



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

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IPSSA Board of Regional Directors Meeting
Minutes for November 7, 2020
Zoom-Meeting

BORD Members Present:

David Hawes, Region 1
Terry Snow, Region 3
Michael Denham, Region 5
Michael Harris, Region 7
Becky Clayson, Region 9
Todd Starnier, Region 11

Manuel Margain, Region 2
Adam Morley, Region 4
John Dixon, Region 6
Michael Lee, Region 8
Stan Phillips, Region 10
Neal Holt, Region 12

BORD Members Elect Present:

Beau Braisher, Region 2
Bill Goossen, Region 8
Gary Heath, Region 10

Contract Staff present:

Rose Smoot, CAE, Executive Director
Michelle Harvey, Project Associate

Vendor Member Present:

Ray Arouesty, Arrow/HUB Insurance Services

Guest:

Angela Clark, Region 8 Member

Call to Order and Anti-Trust Declaration:

Margain called the meeting to order at approximately 8:42 a.m.
Phillips read Anti-Trust declaration.

Consent Agenda:

Margain asked for approval of the consent agenda. **MSC**

Financial report: Hawes reported on IPSSA financial standings.

- As of September 30, assets were \$1,574, 691. Retained earnings, \$1,361,314

As of September 30, revenue was \$480,854 and expenses were \$420,632. Net income was \$59,476.

Committee Reports:

Education Committee: BORD members went into (2) Zoom breakout rooms in discussion for the Leadership Seminar virtual meeting. Breakout room #1 topic leadership development, #2 closing session at leadership seminar.

Executive Committee:

- Media camera discussion. Braisher to meet up with Dixon to acquire media camera and equipment. Camera to be stored in the IPSSA storage facility.
- Insurance monthly fee. Discussion about charging a fee each month even if member pays insurance annually.
- Terry Cowles Award- BORD motioned and approved Terry Cowles aware winner to James Romanowski of Region 5. **MSC**

Finance Committee: Hawes reported on the proposed 2021 operating budget.

BORD approved 2021 Budget under the following conditions **MSC**:

- Restore \$10,000 CPSA donation. Hawes asked Snow to provide a letter of agreement between IPSSA and CPSA which highlights donation benefits.
- Increase Florida Trade Show from \$700 to \$2,400.
- Pool and Spa Apprenticeship and Training Committee Program donation of \$10,000 on hold until more data about the program can be distributed to the BORD for a February meeting vote

Motion by Clayson to remove the \$10,000 Apprenticeship Program donation from 2021 budget did not pass.

Legislation & Regulation: Snow reported on CPSA. Nothing new to report from AZ, TX and FL.

Marketing & Communication Committee: Phillips reported on the IPSSA website and marketing.

Membership Program Committee: Harris went over the Memorandums of Understanding between IPSSA and three vendor companies. Pool Trac, Education Leverage, LLC and Fluidra Loyalty Program. Harris asked the BORD to contact him for any rising stars in their region to serve on a task force for membership strategy.

Old Business: Angela Clark of Region 8, explained the matching grant application for reimbursement to On Balance Demo Pools. BORD approved the grant. **MSC**

New Business: Region 8 asked the BORD to approve a resolution removing Clint Cramer from IPSSA Region 8 Chapter accounts, held at Wells Fargo Bank. Further, the motion also stated that Clint Cramer be removed from all IPSSA banking accounts.

MSC

Insurance Report: Arouesty reported on the claims from January 1 through October 19, 2020. Discussed legionnaire cases.

MSC to adjourn the meeting at approximately 12:16 p.m.

Signed:

Adam Morley
IPSSA BORD Secretary