



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

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IPSSA Board of Regional Directors Meeting
Minutes from May 2, 2022
Virtual

BORD Members Present:

Ryan Ruminson, Region 1
Eric Nielson, Assist. CFO, Region 3
Michael Denham, CFO, Region 5
Michael Harris, Region 7
Rick Beaubouef, Region 9
Todd Starner, President, Region 11
Casey Gardner, Vice-President, Region 12

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

Contract Staff present:

Rose Smoot, CAE, Executive Director

1. Call to Order and Anti-Trust Declaration

Starner called the meeting to order at approximately 5:03 p.m.
Attendees were read Anti-Trust declaration in closed and open sessions.
Gardner read the IPSSA Mission and Vision statements

MISSION STATEMENT

The Independent Pool & Spa Service Association, Inc.
exists for the mutual professional benefit and growth of its
members and for the continued improvement of the pool
and spa service industry.

VISION STATEMENT

IPSSA will be the leader in the pool and spa service
industry, offering professional development and business
development opportunities to members nationwide.

2. MSC: Consent Agenda includes minutes from February 5 & 6, 2022 BORD meeting
and Region minutes.

3. **Financial Report:** Denham reported for the period ending March 31, 2022.

IPSSA performance compared to last year has decreased by \$96,961. Last year at this time there was a net gain of \$29,773 compared to a net loss of \$67,188. The main factor for the loss is the Weekend of Inspiration (WIC) expenses. As you might recall there was no event in 2021. Revenue: Total revenue of \$181,334 tracking with budget at 25% for the first quarter. Expenses of \$233,709 tracking at 43% which was 18% percent more than budget for the first quarter.

4. **Census Report:** Denham reported there was 1,975 regular and 566 employee members as of March 31, 2022.

5. Committee Updates and Action Items:

- a) Executive Committee
 - i) Region 2 Central Coast request for fine waived for nonattendance at the Weekend of Inspiration. MSC: Approve Central Coast request to waive the fine for nonattendance at the Weekend of Inspiration.
 - ii) Insurance Program Task Force update – task force received five proposals including HUB/Arrow on insurance products. Task force discussed MOU arrangement instead of exclusive endorsement agreement.
 - iii) CPSA agreement – Denham informed the BORD that CPSA was sent an updated draft version of their proposed agreement. Smoot to follow up with Mike Lasher of CPSA.
- b) Education Committee
 - i) Gardner informed the BORD that all four IPSSA exams have been uploaded to the exam site. Exams are Basic Water Chemistry, INT Water Chemistry, Equipment and Pool Chlor. ED COM to discuss contests to entice members to take the exams. Exam winners announced at Weekend of Inspiration 2024.
 - ii) Gardner informed the BORD that HASA owns the copyrights to Bob Lowry's IPSSA books. Gardner is working with HASA on obtaining the rights.
- c) Finance Committee
 - i) Denham informed the BORD that the Treasury Management webinar facilitated by Frank McDonald was held on April 14 with 10 in attendance. The webinar was recorded for future reference.
- d) Marketing & Outreach Committee
 - i) Smoot was asked to send the BORD the Path to Professionalism survey results for the member feature beginning in May for social media platforms.
- e) Membership Program Committee
 - i) Harris informed the BORD that region 7 is piloting a texting app for communication within the region.
 - ii) Smoot is working on a member benefit program to offer discounts to members for various products. Smoot to report back at the August meeting.
 - iii) Starner informed the BORD on the outcome of the Florida "Everything Under the Sun" Expo. The region received 77 leads while in attendance at the show. There was also discussion about forming a new chapter in West Palm Beach FL.

- iv) WPSS had 9,000 in attendance.
- 2) Arouesty provided Insurance claims update. Arouesty reported that there were 18 claims to date.
- 3) Old business**
 - i) EX COM to review standing rules and develop a template for chapter participation. No due date established at BORD meeting.
- 4) New Business**
 - i) Beaubouef explained the circumstances around Austin chapter showing up on Saturday, February 5 late at the Weekend of Inspiration. Beaubouef asked the BORD to waive the fine for Austin Chapter. MSC. Approve Austin request to waive the fine for nonattendance at the Weekend of Inspiration.
 - ii) BORD is to reach out to those that did not attend and seek information as to why they did not attend Weekend of Inspiration. Denham asked Smoot to resend the list of non-attendees in region 5. All chapters have until June 5 to submit any request to waive fine.
 - iii) Starner informed the BORD the November 3 – 6 BORD meeting will be held in South Lake Tahoe, CA.
 - iv) BORD decided to change the date of August 6 BORD meeting to Monday, August 8, 2022.

A motion was made, and MSC reached to adjourn the meeting at approximately 7:59 p.m.