

**National Pest Management Association
Annual Membership Meeting
October 22, 2011 * New Orleans, Louisiana
MINUTES**

President Ray Johnson called the meeting to order at approximately 7:30am. He welcomed all in attendance and thanked them for their support of NPMA.

Raleigh Jenkins was recognized for his leadership in orchestrating NPMA's response to Haiti following the country's devastating earthquake.

I. Finance Report

Treasurer Kevin Pass reviewed highlights of the 2010-2011 fiscal year, noting there was a surplus of approximately \$35,000, the 14th consecutive year of a surplus budget. He elaborated that the recent year had seen the largest membership roster and largest dues income in the organization's history. It was explained that membership dues now accounted for 38% of the association's revenue, down from 54% in 1995, thanks to purposeful planning by NPMA's leadership to diversity revenue streams.

Mr. Pass provided a brief look at year-to-date financial activities and asked for ratification of the Association's budget for the 2011-2012 year. **A motion was made, seconded, and unanimously approved accepting the budget as presented.**

The suggestion was made that the Board consider contributing half of each year's surplus to various charitable organizations. Mr. Pass said he would explore such options with NPMA's Chief Financial Officer.

II. Government Affairs

Government Affairs Committee Chairman Chris Gorecki thanked all those who work on the Government Affairs Committee. He provided updates on various issues on which the Committee was working including the rodenticide risk management decision from EPA, Clean Water Act Permitting, sulfura fluoride issue tolerances, Endangered Species Act litigation, re-authorization of the Farm Bill, and School IPM. He encouraged attendees to support the Legal and Regulatory Defense Fund and he also urged those in attendance to continue to support Congressman Bob Dold.

III. Technical Committee

Jim Fredericks provided a report on behalf of the Committee, noting their role in providing input into a broad spectrum of NPMA resources including on-line training topics, webinars, PestWorld 2012, and library updates.

He also offered an update on NPMA's new On-Line Learning Center, designed especially for training for technicians. Mr. Fredericks indicated NPMA would be working with the states to obtain CEU credits for those taking courses through the Learning Center.

IV. Quality Pro

Bobby Jenkins reported on the group's recent strategic planning session and new marketing initiatives. He indicated QualityPro would be publishing resource supplement updates and would be sponsoring a QualityPro Summit during Legislative Day. Finally, Mr. Jenkins shared that Quality Pro would continue to explore appropriate initiatives associated with bed bugs.

V. Business Development Committee

Andy Architect thanked Steve Good and the rest of the Committee for their work. He reported on the survey the Committee had done to determine more about what business resource tools members needed. He indicated two new initiatives of the Committee would include a training series on understanding profit and loss statements and a series of Webcasts entitled Listen to the Legends, with successful industry leaders sharing some of their best lessons learned.

VI. Professional Women in Pest Management

PWIPM Chair Jennifer Leggett said this year's participation in Dress for Success had once again been successful, allowing donors to help women dress for a professional role in the workplace. She thanked all who had supported PWIPM's 5K race for breast cancer awareness as well as those who had purchased raffle tickets in support of the group's scholarship program.

VII. Pest Management Foundation

Laura Simpson reported that the Foundation had several research projects underway with the University of North Carolina, the University of Florida, the University of Nebraska at Lincoln, and one being done by Rick Cooper and Jeff White. Research was primarily being done on nuisance wildlife and bed bugs.

VIII. Professional Pest Management Alliance (PPMA)

Norm Goldenberg indicated it had been a strong year for PPMA in terms of tremendous visibility for the industry. After highlighting various accomplishments, he said that a recent omnibus study showed that 30% of homeowners reported using a pest professional over the past year, up from 18% in 2004 when the research was first conducted. He thanked all those who contributed to PPMA and indicated he hoped donations for PPMA's work would top \$2M in the year ahead.

IX. New Business

President Johnson presented the proposed bylaw changes. After a brief recess, Secretary Bill Tesh certified that a quorum was present.

A motion was made, seconded, and unanimously approved to make the following changes to Article IX of NPMA's Bylaws, to address nominations and elections:

*The Nominating Committee would be comprised of ten members. The Committee would be responsible for nominating **up** to 10 candidates for the At-large candidates and would be responsible for nominating candidates and **up to three candidates** for the regional directors. Additionally, the Committee will be responsible for nominating up to two candidates for the position of Secretary and recommending consideration of that list to the NPMA Board of Directors. The Board will review the list and if more than one candidate is recommended, the Board will select one candidate to run for the position of secretary. All votes cast by the Board will be done in the form of a secret ballot. The nominations from the Board will then be submitted to the general membership for the final vote.*

It was suggested the Annual Meeting be scheduled in the future at times when more members may be available to attend.

X. Adjournment

There being no further business, the meeting was adjourned at 8:15am.