



**INDEPENDENT  
POOL & SPA  
SERVICE ASSOCIATION,  
INC.**

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**IPSSA Board of Regional Directors Special Meeting**  
Minutes for August 7, 2021  
Virtual Meeting

***BORD Members Present:***

David Hawes, CFO, Region 1  
Terry Snow, Region 3  
Michael Denham, Assist. CFO, Region 5  
Michael Harris, Vice Pres., Region 7  
Becky Clayson, Region 9  
Todd Starner, Region 11

Beau Braisher, Region 2  
Adam Morley, President, Region 4  
John Dixon, Region 6  
Bill Goossen, Secretary, Region 8  
Gary Heath, Region 10  
Casey Gardner, Region 12

***Contract Staff present:***

Rose Smoot, CAE, Executive Director

**1. Call to Order and Anti-Trust Declaration**

Hawes called the meeting to order at approximately 9:06 a.m.  
Attendees were read Anti-Trust declaration.

**2. MSC: Minutes from May 8 BORD meeting**

**3. Financial Report:** Hawes reported for the period ending June 30, 2021. Revenue and expenses for the first quarter 2021. Revenue, \$249,543. Expenses \$183,274. Net revenue, \$ 77,119 Changes in revenue and expenses.

**Revenue:**

- Associate member dues less due to the loss of a titanium membership and larger companies purchasing small suppliers.
- IPSSAN ad sales less because ads are tied to associate member dues
- No leadership event revenue

**Expenses:**

- Areas where expenses decreased, were the leadership event 2021, which includes the annual membership and BORD meetings, cancelled due to COVID-19 pandemic.

- Increase in merchant fees, which are the fees you pay for processing all dues payments electronically.

Committee Reports:

4. **Executive Committee:** Smoot was asked by Morley (IPSSA President) to discuss chapter outreach and support. Concept is a conversation with IPSSA National at the chapter level about services and support. Starner asked Smoot to meet with R-11 presidents via Zoom to discuss how outreach and support can help support their chapters.  
BORD to complete online harassment training, by October 1, 2021.  
Smoot to ask McDonald to reach out to regions 6, 9, 10 and 11 about chapters shares.
5. **Education Committee (Water Chemistry Task Force):** MSC to allow water chemistry and other qualified courses outlined in guidelines as a point of entry for
  1. The following courses equivalent as acceptable requirement of membership:
    - PPSO –Professional Pool & Spa Operator
    - La County Health Department License
    - CPO – Certified Pool Operator
    - PCCR – Pool Chemistry Certified-Residential
    - Florida Registered or Certified Contractor- Pool/Spa Exam
    - IPSSA Water Chemistry Exam-online on chapter leader proctor
  2. Task Force recommends that chapter use their own discretion as acceptable course for membership requirement. In addition, the new member has up to one year to take IPSSA WC exam or other qualifying courses. If new member has certification of completion of one of the above mentioned courses, the chapter can use that as part of membership requirement. All proof of courses is filed with IPSSA National.
  3. TF recommends using a Speed Exam, a third party solution to administer the IPSSA Water Chemistry Exam. Test taker has up to 10 attempts to pass exam.
6. **Finance Committee:** Hawes went over the budget process with the BORD. Committee chairs were instructed about their role in the budgeting process. Committee chairs were provided a budget template and calendar for completion. Budget presented and approved at the November BORD meeting.
7. **Weekend of Inspiration (February 4-6, 2022):** Starner reported the following: General session includes keynote speaker and Risk Management. Breakout sessions to include: The Business of Pool Service, speaker Mark Feldstein, Mastering today's challenges in the pool business, David Hawes (Region 1 Director and BORD CFO) and Rich Gallo (region 3 Member, SF Valley Chapter President) and How to Maximize your Chapter Meetings, Casey Gardner, Mark Uberecken (region 9 member) and staff. Registration launched in June to all IPSSA leaders.

**Insurance Report:** Claim report in BORD packet and in member portal.

**New Business:** Starner asked that EX COM to remove or update IPSSA Policy & Procedure in regard to term of replacement director. Harris initiated the conversation about forming an Endorsed Insurance Program Task Force. EX COM to seek members that have an interest to serve and do the work.

MSC adjournment 10:59 AM