



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

EXECUTIVE OFFICE
PO BOX 3367
ROCKLIN, CA 95677
888-360-9505
888-368-0432 (FAX)
info@ipssa.com
www.ipssa.com

IPSSA Board of Regional Directors Meeting
Minutes for February 5, 2021
Virtual 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 Starnner, 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

Directors Elect Present:

Beau Braisher, Region 2
Gary Heath, Region 10

Bill Goossen, Region 8
Casey Gardner, Region 12

Guests:

Rich Gallo, Region 3
Aden Dunne, Region 7

Eric Nielsen, Region 3

Vendor Present:

Ray Arouesty, Arrow/HUB Insurance

Contract Staff present:

Rose Smoot, CAE, Executive Director

1. Call to Order and Anti-Trust Declaration

Harris called the meeting to order at approximately 8:40 a.m.

Attendees were read Anti-Trust declaration.

2. Consent Agenda

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

3. Financial Report: Hawes

Hawes reported for the period ending December 31, 2020, there were \$662,445 in revenue and \$523,835 in expenses, with a net revenue of \$138,610. Major reasons for the increase in net revenue when compared to 2019, net revenue of \$74,000.

Revenue:

- Associate member dues
- IPSSAN ad sales
- Pentair Rebate program

Expenses:

- New this year, membership billing fee. However, the savings to IPSSA Inc (members) is around \$60,000, based on 2019 fees that were paid out of IMC.
- No BORD travel, due to COVID-19.
- Decrease in legal fees.
- New this year is merchant fees. IMC funded those fees in the past which included insurance. However, the savings to IPSSA Inc (Members) is around \$28,000.

Committee Reports:

A. Executive:

Margain discussed the performance evaluation of RES Solutions and Mc Donald, LLC contract staff.

B. Education

C. Finance

- a. BORD approved a motion to exclude the \$10,000 donation to the Pool and Spa Apprenticeship Training Committee in the 2021 budget. MSC

D. Legislation and Regulation:

- a. Snow reported on CPSA, RWQC and NDPA. Starner reported on FL. Holt reported on TX.

E. Marketing & Communication:

- a. Phillips, nothing to report.
- b. IPSSAN: Morley reported on the new design of the IPSSAN starting January 2021.

F. Membership Program:

- a. Harris discussed “what IPSSA Means” messaging. More to come...
- b. Harris provided an update on the mobile app. From the time of launch, January 4, 2021 to February 4, 2021 there are 683 users. That is approximately 30% of membership with emails on file.

G. Insurance Report:

- a. Arouesty updated the BORD on the Epic Claims report dated 1/01/18 through 1/05/21. Legionnaire and entrapment claim against group policy remain the most significant incidents.
- b. Arouesty reported that Arrow will move to Axis Insurance Co effective April 1, 2021. Insurance rates will remain the same. The policy will no longer cover claims involving legionnaire diseases after April 1, 2021. Lee asked about

offering group health insurance. Not an option. Goossen asked about members paying their insurance annually, if the \$4 fee would be stopped. Arouesty let the BORD know that regardless, if they pay their insurance annually, they will still be charged \$4 a month processing fee.

H. New Business:

- a. Starner brought up email sent by Pool Pro Magazine. Smoot informed the BORD that was sent out in error.
- b. Starner brought up printed IPSSAN at tabletops. Extra copies will be put in the tabletop/tradeshaw kit.

A motion was made, and MSC reached to adjourn the meeting at approximately 12:00 p.m.

DRAFT