



QUARTERLY BUSINESS MEETING  
NOVEMBER 10, 2009  
PORTLAND, OREGON

President Bill Larsen called the meeting to order at 4:10 pm. Members introduced themselves while the attendance sheets circulated.

Wiley Sanders moved to dispense with the reading of the minutes of the September 12, 2009 meeting. Steve Fisher seconded the motion. Motion Carried.

**Financial Report:** Sue reported checking account balance of \$12,146.26; CD \$7000.00; Savings of \$4604.91; Scholarship CD \$3211.94 and Scholarship checking \$1550.24, for a total of \$28,513.35.

**Old Business:**

**Committee Reports:**

**Education:** Wiley reported we will have a hands-on bird seminar in Eugene on April 17<sup>th</sup>. The June 19<sup>th</sup> seminar in Bend currently has scheduled Dan Suomi on beetle identification and damage; Jeff Weier, EPA and Glenn Bissell. We still need more topics for home inspectors. September 11, 2010 the beach seminar will be in Lincoln City at Chinook Winds with Bobby Corrigan. Bugs Northwest in Grants Pass has a seminar on November 19<sup>th</sup> for 4 credits.

**Legislative:** Rene' Kesecker updated us on some national and regional legislative issues: homeland security regulations are bringing out changes for fumigators; changes to the employee free choice act is still an issue; the national school IPM bill is not as strong as it is in the individual states; Clean Water Act and anti-pesticides groups; changes in the FAA reauthorization bill are workable and favorable for pest control companies that service planes and airports. Bob Dold, Jr of Rose Exterminating in Chicago is running for congress on the Republican ticket. He gave a talk at Hood River last year. Legislative Day is February 27 through March 2, 2010. She passed around information from OFS about Job-Killing taxes in Oregon. A synopsis of her report will be in the Crack & Crevice.

**Scholarship:** Rene' announced two committee members: David Russell and Kathy Elkins.

**Ethics:** Steve Fisher said new applicants' names are run through ODA and the DOJ files and the Board of Directors reviews any issues that come up in the ODA Quarterly Newsletter. There are a couple of issues that are under review. This is a Board issue and the Board of Directors is shepherding our own members very seriously.

**New Business:**

**Membership Drive for 2010:** President Bill said he would like to have a membership drive in 2010 to get our membership numbers up. We have talked about phone blitzes, etc, but would also like to look at other ideas. Rene' suggested having an incentive to stay at the meetings. Rob McMaster thinks we

don't define what we do as an organization. John Jackson: the perception is that members don't get anything for their dues.

We need to create a 10-point talking list of why we are here at this meeting. Rob: why not advertise somehow? Bill said we actually did a big mailing to all of the qualified PCO's and it was totally ineffective. Chris Winson said Dave Mays is having a class on November 19<sup>th</sup>, and the whole idea of that class is as a benefit to the southern part of the state, and also to say this is what the Oregon Pest Control Association can offer you. ODA, OSU and Multnomah County have information on how to spot a quality pest control operator, and one of the things is: 'Are you a member of OPCA? Sue suggested taking the 10 talking points, put them on the website and link them to websites such as OCA.

Steve Fisher said we are looking at purchasing a mass email software that is 3<sup>rd</sup> party driven so we are not involved in spam. This would give us more electronic flexibility, so once we develop the 10-point hot button blitz, we can give a sales pitch via this program.

Bill: what Chris is doing in Grants Pass with Dave Mays is something we should work on in Portland – we don't have enough presence in the Portland area. Let's talk through the education committee to put more effort into the Portland market.

Rene': take 5 minutes to speak at a vendor seminar, such as the Target seminar or a Univar seminar and talk up OPCA – maybe add an incentive to pick up a membership packet. John Jackson suggested catching them during or before or after a break – you'll get about 25% of the group at a time. David Russell said that is how he has learned a lot in 4 years and that's by networking with other members at seminars.

Rene': suggested that Sue send out a blast email to all our members for one idea: the object is we are looking for 10, but only ask for one from each member. Then challenge non-members to attend our business meeting in Hood River. When they walk into the room they fill out a card to enter into a drawing: the prize may be registration in Bend and nice lodging. If you give one prize, maybe the winner will bring someone else. Steve asked Chris if we could get this promotion announced a couple of times on Friday in Hood River. She was pretty sure it could.

Las Vegas: Bill will go over the convention in his Crack & Crevice article. There were many people from the Pacific NW in attendance. Bill wasn't very impressed with the whole event, but it set attendance records. There was a huge attendance from California, which is now a joint state for a 3-year trial period. The meeting rooms were packed – bed bug issues were packed.

The meeting adjourned at 5:05 pm.

Respectfully submitted,

Sue Fisher  
Secretary/Treasurer