

OPCA Board Meeting

August 17, 2022

7:30 am

via ZOOM meetings

Board members attending (Indicated by*)

- *Robert DeAngelo, President
- *Larry Treleven, Past President
Rennie Kubik, President-Elect
- *Bill Granstrom, Treasurer
- *Tim Banwell, Director
- *Dave Mays, Director
- *Matt White, Director
- *Steve Nagel, Director
- *Derek Conrad, Director
- *Jesse Gooch, Director

Others, Members:

Harvey Gail, Executive Director

1. Welcome

Robert DeAngelo president, welcomed the group to the meeting at 7:33am. It was noted a quorum was present. DeAngelo noted he'd like to have it done by 8:30 am.

2. Approval of Minutes

DeAngelo said the minutes of the May board meeting were presented for approval. Harvey Gail noted we did not hold a board meeting in June since he was on vacation.

PASSED

Motion to accept the board meeting minutes from the board meeting on May 18, 2022 . MM Larry Treleven; MS Dave Mays. Motion carried.

3. Treasurer's Report

A. Financial Report

Bill Granstrom, Treasurer, noted the checks that were cut in July and he read the bank account balances as of July 31, as follows:

Wells Fargo Checking:	\$22,822.50
Wells Fargo Savings:	\$2,039.07
Wells Fargo Scholarship:	<u>\$5,435.02</u>
Total	\$30,296.59

PASSED

Motion to accept the financial report. MM Larry Treleven; MS Bill Granstrom. Motion carried.

Treleven noted there is a little growth in the financial numbers from when he was president, but he felt DeAngelo would have similar success.

B. Budget 2022-2023

Harvey Gail noted the highlights of the budget. He said net income was conservative, \$1,000. He noted costs for catering and hotels were rounded up to capture the increase in costs that we could expect this year. Gail noted we should meet the budget as long as membership dues and registration income for seminars is strong.

PASSED

Motion to approve the budget for 2022-23 with a net income of \$1,000 by the end of the fiscal year. MM Larry Treleven, MS Jesse Gooch. Motion carried.

4. Committee Reports

A. Education

Gail said Mike Kesecker noted we had nine responses on the survey for the high desert seminar which was sent out electronically. He noted a paper survey may get more attention. He noted the suggestions for improvements, such as higher value prizes for door prizes, and adding the welcome reception. Gail noted it's good to have the same venue – The Riverhouse - two times in a row, followed by, perhaps, Eagle Crest in 2024.

Kesecker noted the speakers. He said Jim Shaver will be virtual, but the rest are live. Kesecker said the Southern Oregon Seminar is November 18 in Medford.

DeAngelo encouraged Cameron Yamaura to stay on the committee, but at some point, Kesecker said he would want to find someone else to take it over. He noted he may transition to the scholarship chair. DeAngelo and others have thanked Kesecker for doing a great job as education chair.

B. Government Affairs

Treleven said Jim Frederick from NPMA is the point on the rodenticide legislation. He noted some of the concerns that would impact service protocols and pricing. They also want more accurate records on where rodenticides are placed as well as monitoring. He also noted developments with neonics and regulations relate to that.

He said NPMA is interviewing people to replace a spokesperson in Washington DC. Jake Plevlidge is a hopeful candidate. The merger with Terminix and Rent-a-Kill is going forward. He noted he recently saw Chuck Tindall who was high up at Rent-a-kill. He filled him in on the status of the deal. He also commented on Percore who have slowed down their acquisitions.

Treleven said Pest Control Operators of California are relocating their West Sacramento building. They are moving closer to the capitol building; across the street. He said Sprague will buy their old building.

C. Sponsorship

Rennie Kubik was not in attendance. Gail noted we have 8 exhibitors so far for the Fall Beach Seminar. He also reported that the Hawaii Pest Management Association is having their seminar on the same weekend. Gail predicted a few vendors will be there instead at our event.

D. Wildlife

Dave Mays said as of September 1 we can resume work on bats now that mating season is over. Granstrom asked if there were any ODFW hours at the said the Fall Beach Seminar.

E. Ethics

Steve Nagel said he didn't have anything to report at the moment. Gail commented on a sales pitch he heard at his home in south Salem..

F. Scholarship Committee

DeAngelo said Mike Kesecker will be taking the role of scholarship chair.

5. Administrator's Report

Gail noted the office is busy with organizing the Fall Beach Seminar and collecting dues. He said about a third of the members have paid dues by the end of July, and that we usually get about 70 percent by the end of September. Gail also noted NPMA is raising their national dues. The new rates are an increase of five percent and they come online in January.

5. Old Business

A. Spire Management Contract

Nagel asked about the amount of the increase which is \$200, a little less than ten percent. DeAngelo said it is a two year contract. DeAngelo noted the contract is very detailed on what Spire Management does.

PASSED

***Motion to approve the contract with Spire Management for 2022-2024. Larry T.; MS MS Matt White.
Motion carried.***

B. ODA General Pest Exam

DeAngelo said the following people are on the first call with ODA on Wednesday, August 24:

Robert DeAngelo, Tim Banwell, Mike Kesecker, Ashley Roden, Chris Winson, Stan Dawkins and Dustin Heidtke, He noted we also added Jeff Weier and Dustin Heidtke. Dave Mays expressed interest in attending as well. Gail will send the new names to Rose Kachadoorian at ODA. DeAngelo said she is retiring in September, but she is getting the ball rolling on this committee before she leaves.

DeAngelo said the ODA wants input on the testing questions and the manual. Treleven commented that what is grandfathered in is important. DeAngelo noted the backgrounds of the committee members.

6. New Business

A. Membership Marketing

DeAngelo noted he wanted to talk about promoting membership. He said he ran into two companies last month. He talked to them, most are in their first or second year of business. DeAngelo said we could do a personal invite to the new people. He said we might consider making cards to hand out, and we can use the NPMA's flyer. He noted Veseris and Target said they would put out the brochures. Gail said he could create a special discount code for event registration for first time attendees. Gail will order the membership brochures from NPMA. He said the ones we have a few years old and there may be new benefits that need to be mentioned. These brochures will be at the registration desk at the meetings. Mays wondered if there was a way to identify who is a new member or first-time attendees at meetings. Gail said our registration system can easily flag nonmembers. Jesse Gooch said he could be in charge of collecting the names of the nonmembers at meetings to reach out to them later.

7. Next Board Meeting

DeAngelo said we will have the board meet in person at the Fall Beach Seminar at 4:30 pm, September 16 in the suite on the 6th floor.

7. Adjournment

With no further business, the meeting DeAngelo called the meeting to a close at 8:29 am.

Minutes taken by Harvey Gail, OPCA Executive Director