



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

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IPSSA Board of Regional Directors Meeting
Minutes from November 6, 2021
Monterey CA

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

Director-Elects present:

Ryan Ruminson, Region 1
Eric Nielson, Region 3
Rick Beaubouef, Region 9

Contract Staff present:

Rose Smoot, CAE, Executive Director

1. Call to Order and Anti-Trust Declaration

Heath called the meeting to order at approximately 9:01 a.m.
Attendees were read Anti-Trust declaration.

2. MSC: Consent Agenda includes minutes from August 7 BORD meeting and Region minutes.
3. **Financial Report:** Hawes reported for the period ending September 30, 2021. Revenue and expenses 2021 YTD. Revenue, \$371,420. Expenses \$266,034. Net revenue, \$ 118,097 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.

Census Report: Hawes report there were three regions that had less than 150 members. Smoot was asked to contact McDonald to provide directors information on those chapters that had less than 10 members.

4. Committee Updates and Action Items:

a) Executive Committee

- Morley and Hawes informed the BORD that McDonald agreement extended and is in place for a two-year period.
- MSC: BORD approved of Endorsement Policy as presented
- MSC: BORD approved Terry Cowles awarded to Ken Tipton from Region 5. Gardner and Harris discussed having more than one award for IPSSA Members. Further discussion sent to membership program committee.
- Morley reminded the BORD members that the Harassment Training – online still needs to be completed by December 15.
- Insurance Program Task Force update
 - MSC: BORD approved Insurance exclusive Endorsement Agreement RFP as presented.

b) Finance Committee

- Hawes presented 2022 Proposed Budget with highlights to Weekend of Inspiration and Trade Show grant program, which includes \$1,500 per region. MS- Failed. Remove from the budget the \$10,000 from line item PSATC and call for a private vote.
MSC: BORD approved 2022 budget as presented.
- McDonald to provide quarterly dropped members reports to the region directors.
- MSC: BORD approved billing and collection would be collected by the chapter or region that levied the fines to individual members.

c) Membership Program Committee

- MSC: BORD approved Port Charlette Sick Route plan as presented.

d) Harris and Gardner informed the BORD about IPSSA tag line - Knowledge through Community for IPSSA material.

- Arouesty provided Insurance claims update. Hawes requested from Arouesty a comprehensive report that categorizes claims in dollar values. Arouesty reported that such a report was doable.

3) New business

- i) MSC: BORD approved Meeting and Event Code of Conduct and COVID-19 Event Attestation Waiver as presented.
- ii) Legislation and Regulation update by Snow
 - (1) Snow discussed the CPSA agreement. Snow to forward draft agreement to Smoot for distribution to the EX COM.
 - (2) Starner reported on Surf Side Building in Ft. Lauderdale Florida. Starner reported because of that experience, changes to legislation are imminent in Florida that could impact the pool industry.

Adjourn: 1:03 PM