



WASHINGTON STATE PEST MANAGEMENT ASSOCIATION

4600 Village Circle SE I Olympia, WA 98501

www.WSPMA.com I tbaker@wspma.com

General Membership Meeting

February 28, 2020

Hood River, OR

Present: Many Members

Call to Order: 3:30pm

Approval of the minutes from Winter General Membership as printed in the Snapshot motions by Erik Hodson, seconded by Luke Rambo - all in favor.

Old Business

WSDA Updates on Testing and Ride-Alongs

Last month, Members of the Board went to Olympia and represented the Association and Industry in the House to show support of HB2624 regard to updating WSDA testing methods and pricing. Billy Olesen reported it passed House and is now in Senate Committee. We are hoping it makes it to the floor and passes so modernization can still happen.

A Member present asked what the WSDA wants to increase the testing price to. The wording of the bill gives the WSDA Director authority to change as needed. We anticipate the fees to still be manageable; possibly \$90.

Months ago, the WSPMA was invited to attend a staff meeting of WSDA compliance officers. At this meeting, the WSDA expressed continued interest in ride-alongs with WSPMA Member companies. The purpose of taking part in these ride-alongs is to help educate WSDA compliance officers of what a pest professional does daily. The WSDA has admitted that they do not have much knowledge of the day to day life of a PMP. If any company is interested, please contact any Board Member.

NPMA Board of Director Nominees

Region 3 Director – Billy Olesen

At-Large Officer – AJ Treleven

Voting will be done online only from March 15 to April 15 for NPMA Members. It is important that those who are eligible to vote do and show support of our WSPMA Members.



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WSPMA/NPMA Relationship

The Board has been meeting to re-establish a relationship with the NPMA. The WSPMA and NPMA have submitted proposals. There will be a vote during the Leavenworth meeting.

Dominique provided highlights of NPMA's proposal (see below). She stated, "the closer we are the better we are as an industry."

There was a question about the history of the MOU and how the broken relationship came about. Many years ago (2016) NPMA presented a Memorandum of Understanding (MOU) to all Joint State Associations. The way that the MOU was presented to our Association took us by surprise and ultimately WSPMA Members decided it was not in our best interest to continue a relationship with NPMA as outlined in the MOU. Now there is a reasonable transition on the table. Looking ahead we will need help and support from NPMA as an Industry.

Luke Rambo talked about his experience as a Board Member during the process of the MOU. He was able to see the feelings and politics involved and has also seen the aftermath. There has been continued communication through the two Associations to try to mend it. All he has seen is positive feedback from NPMA.

Jack Dein mentioned that it is not about the cost of an additional membership with NPMA, it should be about the support we will gain.

If you are unsure of your Membership status (national or state only), please feel free to ask.

See below for the WSPMA and NPMA proposals.

Committee Reports

PestVets

Ramon is our PestVets Liaison and is there to create a connect between our Association and the Pest Vets Council. Look for more information in the coming weeks!

Education

Eastern Washington Ant ID Lab – March 7

March Workshop – March 9

Fall Seminar – November 5 and November 7

Credit Crunch – December 4



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Financial

2019 was a rough year. We know that we fell behind in scheduling venues and speakers for our Fall Seminar. In addition, the cost of our venues is on the rise. Knowing what we did wrong in 2019 has helped keep us on track for 2020 and we have already secured venues and full sponsorship of our speakers for the Fall Seminar.

Our current Board Members are very involved. As a Board Member, they are entitled to benefits such as attending NPMA events and having assistance with travel. NPMA events were highly attended in 2019. To help keep our budget on track, there will now be a travel cap of \$2,000.

As the cost of everything goes up, we realize we need to adjust our dues structure. At our Leavenworth we will discuss and vote on a new dues structure for our Association.

In 2006 we had \$98. We now have \$141,000. Accounts weren't funded because our expenses. We are a not for profit, and we continue to prove it every year.

SEE FINANCIAL CORRECTION BELOW.

Government Affairs

HB2624 – covered earlier.

Legislature is still trying to put a carbon tax on fuel consumption with gasoline, diesel, natural gas. It has failed in California. There is worry that if it passes here, money will be used for social things instead of things to benefit air quality.

We are seeing the Department of Ecology having more control over what is happening in Washington regarding pesticides.

See below for a more complete Government Affairs report.

Conclusion of Business Meeting

Motion to adjourn at 4:34pm by Larry Treleven, second Erik – all approve.



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WSPMA Letter to NPMA

February 10, 2020

RE: Joint State Partnership proposal between WSPMA and NPMA

To whom it may concern,

Washington State Pest Management Association (WSPMA) has a long history of representing and supporting our industry and the interests of our Members within Washington State. We recognize there are some limitations to what WSPMA can do on a national level to support our Membership. It is through the unity of all our Members that WSPMA has been successful, therefore we believe re-uniting as a joint state with National Pest Management Association (NPMA) would best serve the Members of both associations by creating a united front. We are indeed stronger together.

As an effort to realign WSPMA with NPMA as a Joint State, the WSPMA board is prepared to hold a Membership vote to approve amendments to our bylaws which would effectively meet the Joint State criteria as set forth in NPMA bylaws. A description of these changes will follow. Please read through these changes and respond accordingly. A prompt response will be appreciated, as the intention is for our board to present these changes at our quarterly meeting coming up at the Pacific Northwest Pest Management Conference (PNWPMC) in Hood River, OR at the end of February. We need to know this will be a clear path forward toward Joint State status before presenting this to WSPMA Membership.

Moving forward WSPMA Member companies will be split into four categories: Honorary Members, Allied Members, Limited/Associate Members, and General Members.

- **Honorary Members** will be nominated in rare circumstances when the person has made significant contributions toward the betterment of WSPMA and they will receive lifetime Honorary Member status without any dues. Honorary Members will receive all standard benefits of WSPMA Membership except they **will not** have voting rights on association matters, **will not** be eligible for board positions, and **will not** be required to retain NPMA membership.
- **Vendor Members** will be represented by vendors affiliated of WSPMA. Vendor Members will receive all standard benefits of WSPMA Membership except they **will not** have voting rights on association matters, **will not** be eligible for board positions, and **will not** be required to retain NPMA Membership.
- **Limited Members** will receive all standard benefits of WSPMA Membership except they **will not** have voting rights on association matters, **will not** be eligible for board positions, and **will not** be required to retain NPMA membership. This category of Membership will be temporary and will expire within 36 months of the acceptance of the amended bylaws. Once new WSPMA bylaws are voted on and approved, Limited Membership will only be available to home inspectors; however, it will still be available as



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an option for existing Member companies until they are no longer a Member, or for up to 36 months, whichever comes first.

- **Full Members** will receive all standard benefits of WSPMA Membership **including** voting rights on association matters, eligibility for board positions, and they **will be required** to retain NPMA Membership. Once our new bylaws are voted on and approved, all new Member companies (aside from Limited, Honorary and Vendors) will be required to be Full Members.

These changes along with existing WSPMA bylaws should align WSPMA with NPMA regarding Section 12.2 in NPMA Bylaws:

Section 12.2. Joint Partner Association. To be eligible as a Joint Partner Association, the state, regional, or local association must formally adopt the Association's Joint Partnership program, have Bylaws consistent with those of the National Pest Management Association, and agree not to limit its membership in any arbitrary manner which may be construed as a restraint of trade, unfair competition, or other practice in violation of state or federal law.

Please inform our Board with your agreement that these bylaw changes, as outlined in this letter, would satisfy NPMA Joint State Partner program requirements so we may proceed. Our board plans to announce this plan during the WSPMA Membership meeting at Hood River, Oregon on February 28, 2020, with the hope that our Membership would be able to vote on these bylaw changes during our quarterly business meeting in August 2020 at Leavenworth, Washington.

Sincerely,

Luke Rambo (immediate past president)
lukerambo@rambopest.com, 253-848-6000

Billy Olesen (Vice President)
billy@peststop.com

Rick Mix (Education Chair)
rick@willardspestcontrol.com

Tim Baker (Executive Officer)
tbaker@wspma.com



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NPMA Response

February 27, 2020

Thank you very much for the thoughtful proposal you sent on behalf of the Washington Pest Management Association. We wholeheartedly agree that our industry is stronger when we can represent our members at the local, state and national level, and align our associations to speak with one unified voice to promote and defend our industry. As you mention, there is a long history of WSPMA and NPMA working in tandem to achieve successes on legislative, regulatory and member benefits fronts, and we hope to build on that in the near future.

To that end, we have a few minor suggestions that we feel would strengthen the proposal and make it more appealing to both of our memberships.

- A. We recommend you create a “State Only” membership category to allow for members headquartered out of state to join WSPMA that are already members of NPMA. For example, Terminix and Orkin are already members of NPMA via GA and TN and would not need to pay NPMA dues again through Washington. This would let them join, pay and serve as members of WSPMA.
- B. Reduce the sunset period for “Limited Members” from 36 months to 24 months. Assuming the General membership votes in favor of the proposal this August, we’d like to fully reunite as a joint state for all PMPs beginning with the July 1, 2022 membership year. Additionally, NPMA will commit to requiring all NPMA members from Washington who are not currently members of WSPMA to join the state association in this same timeframe. To assist in transitioning the WSPMA “Limited Members” to become joint members, NPMA proposes:
 - a. Agreement that full transparency in membership lists is required to ensure we are best able to serve the members and demonstrate the value of membership and the joining partnership. And that through the transition phase, current NPMA members will continue paying the standard rate until the full roll out.
 - b. We work together on an outreach plan between August 2020 and July 2022 to promote the value of joint membership to current WSPMA “Limited Members” and current “Standard Members” from Washington that are only members of NPMA on not the state. This can be performed through electronic communications, co-branded collateral and NPMA representatives serving on WSPMA programs to reinforce the value of our associations.
 - c. NPMA to include WSPMA on invitations and offer complimentary registration for a one representative of the board leadership (ie. President or President-elect/Vice President) to the association leadership forum that takes place each year in conjunction with



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Legislative Day and PestWorld and the association leadership retreat that takes place in conjunction with Academy.

- d. NPMA to provide transition pricing to “Limited Members” so that they receive:
 - i. Complimentary membership in NPMA starting September 1 – June 30, 2021. Any new PMP Members will be Joint Members at the Joint State discount.
 - ii. Joint Partner dues structure savings (25%) will begin July 1, 2021 for existing NPMA/WSPMA Members.
 - iii. A special rate of 50% off their full dues (based on revenue) during the July 1, 2021 – June 30, 2022 year

Please let us know if you and the WSPMA leadership are amenable to the plan above. As you know, I will be attending the Hood River PWNPMC conference later this month, along with the current NPMA President, Chris Gorecki. We hope we can be supportive in the discussion, vote and path forward and are happy to be prepared to answer questions or further expound on the joint state agreement.

Sincerely,
Dominique

Dominique M. Stumpf
CEO
National Pest Management Association (NPMA)



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Financial Correction

Please excuse the numbskull that reported to you all in Hood River as to the operating loss of the WSPMA.

Truth be told, that if you are going to make notes on a report one should read the proper column. The actual loss was \$5,246.00, not the \$29,179.00 as stated. That latter number was the comparative change during the period. 2018 had great Vendor support for our seminars while 2019 fell short of said support. Additional NPMA events increased travel costs, which have now been capped to avoid this in the future. As usual, any Member requesting any financial reports is welcome to them.

Respectfully, the numbskull,

Tim Baker

Executive Officer - W.S.P.M.A.

4600 Village Circle SE

Olympia, WA. 98501

1.360.709.9309 or Text to 360.870.4727



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Government Affairs Report

State Update

House Bill 2624

The Senate Committee on Agriculture, Water, Natural Resources & Parks heard testimony on February 25, 2020. WSPMA shared their support of the bill. The purpose of the bill would be to make rule changes that would allow for testing to be done through a contractor so that there would be better accessibility for people to be able to take the test and get results fast. It would also allow for credit card processing. The testing fee would go up, but we feel that the travel and labor cost involved would offset any increase and still be a net savings in the end. Oregon has been doing this for years and hopefully with the passing of this bill all of us will experience a better experience when it comes to testing.

You can read the bill and follow its progress by visiting

<https://app.leg.wa.gov/billsummary?BillNumber=2624&Year=2019&Initiative=false>

Federal Update

NPMA's Legislative day is quickly approaching. Mark Lee, Larry Treleven, and I (Billy Olesen) will be representing WSPMA and Washington businesses as we take to the Hill in DC. Here are some of the issues we will be addressing:

Pesticide Preemption

Currently Washington State enjoys preemption, meaning the State in makes the rules and not the voting districts, cities, and counties. However, there's a strong effort to repeal preemption in Oregon and many other states. The worry is that a group may try and do the same thing here in Washington. What we have been working on and will continue to do work on is to make pesticide preemption a federal law. This would make each state have a lead agency, likely the department of agriculture, that would regulate pesticides and not allow each city, county, and district to do so. Can you imagine if you had to know what you could or couldn't use in every city? With the help of NPMA, WSPMA is working on your behalf to protect the future of our industry and your business.

Learn more: <https://app.leg.wa.gov/billsummary?BillNumber=2624&Year=2019&Initiative=false>

Illicit Cash Act (S.2563)

This sounds like a good thing but never judge a bill by its title... This is a bill as business owners we all should know about! If passed, in many cases you'd be under new reporting requirements that carry huge fines and even jail time. As if running a business wasn't hard enough this would put us at risk. The people that they are looking to catch wouldn't likely report anyway so why



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make it harder for the good guys? WSPMA and NPMA strongly OPPOSES S. 2563 The Illicit Cash Act. I encourage you to read more about the bill that goes into much more detail below.

<http://legislateday.npmapestworld.org/default/assets/File/education-events/Leg%20Day/Illicit%20Cash%20Alert%20NPMA.pdf>

As always, we encourage all Members to be in contact with their Representatives and let your voice be heard. If you ever have any questions or concerns or a Representative has a question about something pest or business related WSPMA is here to help.

Find Your Representatives at <https://app.leg.wa.gov/districtfinder/>

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Thanks,

Billy Olesen, A.C.E.

Operations Manager

PestStop/Chuck Sullivan Exterminators, Inc.

360-352-3788 |

360-441-1412 |

P.O. Box 14758 Tumwater, WA 98511 |

billy@peststop.com |

www.PestStop.com