



# Pi Chi Omega

*The Professional Pest Management Fraternity*

**Pi Chi Omega  
Board Meeting  
Conference Call**

**November 29, 2017 at 8:45 am Eastern**

**Members present:** Aaron Ashbrook, Dale Baker, Judy Black, Andrea Coron, Stephanie Hill, Cassie Krejci, Glen Ramsey, Mark Sheperdigian, Cisse Spragins, Eugene White

**Members not present:** Bennett Jordan

**Guests present:** Kristin Coron, Karen Furguele, Dennis Judy

The meeting was called to order by President Dale Baker at 8:52 am (eastern).

Roll was called.

**President Welcome and Report** – Dale thanked everyone for joining the call. Dale acknowledged missing Judy at PestWorld but extended his thanks to the rest of the Board and committee chairs who pulled off a great Board and membership meeting. We enjoyed great attendance at the membership meeting, a successful social time, followed by a full membership meeting agenda. During our time at Pest World Pi Chi Omega realized some additional (11) nominations, made some good connections and rolled out the 50 Year History book.

Approval of board meeting minutes.

**A motion was made by Mark Sheperdigian (seconded by Stephanie Hill) to approve the minutes of the October 23, 2017 Pi Chi Omega Board Meeting with the noted changes. The motion carried.**

**Executive Director Report** – Andrea Coron

Membership – We have compiled 11 nominations currently being reviewed by the membership committee.

ACT 17 & 18 – 216	
ASC 17 & 18 – 116	
STU 17 & 18 – 14	
RET 17 & 18 – 35	Total 381

ACT 16 – 12	
ASC 16 – 1	
STU 16 – 3	
Ret 16 – 1	Total 17
Total: 398	

We sent out another email version of the outstanding invoices. We have had a few people deactivate since this invoice went out.

Met with President – Dale and I met the second week in November to begin identifying his goals and priorities.



# Pi Chi Omega

*The Professional Pest Management Fraternity*

Met with new Treasurer – Kristin met with Cisse to go over accounting procedures, reports, bank accounts.

PestWorld 17 – Processed follow up paperwork from PestWorld. We reconciled the accounting for meetings, sent out materials as requested from people we saw in Baltimore.

50-Year Book – Promoted a Cyber Week sale on the book and have sold 8 more books.

Purdue Planning – I have been in contact with the event planning staff at Purdue and have begun that process. Reserved the Union Rack and Roll on Sunday Night for a bowling and billiards event.

## **Committee Reports**

**Awards Committee** – Karen Furguele – as reported previously the committee has decided on three awards to be given out whenever a deserving candidate is identified. The committee will present the Board with a draft nomination form that outlines the three awards and the qualifications and prerequisites for each award, and nomination and selection guideless. At that time the committee would seek the Board's approval to roll-out the nomination process to the membership at Purdue with the goal of reviewing and selecting any candidates who meets the qualification and merits an award at Pest World 2018.

**Bylaws Committee** – Eric Smith – not present, but Eric had let Andrea know that he'd be calling a committee meeting to begin reviewing the Bylaws. One aspect that will be considered is allowing for electronic voting by membership on larger issues outside of regularly scheduled meetings. The membership committee is also looking at redefining categories of membership that will require bylaw changes. A discussion was held between Dale and Eric about reducing the number of years in the industry for the Associate level of membership, but it was determined that this change wouldn't be prudent, at this time.

**Finance Committee** – Cisse Spragins - Cisse reported that she met with the executive staff on November 21<sup>st</sup> to review the current accounting policies and procedures, to review the current accounts and to become familiar with the three professionals who regularly work with the finance committee – the CPA firm, the Legal firm and the Investment Advisor. With the installation of the new Board, the signature cards for each financial institution will be updated and a new letter of engagement will be signed with the CPA. To streamline the Balance Sheet, we will be closing the Citizens Green Checking Account and we will be looking into closing the M & T Bank Money Market. The funds from these two accounts will be moved into the United Bank operating account. We will leave the M & T Bank CD as is until it matures in September 2018, at which time we will collect the funds and move them into the investment funds. She discussed staff's challenges with PayPal and is currently researching a new method for taking payments to replace PayPal. Cisse will be looking for members to round out the Finance Committee as there are currently no members serving on her committee.

## **Balance Sheet:**

The Balance Sheet currently stands at \$219,122.02 (as of 11/21/17). At this time last year, the balance sheet recorded \$210,514.82. You will notice that the First Citizens Green Checking Account no longer appears on the Balance Sheet. The balance in that inactive account of \$5,820.90 was transferred to the United Bank Operating account and the Citizen account will be closed. 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 \$144,800.06.



# Pi Chi Omega

*The Professional Pest Management Fraternity*

## **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 positive income over expenses of \$2,943.80. However, much of the Pest World expenses are not reflected in these financials. On the income side, I'll highlight the following:

50 Year Books – We sold 14 books at Pest World. With the current year income, we have covered costs realized this fiscal year for the 50 Year Book by \$231.81. However, we did not realize what we budgeted to net of \$572.50. To meet our budgeted net income, we need to sell about 23 more books.

Membership Dues – Since Pest World we have picked up about 18 dues payments. Staff will be concentrating on emailing and calling open invoices for current year dues and for members with dues outstanding for this year and last year.

Fundraiser – we raised \$380 on the 50/50 Raffle conducted at Pest World, so we are just shy of our projected income by \$20! Conducting another fundraiser at Purdue will put us over budget.

**A motion was made by Glen Ramsey (seconded by Judy Black) to approve the Treasurer's report, including the financial reports as presented. The motion carried.**

**Membership Committee – Dennis Judy** - Dennis reported that we picked up 11 new nominations since Pest World. The committee is still acting on the last group of applicants. The committee will make a recommendation to the Board for putting the nominees before the membership at Purdue. Andrea asked if we could extend the deadline to December 15<sup>th</sup>, and Dennis agreed that the committee could still review new nominations prior to Purdue with that extended deadline. Dennis defined his committee as being composed of Greg Bauman, Bennett Jordan, Glen Ramsey, Brittany Campbell and Nicky Gallagher.

Dennis reported that the Ad-hoc committee has received the membership committee's recommendation to make some changes to the membership categories and a proposed change to the dues structure (\$33 students \$67 academic/educational, \$100 all others). Discussion ensued. Shep felt that from a service stand point raising dues will result in the loss of a few members no matter what, but that many will continue for some time which might result in a revenue increase, but may not. We need to look at the perceived value of membership and plug the numbers into our expected number of retained members for each category and ensure that we will meet our goal of increasing revenue. Judy commented that she agreed with Shep's comments, she suggested raising the dues to \$95, instead of \$100, and she recommended pitching the Board's reasons for the increase to the membership and would be frank about the fact that Pi Chi Omega needs a paid professional staff to keep the organization moving forward and that it takes funds to ensure we can maintain that. Cisse indicated that we'd need to plug the numbers in, but felt we'd realize a net income whether we raised dues to \$100 or \$95. She further shared that UPFUDA recently had a significant dues increase and only lost one member. Glen asked about moving grad students (not placed in an industry job) into the lower bracket. Shep countered that the differential isn't too great and that the benefit of Pi Chi Omega membership could be an avenue to gain employment, which would be well worth the \$67 investment. Cassie indicated that those connections are there, but not very structured and that there are no direct lines to employment. We need to have a future discussion about how to make this benefit more tangible. Dale asked the committee to take these comments and discuss at or before Purdue.

Staff clarified that the redefinition of the member categories would require bylaw changes and that the time-frame for getting changes approved at Purdue has passed. Andrea recommends having the membership committee propose the membership category structure changes for a future meeting (PW 18), but that they draft a proposal for the Board to approve prior to the Purdue meeting. The Board will meet on December 20<sup>th</sup> to discuss and



# Pi Chi Omega

*The Professional Pest Management Fraternity*

approve the committee's dues increase recommendation. Staff recommends sharing the proposal with membership prior to Purdue and encourage the membership to weigh in on the decision at the membership meeting.

Dennis also indicated that at Pest World a nomination was made by Kim Kelley-Tunnis to confer Honorary Membership status on Millard Oldham. Dennis would like to recommend that honorary membership be conferred on both Millard and his wife Ada, as they are truly a team. Staff will work with Kim to amend the nomination and attain the required signatures (6).

**Marketing & Website Committee** – Dale Baker – Dale indicated that website is due for a major facelift. He will be looking for volunteers to give ideas for a refresh. Among other things, he'd like to incorporate the Facebook page into the website. JT Eaton will continue to provide financial support of the website. Glen Ramsey suggested moving to Word Press or some other platform that allows more user integration and provide for other payment system options. Glen volunteered to work with Dale on the committee. Dale would like to complete the website refresh by May.

Cassie will be asking people on the private closed group to move to our regular Facebook page, then plans to close the closed group page. Cassie appreciates Dale posting regularly since Pest World and asked for more assistance since she will be on maternity leave. Cassie noted that we do have Linked-in and Twitter accounts as well, and staff will add these links to Pi Chi Omega email blasts. If people would like any content added on social media, they can email Cassie and/or Dale at [socialmedia@pichiomega.org](mailto:socialmedia@pichiomega.org).

**Nominations Committee** – Judy Black – no report

**Scholarship Committee** – Stephanie Hill – The 2018 scholarship packets are ready to launch at Purdue. Stephanie would like to pass the Committee Chair to Desiree Straubinger, pending the President's approval. Stephanie will continue to serve on the committee. A fundraiser will be held at Purdue for the Scholarship Fund and will be discussed under the New Business discussion for the Pi Chi Omega events at Purdue.

It was noted that the named Frishman scholarship fund needs to be reflected on the application form. Staff updated the Board that an additional \$2,950 has been received from David Fincannon's GoFundMe efforts.

Strategic Plan Ad-hoc Committee – no report

## **Old Business** –

Pi Chi Omega Events at Purdue – Dale and staff brainstormed a fun event at Purdue and have identified Sunday night as a wonky night where people who arrive early don't have anything planned. They have come up with a Rack & Roll Pi Chi Omega Party that will fill that gap! We will be taking over the bowling alley and billiard room in the Purdue Memorial Union building. Tickets will be sold, but Pi Chi Omega will pick up the first round of drinks. Pizza will be served, some sort of tournament or competition will be organized and we will conduct some sort of fundraiser. Aaron Ashbrook has agreed to help coordinate the rental of the Union Rack and Roll, so we enjoy the student discount rental rate of \$500 (which JT Eaton will cover) for the entire hall. Gary Bennett has offered to put a link on the website and promote an announcement in a conference promo email. Carrie Campbell works with Gary and has told Dale that she'd be happy to promote this event, she knows a bunch of people who arrive early and can help organize teams and competitions. We will also be reaching out for sponsorship support to help assist with prizes, drinks and other expenses.



# Pi Chi Omega

*The Professional Pest Management Fraternity*

Board meeting will be Monday morning 8:00 am – 11:00 am. Coffee, no food.

Hospitality Suite – Monday, 9:00 – 11:00 pm.

Membership Meeting Dinner – Tuesday, 5:30 – 7:30 pm, we discussed eating first then starting the business meeting. Both Gene and Shep are speaking on Tuesday afternoon until 5:15, but it doesn't look like other Pi Chi Omega members are on the agenda after 7:00. We will call the raffle winner at the membership meeting.

Booth – Dale will take inventory of promotional materials and will ship the booth to Purdue.

Judy Black's Policy Project – Judy has to leave the meeting at 10:00 so no discussion was held.

## **New Business –**

Next Board Meeting is scheduled for December 20, 2017 at 10:00 (eastern).

**A motion was made by Cassie (seconded by Shep) to adjourn the meeting at 10:36 am. The motion carried.**