



Pi Chi Omega

The Professional Pest Management Fraternity

**Pi Chi Omega
Board Meeting
Pest World, Calloway Room
Oct. 23, 2017 at 1:00 pm Eastern**

Members present: Dale Baker, Brittany Campbell, Andrea Coron, Karen Furguele, Marie Knox, Cassie Krejci, Kim Kelley-Tunis, Tom Myers, Gene White, Tom Wright

Members not present: Judy Black

Guests present: Kristin Coron, Stephanie Hill, Mark Sheperdigian, BCE, Eric Smith, BCE

The meeting was called to order by President Elect Dale Baker at 1:14 pm (eastern).

Roll was called.

President Elect Welcome and Report – Dale thanked the Board for dedicating their time and talents to Pi Chi Omega. He is excited to reveal the new strategic direction of Pi Chi Omega with the membership and is grateful to all who participated in the strategic planning event and the preparation for Pest World. We have lots of excitement to sell!

Executive Director Report – Andrea Coron

Membership – a list of unpaid members was shared with the Board. Kim Kelley-Tunis noticed there was a member on the list who should be nominated for Lifetime membership. Kim will draft a nomination letter and collect the necessary signatures for the membership to vote on. Dale asked staff to send him a list of honorary and lifetime members. Kim also noted that some members don't seem to be receiving emails and asked staff to upload a current member list to MailChimp.

ACT 17 & 18 – 213	
ASC 17 & 18 – 117	
STU 17 & 18 – 14	
RET 17 & 18 – 35	Total 379

ACT 16 –14	
ASC 16 – 2	
STU 16 – 1	
Ret 16 – 1	Total 18

Total: 397

Strategic Planning Ad hoc committee – We have followed the schedule for the electronic roll-out of the strategic plan through mail chimp.

PestWorld 17 – Coordinated events with the Hilton Staff; marketed the events to members through MailChimp and with timetosignup. Created PPT for Membership meeting. Created Booth materials.



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Elections – Promoted the elections through Mail Chimp with bios for each candidate.

Approval of board meeting minutes.

A motion was made by Kim Kelley-Tunis (seconded by Cassie Krejci) to approve the minutes of the October 10, 2017 Pi Chi Omega Board Meeting as written. The motion carried.

Committee Reports

Awards Committee – Karen Furguiele – the committee is working on a call for nominations that will define the awards Pi Chi Omega will consider awarding and encourage membership to nominate deserving candidates. The committee noted that the staff has historically awarded certificates to Board members as they step down from the Board to thank them for their service. A discussion about recognizing members with for the longevity of their membership was discussed, but sent back to committee for future consideration.

Bylaws Committee – Eric Smith – gaps in the Bylaws have been identified, such as naming “member” of the Board of Directors, and will be addressed prior to the Purdue Pest Management Conference. Guidelines according to Bylaws for Honorary, Lifetime and Legacy members will also be provided to the Board and Staff so that a more official nomination process for these membership categories can be developed. A suggestion was made that Russ Ives and Greg Bauman be asked to serve on this committee in order to fill the committee out.

Finance Committee – Tom Wright

Balance Sheet:

The Balance Sheet currently stands at \$215,129.69 (as of 10/20/17). At this time last year, the balance sheet recorded \$210,454.37. Under “Other Assets” you can see the Wintrust Investment Accounts are performing well. Investor Advisor, Donald Duvall, submitted a mid-year assessment (see attachment to Board packet), but in summary the investments value has increased \$9,362 since inception in March 2017, which represents an 8.2% gain. The portion of assets dedicated to the scholarship program are listed as “Temp. Restricted Net Assets” under the Liabilities & Equity section of the Balance Sheet. Designated scholarship assets stand at \$143,113.50.

Profit & Loss Actual vs. Budget

The Profit & Loss Actual vs. Budget - a negative \$9,447.50 income over expense was budgeted, however the P&L currently shows a slight positive income over expenses of \$754.74. As mentioned during the last Board meeting, we really need to sell the 50-year books (35 books to make net budget) and we need to make a concerted effort to get the open invoices for the current membership year and past due 2016-2017 invoices paid up. Please review the list of unpaid members and if you see any of these folks with open invoices, encourage them to come by the Pi Chi Omega booth to make payment. We have added a temporary Frishman Fundraiser 2017 income line for contributions made to Pi Chi Omega through December 2017. The funds will be moved to the General Scholarship Fund at the end of the year, and or fundraising effort.

Financial Overview

As I finish my term as Treasurer, I am pleased with the accomplishments made over the past two years. Accounting records and practices have been established, tax filing and corporate filing practices have been established. Additionally, an investment policy has been created, an advisor was selected, and investments are growing. Each year operating budgets are created and monitored, and forecasting has been done to move Pi Chi Omega into a stronger financial position. The outcome of the strategic planning session has resulted in



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several efforts that will impact our annual income and expenses. As I leave office, the next goals of the incoming treasurer will rest in increasing revenue to support the operations of the organization, with membership growth being a key component to that end.

A motion was made by Cassie Krejci (seconded by Kim Kelley-Tunis) to approve the Treasurer's report, including the financial reports as presented. The motion carried.

Membership Committee – Staff presented, in Dennis Judy's absence, three nominations for the Board to consider for recommendation to the membership for approval.

Daniel Baldwin, Associate B
Chelle Hartzler, Active
Sam Pass, Active

A motion was made by Cassie Krejci (seconded by Marie Knox) to recommend all three candidates for approval by the membership.

A suggestion was made to have a sign-in sheet for membership meetings so that attendance can be documented for historical records.

Dale asked the Board if collectively the Board desires to grow the membership. He wanted to make sure that was the case, and that there wasn't a desire to keep the membership tight-knit and small. The Board whole-heartedly supported opening membership and growing. It was pointed out that moves to allow Associate members to vote and to allow for electronic approval of member nominations indicate that the membership supports growth as well.

Dale would like the committee to develop a plan for a membership drive, but in the meantime asked each Board member to bring at least one new member. A suggestion was also made to ask ESA to help with the membership campaign. A suggestion was also made to ask previous scholarship recipients, who may be professionals now, to encourage their students to join Pi Chi Omega. A discussion was also held about marketing scholarships to students at ESA, perhaps ask Chris Stelzig for a comped table at future events.

Marketing & Website Committee – Dale Baker – all Board and Membership Meeting minutes have been uploaded to the website. Research has revealed that a membership list (in pdf form) will be added to the website. Before we place that on the website, however, we will give members an opportunity to opt out of being on the list. Dale would like to update and relaunch the website prior to Purdue.

A discussion on how to get more members to like and follow Pi Chi Omega's social media pages was held. Cassie recommends closing the Members Only Facebook page, so that concentrated effort can be focused on the general page. Ideas were implemented at Pest World through tweets and Posts to draw interest in the Pi Chi Omega events.

Nominations Committee – Kim Kelley-Tunis – Kim reviewed the slate of nominations that will be voted on at the membership meeting.

President – Dale Baker, Immediate Past President – Judy Black, President Elect – Mark Sheperdigian, Treasurer – Cisse Spragins, Director (2 year) – Stephanie Hill, Director (2 year) – Glen Ramey, and Director (1 year to complete Marie Knox's seat) – Bennett Jordan

Scholarship Committee – Stephanie Hill – in consideration of the significant amount of money raised in the past, and now with the renewed donations coming in to support the Austin Frishman named scholarship fund, a



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suggestion was made to make a recommendation to the membership that a named scholarship be awarded in Frishman's name.

A motion was made by Kim (seconded by Marie) to recognize the esteem in which our members hold Dr. Austin Frishman and his great contributions to our industry, as evidenced by the generous sum that has been raised to date, the Board would like to recommend to the membership that we rename one of the existing Pi Chi Omega scholarships in Dr. Austin Frishman's name. Discussion was held, the question was called, and the motion carried.

Further, the Board would recommend staying the course on the fundraising effort with the hopes of reaching the \$50,000 threshold by December 31st. In the event that that occurs, the Board would consider recommending to the membership to raise the Frishman scholarship amount to \$3,000 at the January meeting.

Strategic Plan Ad-hoc Committee – no report

Old Business –

Pi Chi Omega Events at Pest World – Staff reviewed the Pi Chi Omega events to be held during Pest World.

The membership meeting being held on Tuesday at October 24, 2017 at 10:00 am. The first 15 – 20 minutes of the meeting has been planned to be a social celebration with decorations provided by Cassie, music and a slideshow Power Point of Pi Chi Omega accomplishment will be running. The business meeting will follow our traditional format, but will be enhanced with a supporting power point.

The Scavenger Hunt game to attract new members was discussed. Thanks to JT Eaton for donating the GoPro grant prize!

The Raise the Bar with Pi Chi Omega will be held on Thursday, October 26th from 8:00 – 10:00. We will sell 50/50 raffle tickets as a fundraiser during that event.

UPDFA Reciprocal Membership – the Board discussed this offer and felt that it made sense for our organizations develop a partnership and to offer co-promotion of each other's purpose.

New Business –

Judy Black's Policy Project – as Immediate Past President Judy would like to review and document Pi Chi Omega's policies and procedures and create a document to record these guiding ideas in. At the next Board meeting Dale will name the committee and Chair and ask for volunteers to serve on the committee.

Next Board Meeting is scheduled for November 29, 2017 at 10:00 (eastern).

A motion was made by Kim Kelley-Tunis (seconded by Gene White) to adjourn the meeting at 4:45 pm. The motion carried.