

## **MINUTES**

North Carolina Pest Control Association  
Board of Directors Meeting  
Mid Pines Inn & Golf Club, Southern Pines, NC  
9 a.m., Tuesday, November 07, 2006

### **CALL TO ORDER**

President Brian Windham called the meeting to order at 9 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 Burns Blackwell, Scott Canady, Walt Cooper, Robert Dillingham, Kristin Dodd, Dana McDuffie, Kevin Spillman and Jon Stewart. Staff present was executive director Mike Borden. Guests present were Harden Blackwell, Michael Crowe, David Dillingham, Dee Dodd, John Dunbar, Chuck Hazelwood, Don Hamby, John Loesch, Walt McDuffie, Randy Piligian, Billy Tesh, and Scott Tolbert. Absent were Greg Baumann, Josh Harrison, Duane Rose, Lee Smith, David Spillman and Doug Whitley.

### **MINUTES OF THE PREVIOUS MEETING**

Robert Dillingham reported the September 18, 2006 minutes were distributed.  
A motion was approved to accept the minutes as presented.

### **FINANCIAL REPORT**

Dillingham reported on the September financial statement.

Revenue for the fiscal year is \$117,887.21: 89% from membership dues, 4% from the United We Stand, United We Grow, 2% from the WDIR Accreditation Program, 5% from other income. \$45,745 of this amount is dues collected for disbursement to NPMA, leaving net revenue of \$72,142.21.

Expense for the fiscal year is \$95,157.67. \$41,205 is dues expended to NPMA, leaving a net expense of \$53,952.67.

#### Equity

Member equity as of June 30, 2006	\$296,264.36
Member equity as of June 30, 2005	\$270,974.72
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, 2005 to September 30, 2006	\$ (9,690.20)

#### Restricted Funds Balances

Educational Foundation (now reflected on separate EOM reports)	\$99,273.63
WDIR Accreditation	\$27,626.26

#### Investments:

The NCPA membership approved a \$100,000 investment with First Citizens at the January 2003 general membership meeting. That investment began March 1, 2003.

Beginning Balance	\$100,000
Gain/Loss on Investment to Date	\$12,132.14
Gain/Loss since July 1, 2006	\$ 2,992.16
Bank Fees (included above)	\$ (2,618.02)
Ending Balance	\$112,132.14

Gain/Loss per investment fund is on the Summary of Cash Accounts sheet  
The financial statement was approved for financial review.

## **REPORT OF ASSOCIATION ACTIVITY**

### **FALL MEMBERSHIP MEETING DATES**

<b><u>REGION</u></b>	<b><u>DATE</u></b>	<b><u>LOCATION</u></b>	<b><u>All meetings begin at 6:30 p.m.</u></b>
1	Sept. 12	Ryan's Steak House, Asheville	<b>18 attendees</b>
2	Sept. 19	Sagebrush Restaurant, Kernersville	<b>24 attendees</b>
3	Sept. 26	Quaker Steak & Lube, Charlotte	<b>31 attendees</b>
4	Oct. 3	Red, Hot and Blue Restaurant, Raleigh	<b>15 attendees</b>
5	Sept. 7	Sammio's #2, Fayetteville	<b>44 attendees</b>
6	Sept. 21	The Beef Barn, Greenville	<b>26 attendees</b>
7	Sept. 28	The Front Porch, Elizabethtown,	<b>17 attendees</b>
8	Oct. 10	Morgan's Tavern & Grill, New Bern	<b>44 attendees</b>

### **NEWSLETTER**

Below are the production figures for the 2006 editions.

**Jan. /Feb. edition** (20 pages), 280 copies mailed – Ad Revenue \$1,322.50, Development & Mailing Expense \$1,359.60 = Net Loss (\$37.10)

**March/April edition** (20 pages), 280 copies mailed – Ad Revenue \$1,072.50, Development & Mailing Expense \$1,366.66 = Net Loss (\$294.16)

**May/June edition** (20 pages), 330 copies mailed – Ad Revenue \$1,297.50, Development and Mailing Expense \$1,668.41 = Net Loss (\$370.91)

**July/August edition** (20 pages), 330 copies mailed – Ad Revenue \$1,322.50, Development and Mailing Expense \$1,578.80 = Net Loss (\$256.30)

**September/October edition** (20 pages), 330 copies mailed – Ad Revenue \$1,447.50, Development and Mailing \$1,588.64 = Net Loss (\$141.44)

### **OUTSTANDING INVOICES LIST**

Bayer Environmental Sciences, \$135, March-April Newsletter Advertising

Bayer Environmental Sciences, \$135, July–August Newsletter Advertising

Univar USA, \$150, March-April Newsletter Advertising

Univar USA \$150, July-August Newsletter Advertising

Arrow Exterminating, \$112.50, July-August Newsletter Advertising

### **OLD BUSINESS**

**SPCC Meeting Agenda Discussion** – Burns Blackwell raised question regarding Benny Ray's appointment to the SPCC. Further discussion continued on whether NCPCA should be endorsing members for SPCC appointment. Hamby has agreed to pursue the issue further and report back at the January meeting.

**United We Stand, United We Grow** – Kevin Spillman updated the board on attendance figures. Mike Borden reported a broadcast e-mail and fax had been sent to the membership promoting attendance.

**Microscope Memorandum of Understanding** – Windham reported a meeting had been set up for Friday, November 10, 11:30 a.m. with NC State to discuss the memorandum.

**Leadership Orientation** – Spillman reported the orientation would take place February 11-12, 2007 at the Sheraton Imperial. He added the orientation would also include a goal setting session.

### **NEW BUSINESS**

No report.

## **EDUCATIONAL FOUNDATION**

Dee Dodd reported the Foundation Board of Directors would have two openings. A call for nominees had been distributed. Dodd reported five scholarship applications had been received and three scholarships were awarded at \$9,000 total.

## **COMMITTEE REPORTS**

Executive Committee – Brian Windham reported on the open discussion at the Leadership Retreat. Direction was provided regarding the microscope meeting and the summer meeting.

Membership – Spillman discussed the membership report with 196 active members, 28 allied members, and 26 associate members for a total of 250 members. There are 32 non-renewals and 8 new active members since the new year began on July 1, 2006. Currently, 1,844 cardholders are represented, down from the 2,607 represented as of June 30, 2006. Staff will send the list to the regional vice presidents broken down by regions for follow-up.

Summer Conference – Don Hamby reported on concerns with some of the accountability with numbers and finances. Some concern about expensiveness of Hilton Head as a summer conference location. Some concern about whether the conference should be run by NCPCA and SCPMA or by NPMA. Hamby will share with NPMA

PCT School – Hamby reported the sixth floor hospitality suite has been renovated and was no longer available. He reported the hospitality suite would be moved to the fifth floor. He also reported volunteer sheets were being distributed for PCT School room monitors and PCT School room upgrades.

Legislative – Hamby reported the General Assembly has been quiet since its adjournment. He encouraged everyone to get out and vote.

Past Presidents Council – Chuck Hazelwood reported on proposed bylaw changes regarding the regional realignment and creating co-chairs for the Past Presidents Council. A motion was approved for general membership consideration to remove from Article VII, Section 5 of the bylaws the sentence, “The Immediate Past President will chair the committee.”

Rules & Regulations – Dodd will meet with Ned Dillon to make him aware NCPCA is a resource to the Division.

Public Relations – K. Dodd reported on the two Technician of the Year winners – Greg Thompson with Terminix in Kernersville (P-Phase) and Jerome Bastien of Orkin in New Bern (W-Phase) – have been notified. A letter will be sent to the winners on prizes, inviting them to board dinner and inviting them to the opening session for a formal presentation.

WDI Accreditation – Spillman reported on the purchase of a NC Association of Realtors platinum sponsorship (\$7,500), which provides some broad exposure in their literature and access to member lists.

NPMA Update – No report

## **ANNOUNCEMENTS**

Borden read the list of approved motions. Spillman asked regional vice presidents to look at the standard operating procedures and recommend changes. Windham reminded everyone about United We Stand, United We Grow seminar.

## **DATE OF NEXT MEETING**

The Board of Directors will meet at the PCT School, Monday, January 15, 2007, 1 p.m.

With no other business pending, the meeting adjourned at 10:25 a.m.

Respectfully Submitted,

Michael R. Borden

Michael R. Borden, CAE, executive director

For

Robert Dillingham, secretary-treasurer