

Presidents Final Address

From the Iron Throne

My year as President of WSPMA has been one I will never forget. From the meetings with many influential people in and around our pest control industry, to the hundreds of new connections and friendships I've gained, to getting to know our counterparts at WSDA, to trips to Washington DC and San Diego representing WSPMA, I have learned so much! There are people across this country who are facing the same challenges and triumphs as me, and (almost) every one of them is willing to sit down and share their story.

The time commitment for my involvement on the WSPMA board has been a bit more than I anticipated if I'm being honest, but the positive outcome of this time has paid dividends into my business' overall health. Knowing this commitment was on the horizon was a prime motivator in my decision to hire a general manager 3 years ago, which opened my personal schedule to allow for a focus on company growth instead of only focusing on the day to day operations. The relationships gained within our industry both locally and nationally, as well as the lessons learned from these industry veterans, will continue to resonate with me for many years to come. I would encourage anybody reading this to reach out and become more involved.

I cannot overstate how fortunate I feel for the support, guidance, and friendship from folks like Tim Baker, Corey Chantry, Larry Treleven, Rick Mix, Steve Venables, Wayne Boudreau, Don Long, and so many others who have been around this Association for decades and have grown it to the vibrant entity it is today! We also have an impressive group of contemporary leaders who I have had the pleasure to work with, people like Samantha Malone, Tony Wurst, Mark Lee, Billy Olesen, Alex Altizer, Elmer Bensinger, and Erik Hodson. I have learned so much from all of you!

One final comment, and this is more of a challenge from me to you. Our Association is like a tool in your toolbox, it is only beneficial if you use it. I sat on the sidelines for 6 or 7 years as a business owner before I ever attended a single WSPMA meeting. Once I did get involved with WSPMA my business magically became not only more profitable but also more fun! I do not think that is a coincidence. Last Saturday we held our Winter business meeting and there were about 20 people in the room for that meeting. Leila Haas, director of Human Resources at Sprague presented on employee retention. Her presentation was a home run! We broke into small groups and discussed what is working and what is not working, shared ideas as a group, picked each other's brains, and we all came away with lots of good nuggets. Any time I get a chance to sit at a table and share ideas with the owner of a company that does \$34,000,000 a year in business you know I will be first in line! These meetings are when these opportunities occur. To only see 20ish people in the room to experience this insightful exercise was a bit disappointing to be honest. Our executive team and the Board work hard to keep these events relevant and well-advertised, and if you have feedback, we are always happy to hear it. My point is that I think we can and should do better to make these events a priority in our lives. After all, if we don't make the effort, we will not reap the rewards.



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If any of you would like to learn more about ways to become more involved with WSPMA please reach out, or explore our website wspma.com.

