Dear Friends and Supporters
of the Pest Management Foundation,

This has been a huge year for the Pest Management Foundation. In February, the Foundation held its Gala Dinner at the Newseum in Washington, DC. More than 125 guests joined together for a fantastic night with friends and colleagues to celebrate the important work being funded by our organization. With proceeds of more than $100,000 going toward the Foundation’s programs, the event was a great success by any definition.

The Foundation’s scholarship program funded a total of $10,000 in scholarships to university students studying urban entomology at five different schools across the nation. The Pest Management Foundation Scholarship Program identifies and rewards the best and brightest minds in undergraduate and graduate programs across the nation, supporting the next generation of urban entomologists who will become part of our industry in the future.

Another highlight from 2019 is the Pest Management Foundation’s Strategic Plan Initiative, spearheaded by Deni Naumann and Tim Pollard. For the first time in its 58-year history, the Foundation has developed a plan that will drive its research, education, outreach and fundraising efforts over the next three years. The plan is highlighted in this report and I encourage you to approach me or other members of the Pest Management Foundation Board of Trustees for more information.

Our research grant program has resulted in the completion of three new research reports, which highlights the impact of Pest Management Foundation grants on the body of knowledge surrounding structural pest management. Further, to help better steer your research dollars into projects that will have a direct impact on your business, the Foundation is hosting the Urban Pest Research Roundtable Discussion at the Entomological Society of America’s Annual Meeting in November. Through this outreach, we expect to better understand the research needs of the industry and how to better communicate that to the academic community in the future.

If you or your company has donated to the Pest Management Foundation in the past, thank you. I encourage you to join us as we seek to grow the Foundation and increase the impact that we can have on research and education. If you are considering a donation, or have any questions, please seek out a member of the Pest Management Foundation’s Board of Trustees, or a member of the NPMA staff who can answer any questions you may have.

On behalf of the Pest Management Foundation Board of Trustees and the entire structural pest management industry, thank you for your support of the Foundation’s mission of enhancing research, training and education in the pest management industry.

Sincerely,

Scott Steckel
Chairman, Pest Management Foundation
President-Elect, National Pest Management Association
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The Pest Management Foundation is a 501(c)(3) organization whose mission and purpose is to advance the pest management industry through education, research, and outreach. The Pest Management Foundation is a charitable organization affiliated with the National Pest Management Association, the industry’s only national trade group. The Foundation has been in existence for more than 50 years and was originally named the Buettner Foundation in honor of William O. Buettner, NPMA’s first President and Executive Vice President. In recent years, the Pest Management Foundation has funded urban/structural pest management research and student scholarships across the country.

For more information about Pest Management Foundation projects or to make a donation, visit www.NPMAFoundation.org.

PEST MANAGEMENT FOUNDATION
RESEARCH COMPLETED IN 2019

Four Pest Management Foundation research projects were completed in 2019. Dr. Susan Jones at the Ohio State University finalized her research titled, “Using Protein Marking to Document Dispersal Behavior in Bed Bugs (Cimex lectularius) with Emphasis on Harborage Choice and Fidelity”. Dr. Art Appel of Auburn University submitted a final report for the project titled, “Effects of House and Landscape Characteristics on the Abundance and Diversity of Perimeter Pests”. Drs. Andrew Sutherland and Niamh Quinn, both from University of California Cooperative Extension completed work on “Evaluation of Outdoor Applications of Insecticide Baits as Alternative Management Tactics for Peridomestic Nuisance Cockroaches” and “Can Rodenticide Toxicosis be Mitigated by Changes in Management Practices? Examination of Two Different Bait Stations, their Placement, Visitations by Small Mammals and Birds, and their Interactions with Mesocarnivores”. To view the final reports for these projects as well as an archive of past projects, visit www.npmafoundation.org.
On February 24, 2019 the Pest Management Foundation hosted its second fundraising Gala Dinner to benefit the Foundation and its programs. More than 125 supporters joined together for a wonderful night with friends and colleagues to celebrate the good work that the Foundation is doing to support the pest management industry by raising more than $100,000 at this very special event.

A special thank you to all 2019 Pest Management Foundation Gala Event Sponsors and Supporters:

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OUR VISION:
To make life better by protecting food, health, property and brands for the well-being of all people and communities by advancing the pest management industry through education, research, and outreach.

OUR MISSION:
To grow Foundation resources through fundraising and thoughtful investing in order to support education, research, and outreach in urban entomology and structural pest management across North America and foster collaboration between industry and the research community.

OUR VALUES:
The Pest Management Foundation will act with integrity and purpose through:
Leadership – listening to and connecting with people to encourage positive change
Innovation – embracing opportunities to advance the pest management industry
Respect – valuing, cooperating with, and helping others
Stewardship – improving the financial strength of the Foundation
Excellence – achieving our mission by setting tangible benchmarks of success
Focus – awarding funds to programs that support our vision and mission

STRATEGIC INITIATIVES:
The Pest Management Foundation supports education, research and outreach in the urban/structural pest management industry through:

Research
• The Research Grant Program solicits ideas, strengthens partnerships, fosters collaboration and funds research projects targeting the urban entomology and structural pest management communities.
• Research grants are reviewed and recommended to the Board of Trustees for funding through the Foundation’s Science Advisory Committee.
• Strategic, targeted projects include applied or practical research in urban entomology/structural pest management with projects focused on public health, general pest management, wood destroying insects, monitoring tools, and other projects with direct benefit to the pest management industry.
• Collaboration is encouraged and initiated, as appropriate, by the Foundation between researchers and industry.
• Research results are communicated to the pest management industry and those we serve.

Education
• The Scholarship Program supports the brightest minds through scholarships in undergraduate and graduate urban entomology studies with the purpose of attracting and retaining top talent in the urban/structural pest management industry.
• The Scholarship Program includes a maximum of five (5) awards valued up to $2,000 each
• The Scholarship Program is governed by guidelines approved by the Board of Trustees.
Outreach

• The Foundation encourages the development of best practices, continuous improvement and innovation in training methods and technology.
• Collaboration and partnerships are encouraged among the research community, scholarship recipients, and industry representatives.
• The Foundation communicates its activities to the industry through the most effective and appropriate vehicles including the NPMA (industry meetings, trade journals, social media, internal publications, and the NPMA Resource Center) and collaborations, when appropriate, with regulators and other interested partners.
• The Foundation collaborates with Professional Pest Management Alliance (PPMA) when consumer education and awareness is appropriate.

Growing the Impact

• The Foundation believes in business and financial model sustainability through strong and thoughtful investment strategy and fundraising programs.
• Development and oversight of the Foundation’s “Growing the Corpus” strategy and program will be executed by the Board of Trustees.
• Ongoing management of the strategy and fund will be performed by a professional Financial Advisor approved by the Board of Trustees with oversight by the Treasurer.
• The Foundation’s approved Statement of Investment Objectives and Policies (SIOP) by the Board of Trustees provides the guidelines of the foundation investment goals and objectives including:
  > Granting a minimum of 5% of endowed funding to research
  > Granting five (5) scholarships, up to $2,000 each, annually
  > Achieving the key metrics of the Foundation
• The Foundation Fundraising Committee appointed by the Chair of the Board develops and executes approved fundraising events such as the Foundation Gala and other programs determined by the Committee

KEY METRICS: 3-YEAR GOALS

2022 Endowment Goal: $1,000,000

Annual Endowment Growth Goal: 15%

Average Annual Interest Goal (36-months rolling average): 5% ($50,000)

Annual Contributor Retention Goal: 95%

Annual New Contributions Goal: Gross $115,000; Net $75,000

Annual Benchmark for Grant to Contributions Dollar Ratio @5% interest: 1:33

Annual Goal for Grants Awarded: 2-3 average

Annual Goal for Scholarships Awarded: 5

2022 Targeted Number of Contributors by Giving Category:

- Founders’ Society ($25,000+) 10
- Leadership Circle ($10,000+) 12
- Benefactor ($5,000+) 15
- Patron ($2,500+) 25
- Friends ($1,000+) 30
- Associates ($500+) 40
- Donors (<$500) 100
Sudip Gaire
PhD Candidate, Purdue University

Sudip Gaire is a Doctoral Candidate in urban entomology and Bilsland Dissertation Fellow at Purdue University. Gaire’s dissertation research under Dr. Ameya Gondhalekar focuses on the toxicology of plant essential oils on bed bugs. He received a bachelor’s degree in Agriculture Science from Tribhuvan University in Nepal. He followed that up with a master’s degree in urban entomology, from New Mexico State University under the advisement of Dr. Alvaro Romero. In addition to academics, Sudip has served in leadership positions in different professional and community organizations including the Entomological Society of America Student Affairs Committee, Ohio Valley Entomological Association, Purdue Entomology Graduate Student Organization, Society of Overseas Nepalese Entomologists and Nepali Society at Purdue. He has also been involved in numerous extension and outreach activities through the Purdue Pest Management conference and the Purdue Entomology K-12 outreach activities for students.

Maria Gonzalez
PhD Candidate, North Carolina State University

Maria Gonzalez is a Doctoral Candidate in entomology studying under the direction of Dr. Coby Schal at North Carolina State University. Her research aims to better understand insecticide resistance mechanisms in German cockroaches and bed bugs with the intention of improving control techniques and reducing the negative effect of these pests on human and animal health. Gonzalez’s research interest intertwines toxicology, medical, veterinary and urban entomology with the purpose of bridging these disciplines to create thorough management approaches in the pest management industry. Her overall goal is to expand control techniques for sustainable bed bug and cockroach control that is effective and affordable for everyone to improve their quality of life.

Allison Johnson
PhD Candidate, University of Georgia

Allison Johnson is a Ph.D. student in the Household and Structural Entomology Research Program at the University of Georgia, advised by Dr. Brian Forschler. Johnson is passionate about engaging with pest management professionals through innovative educational experiences and advocating for pesticide research and safer application techniques. Her research is the first state-wide survey of termites in Georgia from each of the State’s 159 counties and requires her to examine over 4,500 subterranean and drywood termite samples for identification. Using multiple identification techniques, including morphological keys and genetic sequence data, she will be utilizing geospatial inferencing systems (GIS) to describe the distribution of subterranean termites in the southeastern United States associated with land use patterns. Her research will elucidate the utility of identifying termites to species using multiple techniques, and how this baseline data can be used to develop species-specific IPM approaches, as opposed to zero-tolerance action thresholds. The risk criteria created for each species can provide pest management professionals and their customers with options that influence customer retention.
Joanne King
PhD Student, Texas A&M University
Joanie King is an entomology PhD student at Texas A&M University in Dr. Ed Vargo’s lab. Her current research is investigating the molecular basis of behavioral and physiological manipulation of fire ants by phorid flies. Phorid flies in the genus Pseudacteon are parasitoids of the red imported fire ant (Solenopsis invicta) – which is a super cool project because it is a real-life example of the 1979 film, “Alien.” How awesome would it be to better understand how these flies parasitize and manipulate the behavior of their fire ant hosts? Additionally, Joanie is active in science communication research and outreach. Through her work she hopes to understand host manipulation of fire ants by parasitoids, discover novel ways to manage invasive ants, and to communicate the science and findings of her projects.

Tarolyn Plumley
Undergraduate Student, University of Florida
Tarolyn Plumley is pursuing her bachelor’s degree in entomology and is currently working in Dr. Phil Koehler’s urban entomology lab at the University of Florida. Plumley spent last summer as an intern working with Florida Pest Control in Gainesville, Florida. She is researching the efficacy of a fly trap that was designed by one of Dr. Koehler’s former graduate students. Plumley plans to test different shapes for the trap to identify which one attracts the most fly activity after 24 hours. In the future, she plans to secure an internship next summer with UF/IFAS extension program and focus her project on IPM for household pests. In the future, she plans to pursue a graduate degree in urban entomology.

PEST MANAGEMENT FOUNDATION SCHOLARSHIP PROGRAM

The Foundation will award up to five scholarships, not to exceed $2,000 each, to students at accredited entomology programs at U.S. colleges or universities. In return, scholarship recipients will be asked to provide a letter explaining how the scholarship has helped them in their academic and research endeavors.

Scholarship Eligibility
Currently enrolled undergraduate (junior or senior year) or graduate students majoring in entomology and focused on urban pest management are eligible. Students must have completed at least two semesters of study with at least one year remaining before graduation. Applicants must be full time students in good academic standing (3.0 GPA or better on 4.0 scale). Only one scholarship will be awarded per college or university each year.

Application Process
> Complete and submit application form.
> Submit resume or curriculum vita.
> Submit current transcript.
> Submit a one-page (minimum) essay describing applicant’s professional goals and aspirations and how he/she plans to use their studies to contribute to a field in urban pest management.
> A letter of recommendation from student’s faculty advisor addressing the applicant’s progress in studies and/or research, its potential contribution to urban pest management, and his or her work ethic.
> Other supporting documents (research papers and proposals, faculty research participation, related industry internship participation, fellowship projects, industry work experience, etc.) can also be submitted.
TO ALL OF OUR DONORS

THANK YOU!

Donations to the Pest Management Foundation are recognized at multiple giving levels. All contributions are greatly appreciated and always welcomed. The following donors are recognized here for their gifts during the 2018-2019 Fiscal Year.

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**Patron - $2,500+**
- Copesan Services, Menomonee Falls, WI
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**Friends - $1,000+**
- Dennis Jenkins, Lewisville, TX
- Mike Rottler, St. Louis, MO
- Alfie Treleven, Spokane, WA

**Associates - $500+**
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- Steve Scherzinger, Cincinnati, OH
- Nik Varty, Memphis, TN

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- Kyle Varona, Fahey Pest & Lawn Solutions, Inc., Sarasota, FL
- Tom Walters, Rollins Inc., Atlanta, GA
- Pat Willenbrock, Syngenta, Greensboro, North Carolina

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