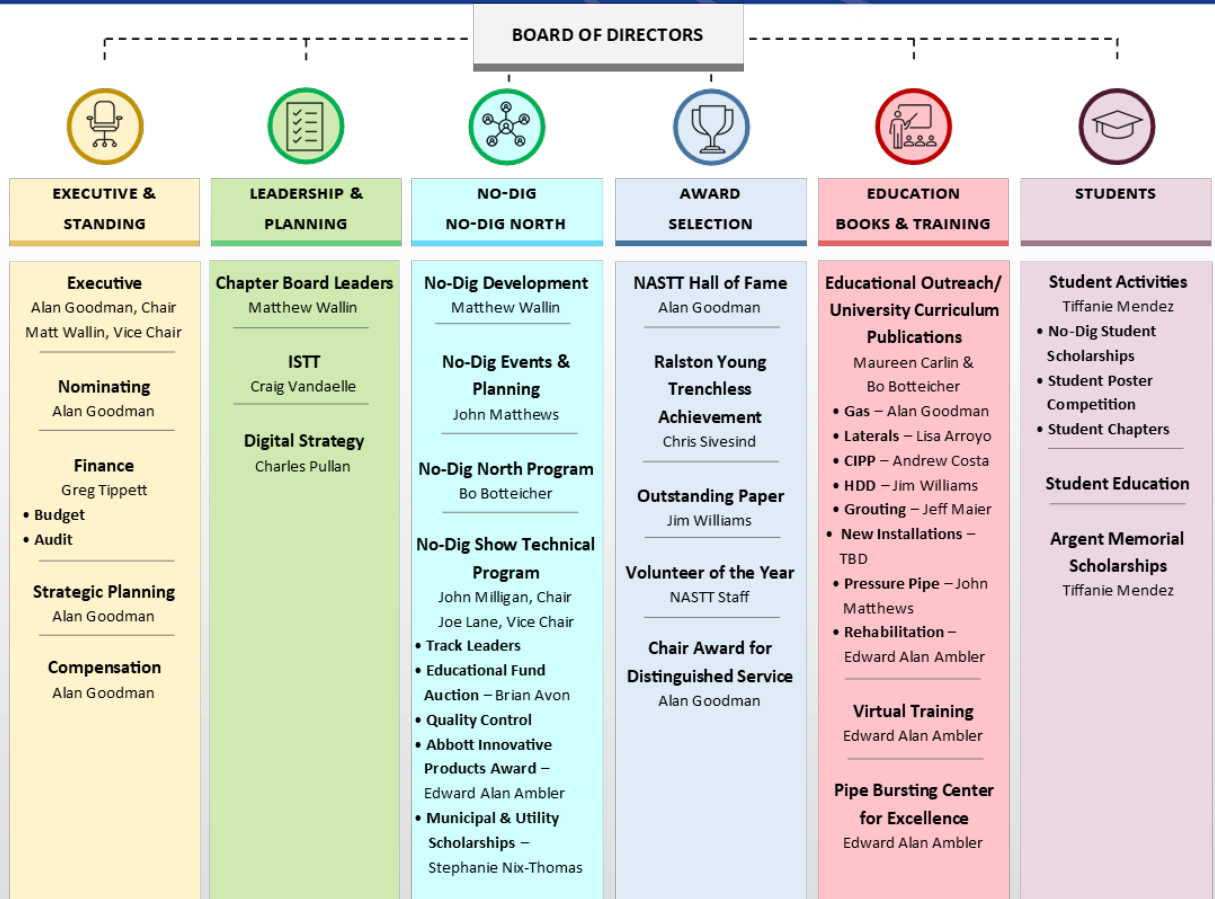




Support and help grow NASTT.

Successful member engagement leads to increased retention and renewal rates.

REFINING GOVERNANCE & MANAGEMENT





STRATEGIC PLAN



Strengthen NASTT brand recognition.

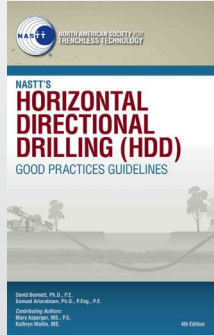


REFINING GOVERNANCE & MANAGEMENT

Media Service Providers



Broadening media engagement





STRATEGIC PLAN



EXPANDING MEMBER ENGAGEMENT

Promote NASTT members and trenchless champions.

- *Trenchless North America* – 12 years NASTT magazine
 - Increased circulation & revenue
 - Increased member promotion & editorial opportunities
 - Increased articles & education material
 - Interactive digital edition
- Expand content and promotion packages for sponsors and member opportunities

\$130,000 raised for NASTT & Regional Chapters since **2015**



Treasurer Report



Greg Tippett

*Stantec
Consulting Ltd.*



**STRATEGIC
PLAN** 

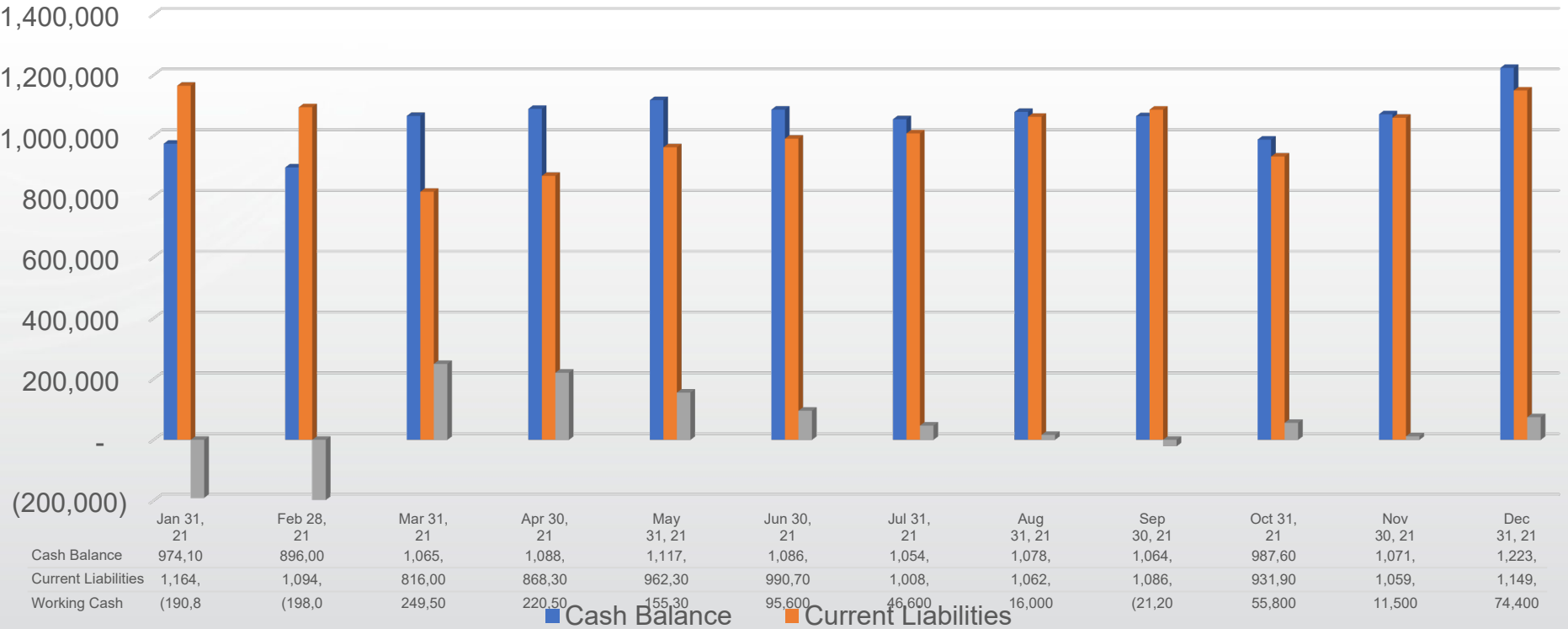


**GROWING
MEMBERSHIP
& REVENUE**

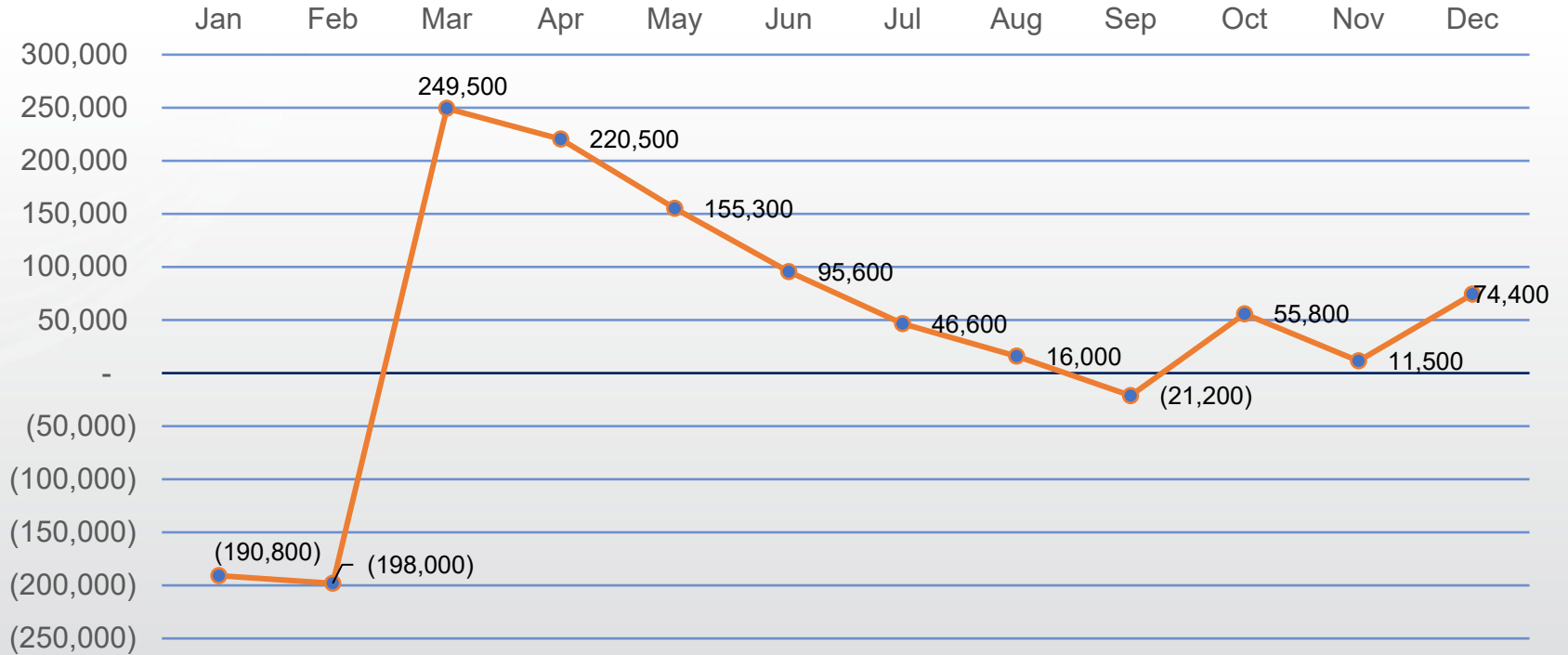
Develop a balanced short and long-term financial focus.

- Three-Year forecast model. Focus on Working Cash.
- Prudent expenditure, improve operational efficiencies.
- Regular, consistent reporting to Board.
- Finance Committee monthly meetings.
- Audit & Accounting review and RFP every three years.

Working Cash

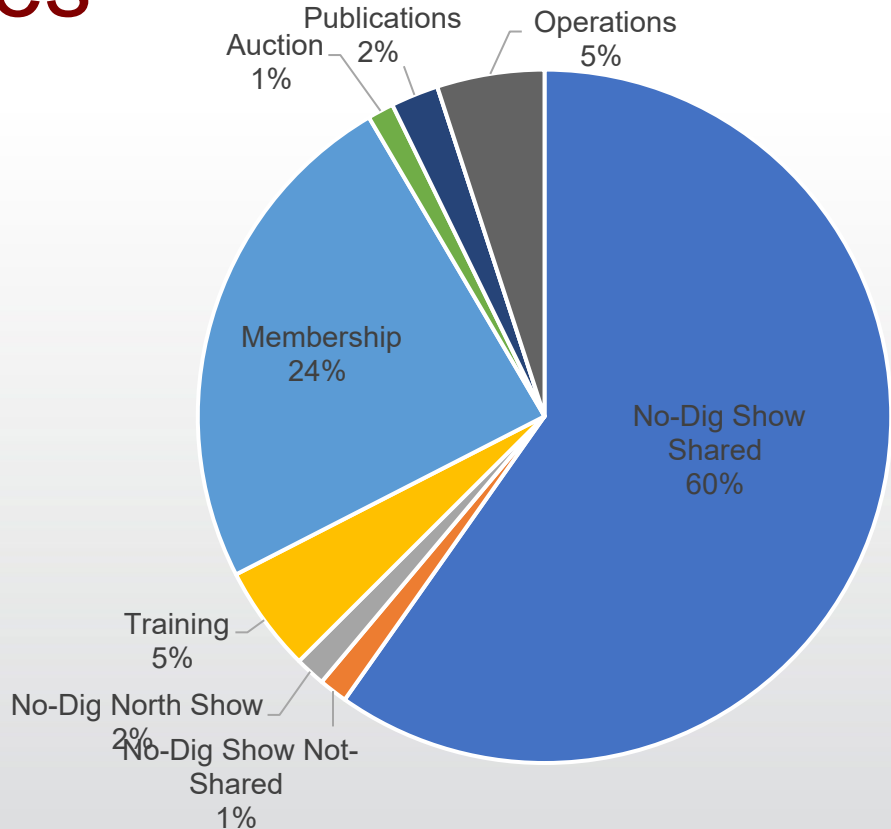


Working Cash – 2021



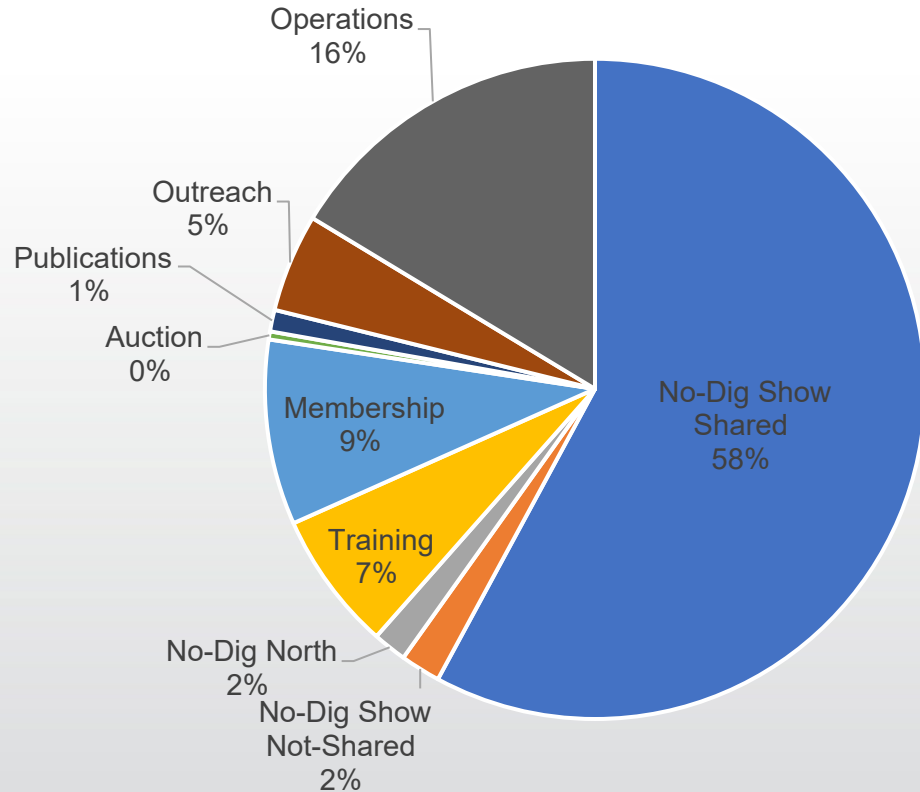
2021 Revenues

No-Dig Show Shared	\$1,238,000
No-Dig Show Not-Shared	27,700
No-Dig North	29,200
Training	102,300
Membership	498,800
Auction	25,300
Publications	46,100
Outreach	-
Operations	103,700
	<hr/>
	\$2,071,100



2021 Expenses

No-Dig Show Shared	\$1,119,700
No-Dig Show Not-Shared	38,000
No-Dig North	32,000
Training	131,800
Membership	175,400
Auction	7,600
Publications	20,500
Outreach	92,900
Operations	316,100
	<hr/>
	\$1,934,000



2021 Budget vs Actual

	<u>2021 Budget</u>	<u>2021 Actual</u>	<u>Variance</u>	<u>% Variance</u>
No-Dig Show Shared	\$ 288,900	\$ 118,300	\$ (170,600)	-59%
No-Dig Show Not-Shared	4,600	(10,300)	(14,900)	-324%
No-Dig North	3,100	(2,800)	(5,900)	-190%
No-Dig North Training	-	-	-	0%
Training	10,200	(29,500)	(39,700)	-389%
Membership	261,100	323,400	62,300	24%
Auction	(5,600)	17,700	23,300	-416%
Publications	30,700	25,600	(5,100)	-17%
Outreach	(136,400)	(92,900)	43,500	-32%
Operations	<u>(281,000)</u>	<u>(212,400)</u>	<u>68,600</u>	-24%
	<u>\$ 175,600</u>	<u>\$ 137,100</u>	<u>\$ (38,500)</u>	



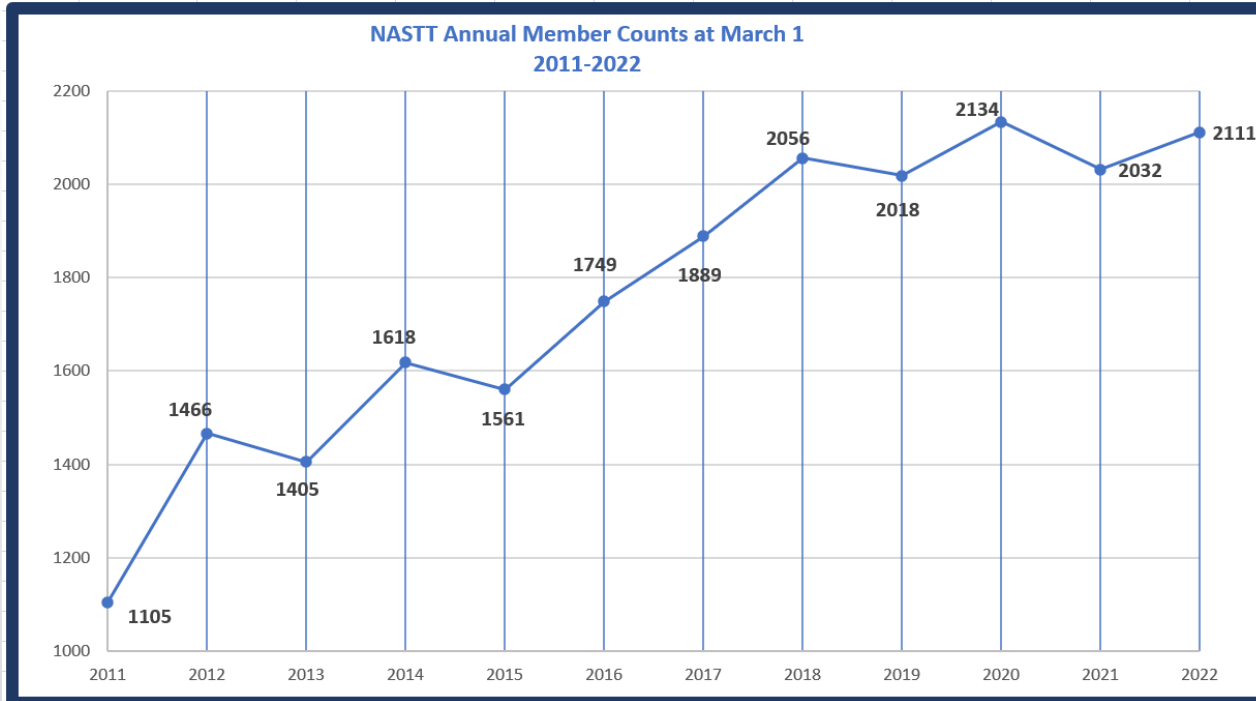
STRATEGIC PLAN



GROWING
MEMBERSHIP
& REVENUE

NASTT
Members
March 1, 2022

2111





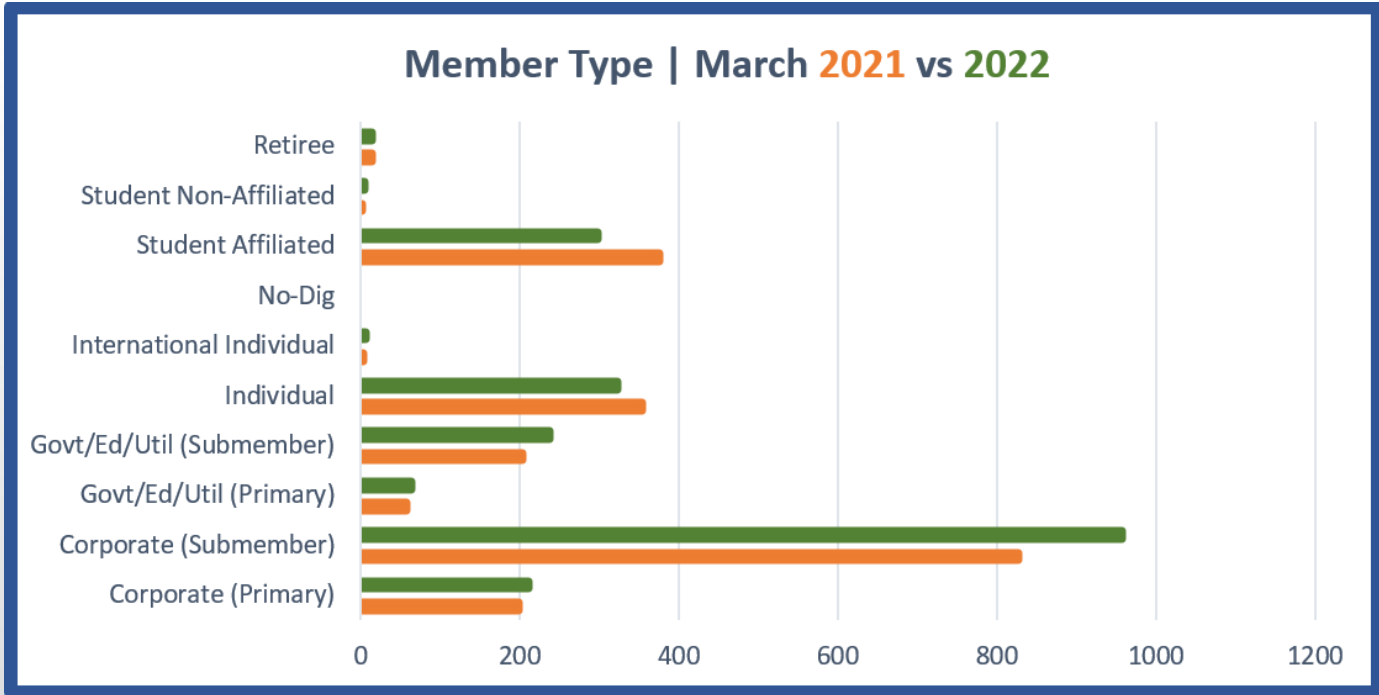
STRATEGIC PLAN



GROWING
MEMBERSHIP
& REVENUE

NASTT
Members
March 1, 2022

2111





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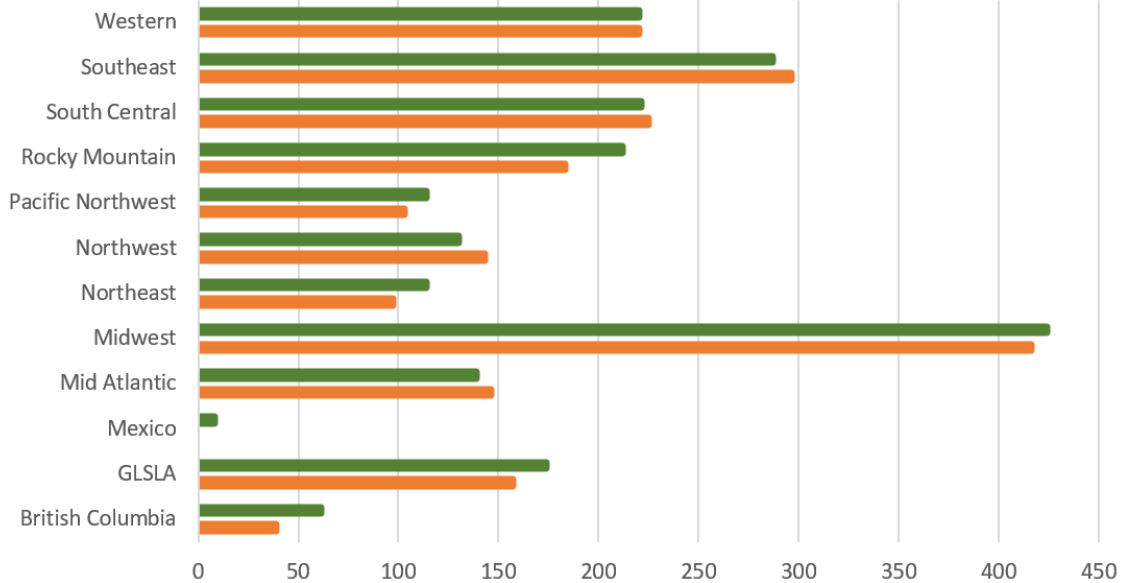


GROWING MEMBERSHIP & REVENUE

NASTT Members
March 1, 2022

2111

Regional Chapters | 2021 v 2021



Secretary Report



Tiffanie Mendez

*Sunbelt Rentals, Pump
Solutions*

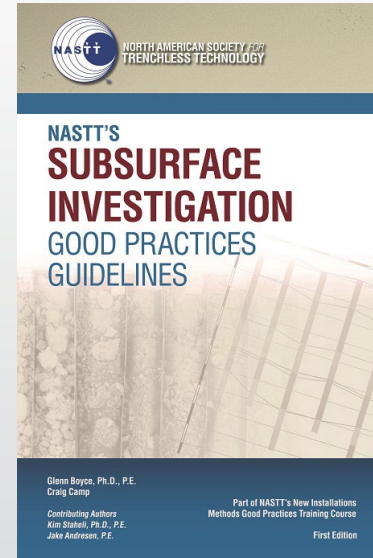
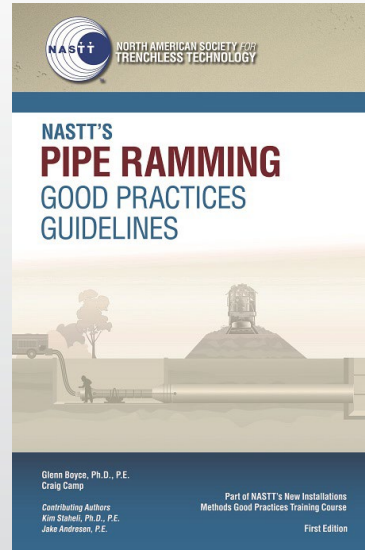
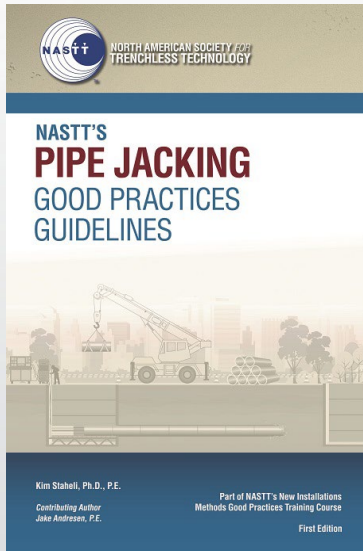


STRATEGIC PLAN



EXPANDING MEMBER ENGAGEMENT

Expand NASTT educational content.





**STRATEGIC
PLAN** →



**INCREASING
MEMBER
VALUE**

Offer high quality trenchless education through the Good Practices Training Program.

- All available courses held – virtual delivery.
- 10 training events in 2021
- 312 attendees participated
- 34 instructors participated – Thank you!

Courses reviewed annually, Trainer review program
Publications & Courses under review – CIPP, Laterals & HDD



**STRATEGIC
PLAN** →



**INCREASING
MEMBER
VALUE**

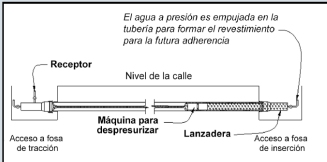


Provide for ongoing development of training content.

- Pipe Bursting School of Excellence.
- CIPP Course (Spanish) – ISTT Grant Support.
- New Course – CIPL Pressure Pipes.
- Other new technology course development.

Curso breve sobre

Inserción del revestimiento CIPP
Tracción en sitio



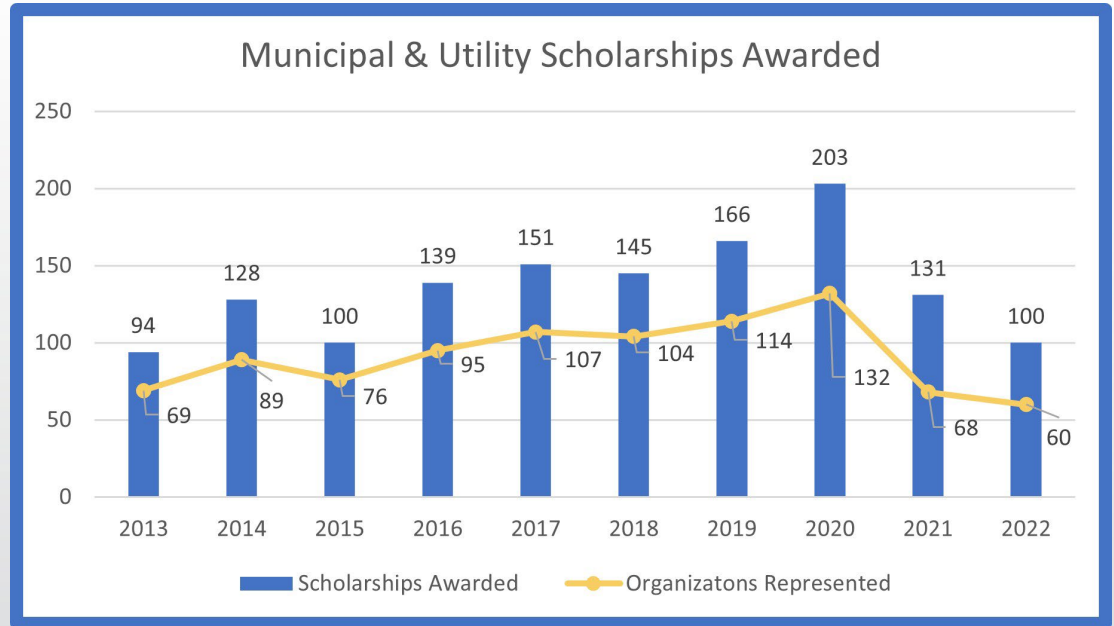


STRATEGIC PLAN →



EXPANDING MEMBER ENGAGEMENT

Grow NASTT No-Dig Show attendance through the Municipal & Public Utility Scholarship Program





STRATEGIC PLAN



EXPANDING MEMBER ENGAGEMENT

Engage students through Argent Memorial Scholarship Program.

- 51 student scholarships awarded in 9 years.

**\$220,000
Awarded
to Date**

Since 2010, NASTT has awarded up to five scholarships each year in the amount of \$5,000 (US) each to eligible students who are members in good standing of a current student chapter of NASTT. The applicants must be enrolled as a full-time student in an accredited college, university or trade school.



STRATEGIC PLAN →



EXPANDING MEMBER ENGAGEMENT

Expand student chapter engagement.

- Grant Assistance
- No-Dig Show Experience
- Student Scholarships
- Non-Affiliated Students
- *Developing Student Education Course*



Officer-at-Large Report



Bo Botteicher

Lithos Engineering



Strategically grow and continually improve the NASTT No-Dig Show.

No-Dig Show Minneapolis in numbers –

32nd Annual No-Dig Show

150 Exhibitors, 318 Booths

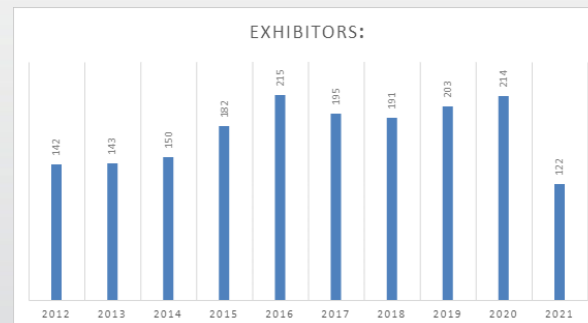
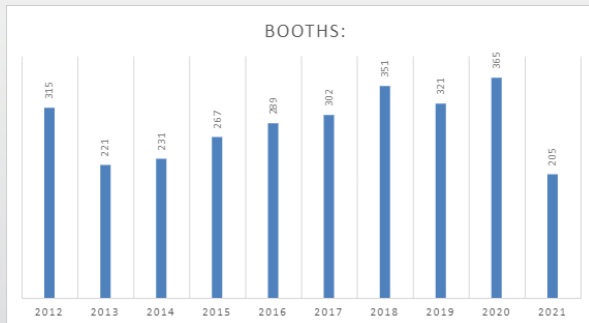
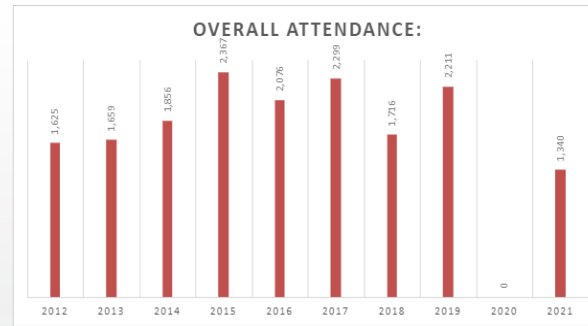
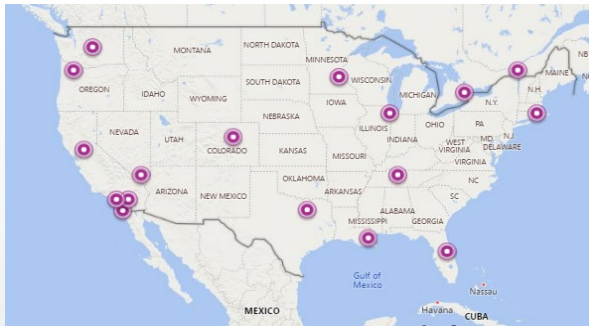
105 Sponsorships - \$750k
(New No-Dig record!)

145 Technical Presentations







Over 1,500 pre-registration



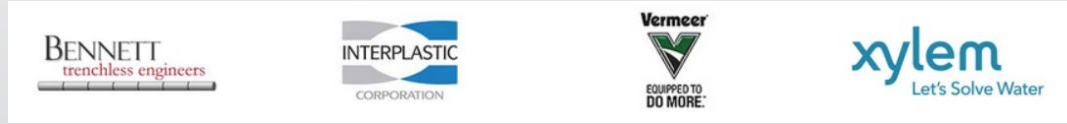
Strategically grow and continually improve the NASTT No-Dig Show.



Engage more donors and increase fund raising efforts for the Educational Fund to continuously upgrade NASTT educational offerings and provide student and municipal scholarships.

<p>#4</p>  <p>Ruby and Diamond Pendant; Ruby and Diamond Hoop Earrings</p> <p>\$1,550 Starting Bid</p>	<p>#5</p>  <p>210392 Slurry Test Kit Model 833</p> <p>\$600 Starting Bid</p>	<p>#6</p>  <p>Amazon - Echo Show 10 (3rd Gen) HD Smart Display with Motion an...</p> <p>\$100 Starting Bid</p>	<p>#17</p>  <p>Laduree Box of 12 Macarons</p> <p>\$40 Starting Bid</p>	<p>#18</p>  <p>Apple Watch SE (GPS) 44mm Space Gray Aluminum Case with Sport...</p> <p>\$75 Starting Bid</p>	<p>#19</p>  <p>Bose Quiet Comfort Earbuds</p> <p>\$90 Starting Bid</p>
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Thank You Auction Sponsors!



Grow NASTT member engagement through award recognition.

- Abbott Innovative Products & Services: Rehabilitation & New Installation
- Chair Award for Distinguished Service
- Outstanding Trenchless Paper: Rehabilitation & New Installation
- Ralston Young Trenchless Achievement
- NASTT Volunteer of the Year
- NASTT Hall of Fame



Future Initiatives



Alan Goodman

*HammerHead
Trenchless*



NASTT HALL OF FAME 2022

Dennis DOHERTY



Paul NICHOLAS



Mike WILLMETS



No-Dig North



No-Dig North 2022
Beanfield Center, Toronto
October 17-19, 2022

No-Dig North 2023
Edmonton | October 24-25

No-Dig North 2024
Niagara Falls | October 22-23

Presented by:



Future No-Dig Shows



NASTT 2023 No-Dig Show

Oregon Convention Center

April 30 – May 4, 2023

Portland, Oregon



NASTT 2024 No-Dig Show

Rhode Island Convention Center

April 14 – 18, 2024

Providence, Rhode Island



NASTT 2025 No-Dig Show

Colorado Convention Center

March 30 – April 3, 2025

Denver, Colorado

QUESTIONS

info@nastt.org

NEW!

888-388-2554

