

**FOODSERVICE CONSULTANTS SOCIETY INTERNATIONAL
ANNUAL BUSINESS MEETING
Edinburgh, Scotland
May 13, 2006**

1. Call to Order

FCSI President Ken Winch called the meeting to order at 11:15 a.m.

2. Consent Agenda

The Consent Agenda included: Approval of minutes from the ABM at the Anaheim Conference in 2005, The Treasurer's Report, the Membership Report and a report from the FCSI Educational Foundation. A motion was made to approve the consent agenda. The motion was seconded and passed unanimously.

3. President's Address

President Winch remarked on events from this past year and highlighted issues that are currently being addressed.

- David Drain's departure as Executive Vice President and the search for and appointment of Scott Legge as his replacement.
- Contract negotiations are currently underway with FSA Group for a two-year management contract with particular attention being paid to the needs of the North American Division.
- The transfer of the presidency to Gerhard Kühnel will officially take place in the fall, but due to the timing of the conference a "dress rehearsal" is taking place in Edinburgh.
- Branding is high on the board's agenda. David Drain's departure caused some delay, but Scott Legge is now the "Brand Master," and moving the process forward. Two tag lines were introduced "Serving the Foodservice and Hospitality Profession," and "We Share, We Support, We Inspire."
- Based on the recommendations of the Web Site Task Force, the board has approved the creation of one central Web site that will serve as the entry portal to all division/local unit pages, giving the brand a more unified identity.
- The FCSI Logo will not change, but it may be updated.
- A new financial model is being developed with the goal of identifying new revenue sources.
- The board is reviewing all of the Society's publications and methods of communication to push perceptions more inline with reality and to create a "funnel of information."
- European membership continues to grow.

- Asia Pacific has been established as a division and has established three chapters. Local unit growth is underway.
- The seriousness of the challenge presented by the emergence of FIA in North America remains unclear, but the board is very focused on it. The NAD board has been asked to prepare a paper outlining the steps necessary and a proposed timeline for becoming an external division and report back to the WW board.
- The board relies on feedback from the membership and President Winch encouraged all members to share any concerns they may have.

President Winch then invited Scott Legge to say a few words. Mr. Legge said it is an honor to take on the position of Executive Director of the Society and that his door is always open to any member who wishes to contact him. He said his first task is to examine all aspects of FCSI's operations and determine if there are activities that no longer serve a useful purpose. "There is no point in continuing something just because that is the way we have done it in the past." Mr. Legge also confirmed that he has resigned his Professional membership in the Society and no longer works as a consultant.

President Winch then opened the floor to questions. There were none.

4. Special Recognition

President Winch recognized Albert DaCosta for his years of service on the WW Board. He announced that John Radchenko has been elected the incoming Secretary-Treasurer. He thanked Mike Colburn for his service on NAAMBA and as the Allied member guest of the WW Board. Keith Carpenter will take his place and work closely with Tim Gamble who represents the Allied members in Europe. New WW board members have not yet been elected.

5. Passing the Gavel

President Winch ceremonially passed the Gavel to the incoming President Gerhard Kühnel. Mr. Kühnel presented Mr. Winch with the FCSI past-president's pin.

6. Future Outlook

Mr. Kühnel remarked that he is the first President of FCSI who is not a native English speaker. He asked for the member's

forbearance with any language issues. He then outlined his vision for FCSI 20 years hence:

- FCSI Europe will have 20-25 units and be a well known entity all over the continent.
- FCSI North American will continue to grow and eventually be two divisions North America and South America
- FCSI Asia Pacific will be three divisions, China, India, Australia.
- There will be an FCSI Academy to educate the next generation of consultants.
- The CPG standards will evolve into a University curriculum.
- Public Relations will improve.
- *The Consultant* magazine will be a must read for the entire industry.
- FCSI will be its own publishing House.
- FCSI will be a service provider for its members. For example, a bank, a research and development department, business advisor, etc.

Mr. Kühnel then outlined several facts about the current state of FCSI:

- FCSI Europe has grown to 6 local units, almost 7.
- NAD is growing and there is a push to develop the local units.
- South America is not yet developed.
- Asia Pacific has three local units.
- The FCSI Academy initiative is moving forward.
- There are two design book projects currently underway, one from FCSI Europe and one from the FCSI Educational Foundation.

In closing Mr. Kühnel said that for FCSI to reach its goals, the entire membership must work together and share ideas. He then Welcomed President Winch back to the lecturn.

7. Unfinished Business

President Winch opened the floor to unfinished business. There was none.

8. New Business

President Winch opened the floor to new business. There was none.

9. Adjourn

There was a motion to adjourn the meeting. It was seconded and passed unanimously.

Minutes prepared by Kevin Hall (19May06)

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