



Minnesota Pest Management Association April 18, 2017 Board of Directors Meeting Minutes Moe's Restaurant, Mounds View, MN

The following is a listing of those in attendance:

Stephen Kells, University of Minnesota
Dr. Mohammed El Damir, Adam's Pest Control
Todd Leyse, Adam's Pest Control
Bob Hansen, Bob the Bug Man
Jeff Wick, Guardian Pest Solutions
Corey Colburn, Guardian Pest Solutions
Sabrina Hymel, University of Minnesota
Staci Johnston, EcoLab
Rick Leece, Pest Management Supply
Larry Ruffedt Sr., Westside Pest Control
Larry Ruffedt Jr., Westside Pest Control
Joe Spitzmueller, Minnesota Department of Agriculture
Mike Fresvik, Minnesota Pest Management Association

MPMA President elect, Larry Ruffedt, opened the meeting at 11:30 AM, and calling for any old business, being none, he opened the meeting to new business.

MPMA President elect, Larry Ruffedt asked for a roll call of those present.

Joseph Spitzmueller, Minnesota Department of Agriculture:

Joe first discussed the Minnesota Department of Agriculture legislative proposal that will impact the Structural Pest Management industry in Minnesota.

2016-2017 Minnesota Department of Agriculture proposed legislative language is as follows:

An applicator must post a notice of pesticide use to an apartment or multi unit dwelling following a application of pesticide to that apartment or multi unit dwelling. The notice must provide the applicator's company name and contact information, the date, any restrictions or precautions, and any other information required by the commissioner.

The language is proceeding through the Minnesota House and Senate. If the Governor signs the legislative language it will become effective August 1, 2017. It's MDA's intent to move slowly with the actual enforcement of the new requirement. MPMA will work with MDA on implementation.



Joe then discussed applicator licensing and testing. At this time, MDA is busy testing new individuals seeking applicator licensing. Once an individual contacts MDA for an appointment, it will be 1 1/2 to 2 weeks before actual testing. Currently MDA is testing 4 1/2 days a week with 16 testing stations. After passing the examination, it's approximately 2 weeks before the individual receives their license. The individual is not legal to apply pesticides for hire until the license is received.

Joe then introduced Mr. Joshua Stamper, the new Pesticide & Fertilizer Division Director. The Pesticide & Fertilizer Management Division enforces state laws pertaining to the sale, use, and disposal of a host of agricultural inputs, including fertilizer, agricultural lime, and pesticides.

Working in partnership with the federal Environmental Protection Agency, the division approves new pesticide products for use in the state. The division also monitors the state to ensure that pesticide products are used properly and do not have a harmful impact on the state's resources. When an improper disposal or misapplication is alleged, the division conducts an investigation. If sufficient evidence is found, the division takes enforcement action as prescribed by law.

Dr. Steve Kells, University of Minnesota:

Dr. Kells first discussed the 2017 March 13 & 14 Minnesota Structural Pest Management Conference.

There were approximately 1,100 individuals that registered to attend the conference. Based on conference evaluations completed the conference was well received. Seventy three per cent rated the conference as very satisfactory or satisfactory. A high per cent age indicated that they will use the subject matter topics, and the registered individuals rated all speakers above fifty per cent in delivery of message to the audience.

Next year's Structural Pest Management Conference is scheduled for March 5 & 6, 2018. The Conference will be held at the same location, Minneapolis Convention Center. Conference planners and organizers are looking at the possibility of holding the 2019 Conference at a different location. There are many factors that must be considered prior to the selection of a future meeting location.

A discussion took place on the subject of specialty sessions. Conference organizers, planners, and the planning committee will consider agenda times for special sessions. In addition, MPMA will consider the issue and make recommendations to organizers and planners.

Dr. Kells then discussed short term and long term funding issues for his program. Short-term needs are an update to a computer and software to run analytical chemistry equipment for pesticide residue research. A freezer that he is using for flammable liquid storage has been deemed by the University to be unsafe, and requires replacement. Finally, our current lab technician is leaving the



lab this spring to pursue studies elsewhere; he is seeking for funds to hire an undergraduate student helper to assist with colony maintenance and completing data collection on several experiments. Please see attached documents for pricing. This covers the most pressing needs for the laboratory this year.

In the longer term, Dr. Kells will have to make a decision as to whether his research program will continue to directly support his extension program, or should it become independent from urban pest management topics. This would entail redirecting research to questions more suited to the priorities described by the federal funding programs (e.g., vector management, public health threats, and crop pests)—hence, in order to maintain a research program, he may need to shift to studying biological systems with little to no applicability to urban pest management. This is a change he is reluctant to pursue, because it diverges from my core interest in supporting the safe and effective control of pests in urban areas. Dr. Kells has been asking the advice of several people, including some of the CFANS Deans as to how to approach these funding issues.

One idea would be the establishment of a **Minnesota Urban Pest Management Research Center** that would be run in a manner similar to the Pork (or Soybean) Research and Promotion Council. With these councils, a small levy is added to the product when it is sold (e.g., per pig sold or per bushel of soybeans). With soybeans, a 0.5% assessment is added to the sale of each bushel, equating to \$7M for research and promotion of MN Soybeans. For urban pest management, he forecasts a 0.1% assessment that a customer would pay on pest management services would collectively yield approximately \$200K per year. This type of fund could help support the pest management industry by enabling research flexibility, plus annual support of 2 graduate students, a scientist, and a post-doctoral research associate.

This type of support could have a profound impact on the way research is conducted for the pest management market. It would free up time and effort spent on the current “funding-treadmill,” where the chances of a proposal being funded is usually less than 5%. A fully-supported center would facilitate a combination of short- and long-term research projects that provide for adoption of improved and more efficient techniques. It would permit rapid and flexible responses to current pest issues by the pest management industry, and respond to new threats faced by their customers. More importantly, the shift from chasing uncertain funding streams to student education would increase the available labor pool of qualified personnel available for careers in the pest management. This type of move to long-term support will require some work and ultimately support from the Minnesota State Legislature.

For now, Dr. Kells would like to open a dialog with the MPMA to see if there is any interest about pursuing this course of action. He welcomes any comments or concerns you may have. At this time



Dr. Kells would appreciate MPMA's consideration of the short-term request for funds to support his current laboratory needs.

After a discussion among those present including MPMA Board members, it was recommended and approved that MPMA fund the purchase of an update to a computer and software to run analytical chemistry equipment for pesticide residue research. The cost for this will be approximately \$3,820.00.

MPMA also agreed to schedule a meeting of the Board of Directors and Dr. Kells with any associates he would like to attend for a discussion of long term funding. Prior to our next Board Meeting, July 18, 2017 MPMA will be contacting Dr. Kells to schedule the meeting.

Mike Fresvik, Minnesota Pest Management Association:

Mike first discussed vendor comments received relating to participation at the 2017 Minnesota Structural Pest Management Conference. Below is the email MPMA wrote requesting vendor comments and the comments received.

2017 Conference Vendors,

On behalf of the Minnesota Pest Management Association (MPMA) thanks for your exhibit, reception sponsorship and raffle item. MPMA is of the opinion that conference attendees benefit greatly by vendor involvement. MPMA hopes that you found the conference beneficial.

Given the fact that vendors are an important aspect of the March conference and the goal of continued conference improvement, MPMA is asking for your comments. What you liked, didn't like, and from your perspective how the conference might be improved. What about the exhibitor showcase?

Please provide your comments by March 31. MPMA has a scheduled Board of Directors meeting April 18 and your comments will be reviewed. MPMA Allied Members are always invited to MPMA Board Meetings. MPMA will email the invite and request for agenda items prior to March 31.

Again, thanks for your conference involvement.



Minnesota Pest
Management
Association

MPMA

2017 Board of Directors
Rob Greer, Rove Pest Control, President--Larry Rufflett, Westside Pest Solutions, Director- Jenny Williams, Plunketts Pest Control, Director
Corey Colburn, Guardian Pest Solutions, Director --Staci Johnston, Ecolab-Rich Hodgson, Orkin-Todd Leyse, Adams Pest Control, Past President

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I thought the conference was fantastic. You did a great job getting everyone involved and I really liked the new exhibitor showcase. It helps get our name in front of everyone even if they are the type to skip the exhibitor area.

My only suggestion would be to advertise the reception more. It wasn't on the schedule that I noticed. The turnout for that was pretty low. Not sure if that is by design or if it's just because guys and gals just want to get out of there at that point of the day.

I thought having the insect ID tables running through the exhibit area was a good way to bring Applicators into the exhibit area.

My only comment is, that it would be nice if you could add a half hour somewhere during the day for more exhibit time and finding a way to bring more applicators to the exhibit area between 5-6 on Monday night.

Do the applicators receive a free drink ticket? If not adding the cost of one drink to their cost of attending wouldn't affect their cost but it might bring more of them to the booths at the end of the day. I am sure more vendors would provide additional drink tickets if you offered them so they could hand them out to their customers.

Just a thought. Might need some additional tables in the exhibit area.

When will you have the list of attendees available?

MN had a great Conference as usual.

The Vendor Showcase was as well run as any State Conferences that I attend. Breaking it up into small groups like you did helps considerably. However, I do prefer that a distributor does the one hour overview of new products, growing products, and/or label updates. It is a better representation than 1 minute of my name and where my booth is. If one distributor doesn't like it, have the distributors rotate. It would be beneficial to have a distributor that represents all the lines be the presenter.

I think the Monday reception could be discontinued. It doesn't seem beneficial for anyone.

I thought meeting went well. I know the upstairs maybe an issue with some but we also have to make the best of it by working the crowd and seeking out the customers we need to make contact with. The lighting toward the front of exhibits, near escalator can be improved is what a few vendors mentioned and talked about but overall meeting is good. I like the idea of the reception, in general most owners attend this and we have more time for conversation with them. Food is very good, and break time also. I just think it is difficult so please everyone and you do best job you can helping us out.



MPMA thanks vendors for the comments received and hopes they all found the conference beneficial.

Next we discussed the MPMA Reception held March 13 after the conclusion of the day's program. The Reception charge was \$4,540.00. MPMA received \$2,819.00 from vendors for assistance in sponsorship, resulting in an actual MPMA cost of \$1,721.00 for the reception.

One of the goals of the MPMA Reception was to increase membership. At this point three new firms have joined MPMA for calendar year 2018.

Mike then presented the MPMA financial status report. MPMA currently has \$21,333.35 in checking and \$16,849.48 in MPMA savings. MPMA Net Worth is \$38,182.83. A motion was made and seconded to accept the Treasurers Report.

President elect Rufflett called for a motion to close the meeting. A motion was made and seconded, the meeting adjourned.

MPMA thanks you for your membership and support.

Mike Fresvik, MPMA
Secretary/Treasurer
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