

Crack & Crevice

OREGON PEST CONTROL ASSOCIATION

December 2018 Edition

Message from the OPCA President



Pest management is a great industry, but it has inherent risks. There are micro risks, such as spills, personal injury, vehicle accidents, and property damage, which we must navigate daily while trying to protect our clients from unwanted infestations. There are other risks though; ones that are on a larger, more macro scale. Large scope lawsuits, pesticide bans, disease outbreaks, and threats from environmental groups all have the potential for industry changing outcomes. Another such risk is that of unfavorable legislation.

In Oregon, we have dealt with poor legislation in the past. Our association has worked with Oregonians for Food and Shelter (OFS) to have boots on the ground in Salem, advocating for our industry. IPM in schools, aerial application ban in Lincoln County, and the threat of restricting neonicotinoids are all issues that have been battled over recently. California got very close to banning second generation anticoagulant rodenticides earlier this year and our state tends to follow our neighbor to the south. The OPCA board agreed unanimously that we need available resources for fighting unfavorable state legislation.

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Wildlife Seminar Set for January, 2019

A two-day wildlife seminar is planned for **January 25-26, 2019** at the Evergreen Savings Bear Hotel in Grants Pass. Many of you know the location as it's the same location as the OPCA Southern Oregon Seminar. The event is being organized by Dave Mays at Bugs Northwest in Grants Pass.



Friday's seminar is an **eight hour bat course** that provides NWCOA certification. The next day, **Stephen VanTassel** will give a five hour training on cage and trapping techniques, damage inspection and control of turf-damaging animals.

The cost for Friday is \$185 and Saturday's course is \$145. To register for the seminar, contact Dave Mays at Bugs Northwest at **541-787-5010**.

Pacific NW Pest Management Conference Names Speakers

The annual Pacific Northwest Pest Management Conference is all set for **February 28-March 2, 2019**. Speakers include **Dr. Laurel Hansen**, **Bobbi Corrigan** and **Dr. Dini Miller**. Also, the event has a great raffle fundraiser, so if you're going, take part in that! Register at www.pnwpmc.org.

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Quick Calendar

Wildlife Seminar
January 24-25, 2019
Evergreen Savings "Bear Hotel"
Grants Pass, OR

High Desert Seminar
May 31, June 1, 2019
Eagle Crest, Redmond, OR

Fall Beach Seminar
September 21-22, 2019
Best Western Agate Beach
Newport, OR

Southern Oregon Seminar
November 15, 2019
Grants Pass

Need Some OPCA Swag?

Show pride in your association with OPCA logo items!

OPCA purchased a small batch of **flex fit hats**, **uniform patches** and **truck decals**. These items are available on OPCA's website.

We only wanted to get a small batch of hats for now, but if they are popular the cost will come down if we buy a larger supply.

We also have a limited number of **OPCA hooded sweat-shirts** and **T-shirts**. Mostly mediums and XXX large. But, they are only \$5.00!

Contact OPCA at **503-363-4345** or visit our website for more information at www.opca.org.



OPCA purchased a limited quantity of logo items. We have about 40 hats, 100 uniform patches and 90 truck decals.

NPMA Offers Executive Leadership Program

NPMA's success is contingent on our ability to work in the best interests of our membership, which includes companies of all sizes. In order to accomplish this, we seek guidance from our Board of Directors and committees, which are made up of member volunteers. NPMA is committed to encouraging its membership to embrace diversity and inclusion as an integral part in nurturing winning workplace cultures throughout our industry. Hearing from different voices plays an important role in accomplishing NPMA's goals. However, limited resources often make it difficult for aspiring leaders to become involved in association leadership.

"The ELP Program has really opened up my eyes into the inner workings of the NPMA. I've learned to be a better leader and connected with some of the industry's elite that have opened up their doors to me. The friendships I have made over the course of the year have proven to be some of the most valuable. I will be forever grateful for the opportunity extended to me by the NPMA to be part of this group."

**Jeff King, The Pest Rangers
ELP 2017**

What is the Executive Leadership Program?

The Executive Leadership Program (ELP) identifies and trains aspiring association leaders to establish a pipeline of engaged members that represents NPMA's diverse membership. The two-year curriculum involves professional development, association training, monthly mentoring and attendance at NPMA events.

Each year, NPMA **selects 10 participants to go through a two-year curriculum** with monthly meetings that prepares them for association leadership. NPMA pairs participants with mentors, sets up monthly conference calls with participants, and helps fund participation in industry

events. Participants are expected to attend NPMA board meetings, participate in committees, take advantage of networking and learning activities, work with a mentor and be an ambassador for NPMA throughout the industry.



What is the Curriculum?

The curriculum is designed to provide the program participants with the tools they need to be future leaders within the organization.

Participants will...

Work with a mentor on personal and business growth;

Receive soft skills training such as Networking, executive etiquette, and

unconscious bias;

Be able to communicate NPMA's purpose, history and goal areas;

Attend NPMA events in order to participate in committee meetings and network with industry leaders;

Utilize NPMA member benefits to grow their businesses and help their colleagues, and

Serve on NPMA committees; and participate in monthly conference calls.

Questions? Contact Allison Allen at 703-352-6762 or email aallen@pestworld.org.

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President's Message, Cont. from page 1

For that reason, we voted earlier this year to create a Legislation Action Fund. This budget line item will be a reserve used solely to combat unfavorable state legislation. We plan to slowly build this fund to help safeguard our industry. To accomplish this goal, we decided to add a small \$20 fee to extracurricular activities (golfing, fishing, rafting, etc.) that are part of our High Desert and Fall Beach seminars. This increase will begin with June's conference at Eagle Crest. There is also opportunity to donate to the fund directly if a member feels inclined to do so.

We hope that by starting earlier, before there is immediate need, we will have resources in the future to maintain the health of our industry and keep it thriving. This is a vital concern and a risk that every Pest Management Professional should take seriously. If you have any questions regarding the Legislation Action Fund or any other association issues, please reach out to me.



Be Social!

Like us on Facebook!

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oregonpestcontrolassociation](http://www.facebook.com/oregonpestcontrolassociation)



OPCA Scholarship Applications Due April 30

OPCA is proud to be able to offer scholarships! The scholarship award will be \$1,000. Applications are due **April 30th**. Questions about the scholarship should be directed to Rene Kesecker, Scholarship Committee Chair, 541-753-7233. Scholarship applications can be found on the OPCA website under the "Members" tab.

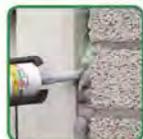
To be eligible, the applicant must be an owner, an immediate family member, employee, child or stepchild of an employee, or employee's spouse of an OPCA member firm. The applicant must be nominated from a current OPCA member firm whose active membership has been in good standing a minimum of three consecutive years.

Graduating high school seniors, other high school graduates and applicants with G.E.D equivalent will be considered. The applicant must attend an accredited college university, trade school, or institute of higher learning. Also, transcripts may be requested if required by the institution to which the applicant has applied.

This is a great opportunity for young people to underwrite their success. OPCA is proud to be able to offer scholarships through the generous donations of our members.

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Government Affairs Update

Dahlman to Leave OFS

A significant change is coming to OFS. After several years of service, Scott Dahlman will be leaving to take a west coast regulatory position with FMC Corporation.



While this is an exciting opportunity for Scott and his family, it is a loss for the OFS team. Scott's collaborative nature, technical resources and writing skills will not only be missed by OFS, but also by its sister organizations including OPCA. On a positive note, Scott wants to stay engaged with OFS in a member company role.

Scott's last day with OFS will be December 21st. His departure creates a significant hole OFS moves toward the 2019 Legislative session. The OFS executive committee will be meeting next week to discuss the transition and options.

Please join OFS congratulating Scott on this exciting opportunity! Questions, contact Katie Fast, Exec. Director, Oregonians for Food & Shelter (OFS) 503.370.8092, katie@ofsonline.org

From OFS News, December, 2018

Oregonians Will Dig Deeper to Fund Brown's Budget

The Capitol Press, December 4, 2018, SALEM — Thousands of Oregonians could see more money taken out of their paychecks and companies would be writing bigger checks to fund Gov. Kate Brown's proposed budget and revamp the state's education system.

Brown needs to find \$2.6 billion more than is already being paid in state taxes to cover her proposals for the state's next two-year budget. It's likely much of that sum would come from corporate or personal income tax increases.

Currently, individual taxpayers are projected to pay \$19 billion in state income taxes the next two years. And corporations are projected to pay another \$1.1 billion.

The governor for the most part has been quiet about where she's going to get the new money. She has proposed increasing a variety of taxes other than income taxes, but that gives her about one-third of what she needs to cover her proposed spending.

The details on who would pay are yet to come.

"The governor will be engaged in working with those who will be proposing ideas, which includes the business community, Legislature and other stakeholders across the state," said Chris Pair, Brown's communications director.

"It's going to be a challenge," the governor said last week when she announced her budget plan. "I don't think it's going to be easy, but I do think it's worth doing and attempting to do."

House Speaker Tina Kotek, D-Portland, said she wants to raise "sustainable" revenue for the education plan through corporate or personal income taxes.

"If we're going to have the resources we need, you have to look at the big things," Kotek said.

Pushing tax increases through the Legislature could technically be easier for Democrats, who now have a supermajority of votes in the House and Senate.

Kotek said that's no guarantee that tax changes would pass easily.

Critics already are pushing back on the idea that Oregonians need to be taxed more.

House Republican Leader Carl Wilson of Grants Pass, called the governor's budget a "call to drastically increase taxes on everyday Oregonians."

"...taxpayers are projected to pay \$19 billion in state income taxes the next two years. And corporations are projected to pay another \$1.1 billion"

He noted the state already is forecast to take in an extra \$1 billion in the next biennium without changing tax

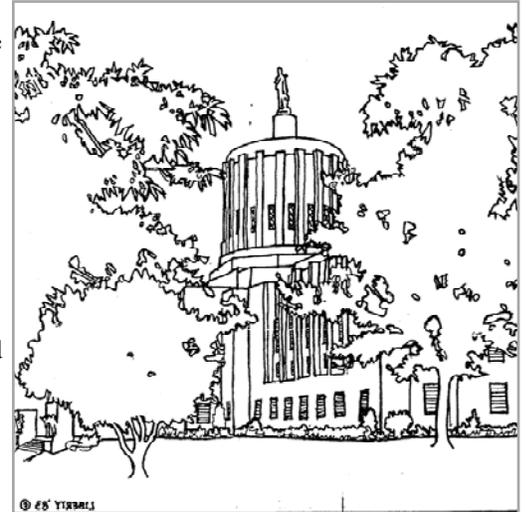
rates. The governor's move to take another \$2 billion is a challenge, he said.

"It is a challenge to the wallets and pocketbooks of hardworking Oregonians," Wilson said.

Jason Williams, the executive director of the Taxpayer Association of Oregon, also was critical.

"No amount of tax revenues" could fix what he called a "leaky" budget.

While he said that the governor's plan to hire more internal auditors could help identify government waste, that would only be effective if the state cut wasteful programs.



NPMA Calendar 2019

November 27-29, 2018
 January 23-25
 February 5-6
 February 6-8
 February 24-26
 July 17-18
 October 15-18

Global Bed Bug Summit
 Eastern Conference
 Southern Conference
 Wildlife Conference
 Legislative Day 2019
 NPMA Academy
 PestWorld 2019

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Crack and Crevice has a long shelf life. Issues are frequently handed out at member events and sent in member kits to new members. Exposure lasts longer than typical newsletters.

Rates

Business Card—\$50
 Quarter Page—\$100
 Half Page—\$200
 Full Page—\$350

Publication Calendar

Month: Theme/Recent Event

March NWPM Conference
 June High Desert Seminar
 Sept. Fall Beach Seminar
 Dec. So. Oregon Seminar

For additional information and ad deadlines contact...

OPCA 503-363-4345 | exec@opca.org



Save the Date:

OPCA High Desert Oregon Seminar

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Government Affairs, Cont. from page 5

The state has made minor changes to income taxes in recent years.

In 2017, these included a new payroll tax to help pay for transportation projects, and changes to how certain corporations apportion income — simply put, how they figure out what they owe to Oregon when they pay their taxes.

Brown's budget already includes \$769 million in increased taxes, largely the result of a work group figuring out how to cover the state's \$623 million bill the next biennium to cover Medicaid, the government health care program for the poor and other qualifying groups.

Health care is costing the state more money — not because the care itself is getting more expensive, but because the federal government is covering less of the bill than it used to.

A mix of tobacco and business taxes would cover the Medicaid

“The governor for the most part has been quiet about where she’s going to get the new money. She has proposed increasing a variety of taxes other than income taxes, but that gives her about one-third of what she needs to cover her proposed spending.

cost, state officials said.

“The governor has balanced the budget by, in essence, getting the health care community together to find an alternative way to pay for health care costs, instead of that cost shifting to the general fund,” said George Naughton, the state's chief financial officer.

Other minor tax increases included in the budget including a higher tax on hard liquor and higher tax rates for small business

OPCA Membership Report

OPCA member renewals

Total members all categories: 75

77% of the members have paid dues as of Dec 10, 2019

- Active members: 55
- Allied members: 11
- Associate (home inspectors): 6
- Honorary members: 3

Membership Application: Know of any companies that should be members? www.opca.org/join.

Lapsed Membership Policy: OPCA's policy is member companies that lapse for one full year must **reapply** for membership in OPCA. If you are unsure of the status, contact our office.

Dues paid by corporate offices: If your corporate office is in another state and pays your dues let us know!

OPCA's Dues Year is July 1—June 30. At this time of year, anyone who is an Active member but has not renewed yet will be listed as lapsed at NPMA. Of course, once a member pays, we will notify the national association of your paid status!

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Membership Adds Up at OPCA!

OPCA Benefits:

-  **Reduced cost** in registration for educational recertification seminars. These reduced rates MORE than make up for your dues!
-  Legislative representation through Oregonians for Food and Shelter, a lobbying organization for ag industries in Oregon.
-  Four *Crack & Crevice* newsletters are sent each year.
-  Insect identification is available through OSU Extension offices throughout Oregon.
-  Your company is listed on a map of Oregon on the OPCA website for public contact access.

OPCA Membership Categories and Rates:

-  **ACTIVE MEMBERSHIP:** Pest control companies who also join the National Pest Management Association: \$175 per year plus the cost of NPMA dues which are on a sliding scale depending on sales volume.
-  **ASSOCIATE MEMBERSHIP:** Home inspectors, allied industries: \$175 per year.
-  **ALLIED MEMBERSHIP:** Includes suppliers (vendors): \$150 per year.

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Southern Oregon Seminar, Grants Pass November 16



The Bear Hotel hosted our seminar on November 16. Thanks to **Dave Mays** and his staff at Bugs NW for helping with the breakfast and coffee!

The winner of the big raffle prize walked out with a Yeti Cooler. Several other prizes were raffled off.



Also we had a great lunch from **Casa Amiga** catering. Over 70 people attended the event that also featured 6 exhibitors. Mark your calendar for Nov. 15, 2019. We'll be back!



Looks like the Bear Hotel might need some rodent control help. I think we might know somebody!



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