

MINUTES

North Carolina Pest Control Association
Board of Directors Meeting
Judicial Room, Hilton North Raleigh
9 a.m., Tuesday, April 19, 2005

CALL TO ORDER

President Mark Brown called the meeting to order at 9:05 a.m. and asked attendees to reaffirm support for the Association's anti-trust policy. The Board renewed its commitment to the policy. Present for the meeting were Robert Dillingham, RB Goforth, David Spillman, Burns Blackwell, Mark DeGeare, Chuck Hazelwood, Duane Rose, Brian Windham, Mark Harrison, Kristin Dodd, Doug Whitley, Walt Cooper and Kevin Spillman. Absent was Jay Taylor. Staff present was managing director Stevie Hughes and executive director Mike Borden. Guests present were Carl Falco, Walt Osborne, Don Hamby, Steve Taylor, Billy Tesh, Cliff Patterson, Debi Logue, Michael Crowe, Rusty Smith, John Dunbar and Fred Wingate II.

NC STATE TRAINING FACILITY

Carl Falco updated the board on the training facility off Lake Wheeler Road. The facility is on 800 acres and will have dual classrooms shared by the Department of Entomology and the Department of Soil Science. There will be an outdoor pavilion which will be outfitted to replicate pest conditions within the home.

Falco indicated a formal request would have to be made to the General Assembly to get \$100,000 in operating funds. He asked that the Association take the lead in working with Glenn Jernigan and the Legislative Committee to approach the General Assembly about funding.

MINUTES OF THE PREVIOUS MEETING

Brian Windham reported the January 17, 2005 minutes had been distributed. A motion was approved to accept the minutes as written.

FINANCIAL REPORT

Windham reported on the February financial statement.

Revenue for the fiscal year is \$279,612.25 40% from membership dues, 48% from the PCT School and 12% from other income. \$46,140 of this amount is dues collected for disbursement to NPMA, leaving net revenue of \$233,472.25.

Expense for the fiscal year is \$203,006.70. \$45,415 is dues expended to NPMA, leaving a net expense of \$157,591.70. The \$725 difference between NPMA dues collected and disbursed will be paid to NPMA in March.

Member equity as of June 30, 2004	\$286,786.65
Member equity as of June 30, 2003	\$222,392.27
Member equity as of June 30, 2002	\$184,644.90
Increase/decrease member equity July 1, 2004 to February 28, 2005	\$62,768.04

Restricted Funds Balances

Educational Foundation	\$66,150.42
WDIR Accreditation	\$10,610.35

Investments:

Beginning Balance	\$100,000
Gain/Loss on Investment to date	\$ 34,279.22
Gain/Loss since July 1, 2004	\$ 7,954.97

Bank Fees (included above)	\$ (2,997.94)
Ending Balance	\$134,279.22

The financial statement was approved for financial review.

The 2005-2006 budget was distributed for comment. Brian Windham asked any suggested revisions be sent to him.

REPORT OF ASSOCIATION ACTIVITY

WDI Accreditation Program

The training program recently completed four programs – January 17 in Raleigh, March 9 in Charlotte, March 10 in Asheville and March 17 in Greensboro. On-site testing was piloted at each of these locations. A fifth program in Wilmington was cancelled due to a lack of registration.

- Training Program #1 – Raleigh – 62 attendees
- Training Program #2 – Charlotte – 46 attendees
- Training Program #3 – Asheville – 15 registrants
- Training Program #4 – Greensboro – 51 registrants

WDI Test Results

Date	Course Participants	Attendees who have taken test	Test Taken (includes re-takes)	Number Who Have Passed
4/18/2005	345	247	280	196
2/22/2005	236	107	134	89
1/5/2005	171	80	102	62
12/12/2004	171	77	99	59
9/20/2004	171	72	94	55
6/9/2004	171	56	77	40
5/18/2004	171	44	56	28

Regional Workshops 2005

(2004 numbers in parentheses)

- | | |
|---|---|
| Monday, March 7 morning – Winston Salem 12 (10) | Wednesday, March 9 morning – Fayetteville 17* |
| Monday, March 7 afternoon – Concord 25 (39) | Wednesday, March 9 afternoon – Raleigh 25 (27) |
| Tuesday, March 8 afternoon – Fletcher 22 (17) | Thursday, March 10 morning– Greenville 27 (**) |
| | Thursday, March 10 afternoon – Wilmington 36 (18) |

* new for 2005 ** no numbers reported

Newsletter

Below are the production figures for the 2005 editions.

Jan. /Feb. edition (16 pages), 272 copies mailed – Ad Revenue \$1,465, Development & Mailing Expense \$1660.19 = Net Loss (\$195.19)

OLD BUSINESS

SPCC Meeting Agenda – Billy Tesh reported a South Carolina representative would be petitioning to be excluded from licensing and be allowed to operate as a plaintiff expert witness. He reported the rep would also be asking to provide expert testimony as a regulator and to do home inspections and render opinions without a license.

Family Day – Borden reported on the Family Day interest survey. Additional suggestions included the Hooters stock car racing circuit or the Durham Bulls.

NEW BUSINESS

New Board Orientation - Chuck Hazelwood reported a new board orientation was being planned prior to the summer conference.

Management Contract Task Force – Brown reported the task force had completed its work and is recommending management services remain with IMI Association Executives.

EDUCATION FOUNDATION

Harrison reported on the following:

Election of Officers – Chairman, Dee Dodd, Vice Chair Mark Harrison, Secretary/Treasurer Walt Cooper

Scholarship – To increase candidate pool, the Foundation is removing the 8% interest requirement for those who may be required to repay the scholarship due to default. At a minimum, the scholarship could be treated as an interest free loan.

Rubric Scoring – The score sheet was adjusted to reflect financial scoring – 1 pt for dependents whose parents make over 60k, 2 pt for dependents whose parents make less than 60K, 3 pt for independents that make more than 20K, 4 pts for independents who make less than 20K.

Selection Committee – Chairman Walt McDuffie and committee members Dee Dodd, Mark Harrison, Walt Cooper and the NCPCA president in an ex-officio role. In the event, one of the committee members must excuse himself from the selection process for objectivity concerns, the seat would be filled by the NCPCA vice president first, followed by the NCPCA secretary/treasurer, followed by the most senior Regional Vice President

Fundraising Plans – Foundation is looking at fundraising options at the summer conference. Consideration given to a raffle and to a reception on Friday with select candidates who are potential donors.

COMMITTEE REPORTS

Executive Committee

Card Systems Marketing Agreement – Committee voted not to pursue a bankcard marketing agreement, but encouraged Card Systems to pursue membership in the Association to promote its service

Committee Vice Chairs – Committee is recommending vice chairs for each standing committee who will fill the duties of the chairman in his/her absence. The change would require an update of the operating policies.

Legislative Day – Committee discussed options for increasing visibility of regional vice president at the NPMA Legislative Day. Recommendation to fund registration fee for RVPs to encourage attendance. Also recommend discussions with NPMA about funding options to underwrite transportation or other costs

Expanded Seating – Committee recommends the addition of a committee chair at the board table which each chair would be asked to occupy to make his/her report to the board. At the completion of the report, the committee representative would return to the gallery.

Code of Ethics – The Executive Committee is recommending adoption of the proposed code of ethics, subject to minor amends to correct grammatical errors and potential passages regarding arbitration.

Brown reported on an Executive Committee recommendation to provide members with directory information. A motion was approved to provide membership directory information in an electronic format free of charge to members only.

Membership – Duane Rose reported on membership figures: Active Members 203; Allied Members 36; and Associate Members 23. Rose reported regional vice presidents who called the non-renewal list found many companies had gone out of business. He reported a membership application would be included in the 2006 PCT School mail out. Rose called for nominations for Honorary, Lifetime or Hall of Fame member categories. No names were offered.

Special Olympics – No Report

Summer Conference – Steve Taylor reported on conference highlights which include a session on marketing to women and research updates from NC State and Clemson. Taylor reported registration fees had been reduced. The 2006 conference is planned for the Westin Hilton Head and will include NC and SC. VA will be invited, but not involved in the planning.

PCT School – Harrison reported on the final attendance and financial figures for the 2005 conference. Debi Logue reported on the 2006 conference which will include a mock trial. She also reported the Ant Workshop would be phased out and in future years attendees will be offered a termite workshop and an occasional invader workshop.

Legislative – Don Hamby reported on a draft bill in the NC General Assembly regarding School IPM that required parental notification at least 72 hours in advance of any treatment. Hamby submitted his resignation as the legislative chair. Brown asked interested persons to chair the committee to see him.

Past Presidents Council – No Report

Rules and Regulations – No Report

Public Relations – Robert Dillingham reported no applications had been received for the Technician of the Year. He distributed some applications and encouraged attendees to complete them and return by the April 30 deadline.

Dillingham also recommended surveying the membership about offering an electronic newsletter as an alternative to receiving a printed copy.

WDIR Accreditation - Kevin Spillman reported several training programs were held in March and April. He reported on pass rates and attendance figures. He reported the committee is recommending keeping the course in Raleigh and doing them at the NC State Training facility. Also recommending a more beefed up course to make it more comprehensive, possibly expanding to a two-day course. Responding to a question regarding a review process for those who fail the exam, Spillman reported no review process is currently planned. The next course is planned for January 2006 at the PCT School.

Spillman also reported on plans to send a letter of concern to PCT Magazine regarding their termite workshops planned for NC. These workshops directly conflict with the Accredited Inspector program course.

NPMA Update – Hazelwood reported QualityPro was still underway. Pestworld 2005 will be in Nashville and the NPMA Academy in Tucson. He reported NPMA has purchased land and is building a new office in Fairfax, VA.

Ethics & Standards – R.B. Goforth reported on the revised edition of the code of ethics. Some grammatical corrections were offered and some discussion on the arbitration section. Goforth will place the recommendations into the next draft and submit it to the Association office. A motion was approved to accept the Basic Principles of the Code of Ethics, as amended, for general membership consideration at the 2005 summer conference.

IPM Credentialing Program – Billy Tesh reported the committee is looking at developing IPM subclasses for multiple industries; each subclass would be focused on a particular IPM training. He indicated there would be an IPM credentialing program developed.

ANNOUNCEMENTS

Borden read the two motions offered during the meeting. The motions were approved as read. Goforth reported he had lunch with John Peckman of the NC Wildlife Federation to seek clarification on the protected status of moles. He learned moles are not protected, but no chemical product is registered in North Carolina for use on moles.

With no other business pending, the meeting adjourned at 11:55 a.m.

Respectfully Submitted,

Michael R. Borden

Michael R. Borden, CAE, executive director
For
Brian Windham, secretary-treasurer