

EGSA DD 2014 Spring Meeting Minutes

3.24.2017

INTROS

Bob intros to the committee and welcomes the new members
Intros the Leadership team
Goes over the ground rules, Mission Statement, vision, goals,
Went over the agenda (refer to power point)
Introduced Richard Knittel and TOYA working group
Richard introduces the panel
Richard introduces the Matrix

Questions on TOYA Matrix

Who fills out the form?
Richard said the panel

Chad, as a technician asks does the tech need to be EGSA certified?
Richard says yes they need to be EGSA certified. However they recognized that not everyone is certified or might not pass the harder EGSA test. Bob said there is a lower level test coming out that would allow inclusion by almost everyone.

Gary Farmer as a Storyteller, does the traveling hurt opportunities? Richard understands not everyone can travel, however it does balance out with all the other matrix items

Keith Heid, sales person – He said he does not want to see the “good” test takers get the real advantage. Says some of his guys are great but might not be the best test takers. Richard says that EGSA cert is important so scores have to be included, however there are other items in matrix that balance out.

Will Ferrigo, dealer – Says too many companies only work in one state and it is unfair and the traveling needs to be weighted more to 1. Richard says that can be debated----Tom Wein says ya but we are talking about TOYA!! These should be exceptional guys. They have to be very qualified.

Will Ferrigo, dealer- Revenue generation, does tech makes \$? Can be included in matrix, Tech testimonials, did tech get testimonials? Richard agreed, it is a work in progress and can be added.

Audience questions- who writes the essay, Richard says the DD who nominates the Tech.

Audience questions – Can you only win once or is there time frame on when they can apply again? Bob says you want to really see the story of the Tech that does the best in the one year. (NO ANSWER on time frame)

Al powers- Team player, wants to see this counted into the Matrix because he notes that his top guys were not team players and feels it is great. Richard says yes he agrees. Lyndon says, this matrix is a tool we can show to our customers and show the standard we want our techs to live up to.
Tom wien says well if they are not a team player, will you even nominate him, so does it need to go on matrix, it just might be common sense.

Bob says he wants to take old stories put on linkedin. New stories will be the source for TOYA now.

Richard- What you are going to take back is when you talk to your customer, you can be a self promoter:
Hey I am part of the group that selects the TOYA/

Bob says you can add

Asked to vote on TOYA, overwhelming majority of the DD raised their hands for YES!!!!

Charlie says he wants to see a TOYA FALL2014.

Charlie says we should just increase a DD fees \$40 and not have to just check a box.

Bob says company pays for tech and spouse travel and lodging. EGSA pays for registration (tech and wife).

Audience asked is it only for USA? No they said for North America.

Kim says: there are how do we get the techs to know about TOYA>bob says it is the DD job to educate your guys.

Can manufacturers help with cost, absolutely.

TOYA will be at every fall convention. What are start and cut off dates? Will be decided.

Audience questions – how do we have money to hit the fall 2014 day. We already have some money in the account.

If there is a surplus- we will take the cost off the DD for trip.

It was noted that you can also donate direct to TOYA account.

Manufacturers can also sponsor parts like air fare.

Bob asks if we should just raise DD fares- we need to propose to the board.

Bob asks the group to start to think of the stories.

What is in it for me (CEO) – Benefits in industry. Maybe also PR for the CEO.

Lyndon- speaks on Linkeln

Bob unpacks Apprenticeship program-

Questions- did you talk to any schools – yes Walch put a lot of effort into it. Jones said they have a technical school.

It was clarified that the TOYA winner can only win once.

Round Robin

- Liked that we are recognizing techs, he was a tech and appreciates it
- Liked Linked in DD and the discussions, blogs on industry info.
- Improvement – wants to see more for manufacturers feedback- more posting on linkedin on how manufacturers can help the DD

- Improvement- get out matrix before meeting
- Value- learned a lot about DD and EGSA
- Value- techs are seen the most, sales guy talks to elec contractor, thinks its great we are recognizing them
- Value- likes TOYA, says tech sells the 2nd, 3rd,
- Improvement – Been talking for a while, lets meet the deadline on TOYA
- Value- Energy leadership puts into it
- Improvement – wants to see recognition of techs that retire or pass away.
- Bob- recognize them at the DD meetings
- Value- Excited to see the TOYA take off.
- Improve – Once the matrix if final share with the DD to get to techs
- Improve – Less time for intros
- Improve – TOYA should be funded fully by EGSA- DD should not have to buy all that
- Value – TOYA is great, what is next topic – answer Apprenticeship
- Value – a manufacturer likes the meeting.
- Improve wants to see more for manufacturers
- Improve – EGSA promote the cert for the Tech thru the engineering community. EGSA will mail to your engineers.
- Value- Liked the meeting- Strengthen the EGSA DD brand will help everyone
- Improve – service manager says thanks that everyone app techs
- First timer- Great TOYA.
- Improve- continue Training and to get techs
- Inspires by Richard cert 22 techs, will bring back and get more techs certified, loves the energy.
- Likes TOYA and looks forward to applications
- Value-enjoys energy, and thinks it important to have TOYA
- Improve- Manufacturer wants more involvement
- Improve- More concerted effort from manufacturers to promote EGSA more.
- Value- Thanked for the time leadership.
- Improvement- all have problems finding techs, where does EGSA help to make it known that people are needed in the power gen biz. Market to new kids.
- -comments we have been educating people with school but not for technical trade. Need to make sure parents realize it is ok for kids to be in tech schools.
- Value- great on the first matrix, likes enthusiasm.
- Improvement – too much on TOYA if unfinished. Thinks we need to clean up
- Value- likes the concept of TOYA
- Value- liked that we took a vote and it is moving forward otherwise take forever
- Speaker says- He agrees some should be techs not students, said there is center of energy work force development, need to reach out. Talk with speaker more. (Gregory)
- Love leadership

- Vaughn- 100% support on TOYA, wants to present the TOYA fall 2014. If Manufacturers want to step up they should. If you are a manufacturer you need to tell them to join EGSA.
- Improvement – how can we create a platform for the actual Techs, can we start a LinkedIn page to get them engaged.
- Improvement- EGSA needs to do better to grow dealers as member and help them market better to end customers
- Likes Apprenticeship program
- Congrats to committee
- Said it is great TOYA and they really need to be recognized.
- What he said
- Cant wait to see TOYA
- Big step in the right direction TOYA
- Thanks to be on the panel as a tech
- Improve- would like to see the meeting be longer. Chad Youkers volunteered to be lead on apprenticeship.

What can we do at a high school level to get techs started

Meeting adjourned.