

OPCA Board Meeting Minutes

November 15, 2023

Via ZOOM Meeting

Board members attending (Indicated by*)

- *Rennie Kubik, President
- *Robert DeAngelo, Past President
- *Matt White, President-Elect
- *Bill Granstrom, Treasurer
- Larry Treleven, 2nd Vice President, S.P.A.R.
- *Tim Banwell, Director
- *Dave Mays, Director
- *Steve Nagel, Director
- *Jesse Gooch, Director
- *Steve Wittig, Director
- *Cameron Yamaura, Director

Others, Members:

Harvey Gail, OPCA Executive Director

1. Welcome

Rennie Kubic, president commented on Pest World. He described what he learned about fire ants in Oregon and government affairs. He began the meeting at 7:36 pm. It was noted a quorum was present.

2. Approval of Minutes

Kubic said since we did not have a quorum at the last meeting, we would approve minutes for the October and September meetings.

PASSED

Motion to approve the September and October board meeting minutes. MM Robert DeAngelo; MS Jesse Gooch. Motin Carried.

3. Treasurer’s Report

A. Financial Report

Bill Granstrom, OPCA treasurer, noted the account balances as of November 14, 2023:

Wells Fargo Checking:	\$6,110.62
Wells Fargo Savings:	\$2,042.04
Wells Fargo Scholarship:	<u>\$3,742.03</u>
Total	\$11,894.89

He noted there is \$1,845 in accounts receivable and \$7,902.75 in accounts payable. He said the financials show OPCA is short on funds which is primarily due to Salishan’s meeting. Last year we made \$9,000 but this year was a loss. Gail said due to the low cash balance, OPCA will have to hold off on paying the administrative retainer. Gail

said he wanted to see how the finances look after the Southern Oregon Seminar is done before making any recommendations to reduce expenses in the budget. Gail said we expect to make a profit of around \$8,000 for the Southern Oregon Seminar. Also, the winter seminar will also have a profit since it's a webinar and the expenses are very low.

Kubic noted Washington had the same issue with Skamania Lodge that we had in Salishan with regard to hotel room attrition. Gail pointed out he wasn't surprised by this since Skamania Lodge and Salishan are owned by the same company. Kubic noted they went to the management and were able to get some of the fees reduced, but not all of it. He felt it might be too late to go back to Salishan since we already paid the invoice. Gail said they might make a deal with us, but only if we agreed to go back to Salishan next year. DeAngelo felt that Salishan owes us some explanation since they told us we were close to meeting the block but didn't tell us when people cancelled. He felt they should have informed us. Kubic said Washington is going to go back to Leavenworth next year since Skamania Lodge didn't work out.

PASSED

Motion to accept the financial report. MM Dave Mays; MS Robert DeAngelo. Motion carried.

4. Committee Reports

A. Education

Jesse Gooch said he won't be at the meeting in Southern Oregon, but DeAngelo said he'd be there. He said the January virtual seminar might be overbooked since he invited a couple speakers from Sprague to present.

Gail said Eagle Crest resort has been booked for the High Desert Seminar on June 1, 2024. He noted hotel rooms are \$200 per night, which is a little higher than the original offer since he reduced the number of blocked rooms at the hotel. He noted most people get houses or condos at Eagle Crest and there are several hotels nearby in Redmond. Gail said Eagle Crest has that nice, covered area so we might want to bring back the welcome barbecue. DeAngelo said we might want to talk to MGK as a potential sponsor. Wittig said we should offer the barbecue to the Keseckers before we toss it out to other vendors. DeAngelo said, even though Keseckers handle it, we still could offer the sponsorship to a different company.

B. Government Affairs

DeAngelo noted Treleven wasn't in attendance, so he would give the report. He said the IP3 measure did not get enough signatures, but it will probably come back in 2026. He said there was a good discussion at Pest World on government affairs with representatives from Colorado, California and the EPA. He described that the earliest rule out of the rodenticides rules wouldn't be until 2026. These were the rules that would require thicker gloves and respirators. Also, he said the EPA Representative was in agreement about the difficulty of using respirators in high heat. DeAngelo said EPA admitted they don't have the labor budget to enforce it. He felt that what's really happening is EPA is waiting to see what happens with the elections in 2024. He said Governor Newsom signed the bill on rodenticides in CA. But, in Oregon and Washington, we want these tools when we need them, so we will be watching developments.

C. Wildlife

Dave Mays said Wildlife Control Operator applications must be in by December 31, so if you want to do wildlife next year, you'll need to update your license. He noted he still gets calls on bats. Granstrom, they have had an increase in racoons and red foxes in his area.

D. Ethics

Steve Nagel said he didn't have anything to report.

E. Scholarship

Gail said he received a call from the bank concerning the signer on the scholarship check to Samantha Dilday. He said the bank needs to have the signers updated for the scholarship account and that he was unaware that hadn't been done. He will get the forms from the bank to add Bill Granstrom and take Stephanie Earle off the account. Gail said Dave Mays is a signer on the scholarship account also.

F. Sponsorship

Wittig said we have six sponsors for the Southern Oregon Seminar. The latest is Gail said that's more sponsors than we have had in a while. The next in-person meeting will be the High Desert seminar. Gail said he'd like to see 16 sponsors there. Kubik said he has a new contact for AmGuard.

5. Administrator's Report

Gail said he has a new assistant, Kiley O'Rourke. He said he won't be going to the Southern Oregon Seminar and that his other assistant Addison Alleman will be handling the arrangements. He noted that his other assistant Miriam McNie is expecting a baby, so she will be part time and doing limited work after March.

Gail said we need to choose a venue for the Fall beach Seminar. He said the seminar will be on Saturday, September 14. He noted the Hawaii meeting is the next Friday, so we had to move this meeting back a week so it wouldn't conflict. However, Gail said he will not be able to attend the Fall Beach meeting due to another event that he is managing that weekend. Gail said the Hallmark Hotel and Embarcadero Resort are options they are looking at. White noted he didn't think the Hallmark was big enough. Gail thought it might be a tight fit there, but the Embarcadero has a fairly large room.

6. Old Business

A. Dues Increase

Gail said the board approved an increase to \$250 for associate and vendor members earlier in the year, however, the rates for NPMA joint states members were in question. White said Washington Pest Management Association has a tiered system for state dues, where Oregon's system is flat.

DeAngelo said we could do a minimum of \$250 that would be for companies under \$500,000 in sales. Above that level, the rate could go up, perhaps for every half million in sales. The group discussed various options based on a tiered structure. Gail shared a spreadsheet with different dues rates in tiered levels. He pointed out that if Oregon had Washington's rates applied to our members, there would be an increase of roughly \$8,000 in dues revenue.

Cameron Yamaura noted a dues increase could be difficult for his company. He described that he vouches for OPCA to allow their employees to attend OPCA events, and that at some point they could decide not to send people to our events if the cost increases too much. Gail noted we could reduce registration amounts for multiple attendees to provide a bigger break for larger companies. Nagel pointed out that companies do the math on whether joining the association is worth it based on the member rate that is charged. If it doesn't calculate, they might just register people as nonmembers.

The group discussed the benefits of membership, in particular government affairs representation. Also, it was suggested OPCA could hold another virtual meeting or a hands-on meeting at some point in the Spring. Mays suggested December could be good month for this.

DeAngelo said Washington has a very strong bank balance. Gail noted this could be due to higher member dues revenue that has been building up. Wittig noted they have a lot of events as well.

Mays and Nagel expressed concern that a large dues increase could impact membership, especially at the higher sales levels. Mays said some of the larger companies provide a lot of in-house training. White, there's a lot more companies doing online credit hours since it's more economical.

Gail said he will create a couple dues increase proposals and scenarios that can be finalized at the December board meeting. He said once it's decided, a proposal will need to be sent to the members for comment. The dues increase would not impact on the budget until July of 2024.

7. Next Board Meeting

The next board meeting is scheduled for December 20, 2023, at 7:30 am on ZOOM.

8. Adjournment

With no further business, the meeting Kubik called the meeting to a close at 8:50 am.

PASSED

Motion to adjourn the meeting. MM Matt White; MS Steve Wittig. Motion carried.

Minutes taken by Harvey Gail, Executive Director.