



**FOODSERVICE CONSULTANTS SOCIETY INTERNATIONAL
THE AMERICAS DIVISION**

**BOARD OF TRUSTEES MEETING
MINUTES**

**March 12, 2012
Via Conference Call**

In Attendance

Officers

*Mr. Edwin J. Norman, FCSI
Chair
(MVP Services Group)*

*Mr. James Petersen, FCSI
Chair-Elect
(C.i.i. Food Service Design)*

Staff

*Mr. Wade Koehler
Executive Director*

Guests

*Mr. Eric Norman, FCSI
ICON representative
(MVP Services Group)*

Trustees

*Mr. James Camacho, FCSI
Eastern Region Trustee
(Camacho & Associates)*

*Mr. Tim Agosti, FCSI
Western Region Trustee
(Lino Agosti & Associates)*

*Mr. Ian Jameson
Canadian Trustee
(Cini Little)*

*Mr. Harry Schildkraut, FCSI
Central Region Trustee
(S2O Consulting)*

*Mr. William Taunton, FCSI
Central/South American Trustee
(Gastrotec S.A.)*

*Mr. John E. Cornyn, FCSI
Immediate Past Chair
(The Cornyn Fasano Group)*

*Ms. Corrinne Ward
Allied Trustee
(Perlick)*

Excused

*Mr. Christopher Bigelow, FCSI
Secretary/Treasurer
(The Bigelow Companies, Inc.)*

1.0 Call to Order and Opening Remarks

The meeting was called to order 11:35 pm CST and the Chair welcomed the board to the meeting and noted that a quorum was present.

1.2 Antitrust Guidelines Reminder

The Chair reminded everybody about the Antitrust Guidelines under which the board operates and all present affirmed compliance.

2.0 Approval of Minutes from Previous Meeting

A motion was made to approve the minutes as stated. The motion was seconded and a vote was passed unanimously

3.0 FCSI WW

3.1 Amsterdam

EN presented the minutes from the recent WW Board meeting. The meeting was very professional and cordial and once the current structure was approved, the meeting became very productive. EN informed the Board that Scott Legge and Legge Executive Group has tendered his resignation for WW management with an expected September termination date. Ian has gone back to LEG and asked Scott to extend the resignation to December 31 to coincide with the new model.

Highlights:

New WW structure would require the divisions to adapt to the new model

Term of TA officers would need to change to 2 years to coincide with the rest of the Divisions. EN had requested that the 1 year model be examined but the remaining WW Board members all agreed that 2 years were needed to get projects started and completed.

All current Board director and officer positions would need to be extended to December 31, 2013. The new WW Board would operate on a calendar basis rather than a conference basis.

Magazine operations will change with the Divisions taking over a magazine for their divisions. More details will be forthcoming.

CPS worldwide is being asked to redefine their roles within the WW structure

EN thinks it will yield at least a \$150,000 cost savings to the Society

It allows the Divisions to control their own destiny and to thrive.

Executive Administrator now instead of Executive Director

JohnC – Asked why the chairs and past chairs have become the Board members. EN responded that with the diminished role WW will play it will allow everyone to be on current topics without being overburdened.

John C - Bylaws state that members could not hold an office on both Boards. EN stated that both sets of bylaws would need to be changed to reflect the new models.

WK asked about current amendment votes TA had on the KC agenda. EN and JP recommended voting on the current changes in KC and then issue the new amendments immediately after KC with a conference call planned to discuss these major changes with the entire membership similar to what the Board did in 2011.

JamesC – stated that going to 1 year term was appealing and now we have to move away from this.

JamesC asked about the Educational Foundation. JohnC reported that WW has been subsidizing the EF management fee. The EF contributes \$15,000 annually to the management. EN requested the EF may want to wait to piggyback off the WW RFP.

JohnC stated the EF will have a new brochure debuting in KC to help explain to the FCSI membership what the EF mission is.

EN reported the magazine will be branded with a potential new name and new formats. This would mean the Quarterly will change to the new publication. The new format will have a WW section and a section that each Division will have a section. It will be up to each Division as to whether they publish each Division or not. EN thinks revenue could rise approximately \$50,000 for each of the 4 issues. Distribution streams have not been confirmed but both online and print versions will be offered.

EN reported that he has discussed WW management with 520 Consulting with WK reporting they would not have any interest in managing WW operations but would consider managing the EF if it were to split from WW operations.

4.0 Board Members

4.1 2012 Elected Trustees Updates

WK reported the following individuals had been elected:

Central Region: Melissa Bruce
Eastern Region: Larry Huber
Western Region: Tim Agosti
At Large: William J. Caruso & Barbara Pyper
Allied Member: Rod Collins

5.0 Membership

5.1 Dues Renewal Report

WK presented the most recent dues renewal. He reported the Division is currently falling a little short of the budgeted 100% renewal. WK and KS recommend the Board begin making phone calls to the members who have not renewed.

6.0 Events

6.1 Kansas City Update

WK reviewed the upcoming KC schedule. In addition, Steve Ells from Chipotle had to decline due to a schedule conflict. WK asked if the Division should accept a substitute for Steve or move down the list of previously identified candidates. The sense of the Board was to move down the list.

7.0 NSF Update

7.1 NSF Update

JP presented a letter updating the Board regarding the recent conference call. JP recently spoke with Mike Perez regarding this issue. Mike has been involved with NSF for a large number of years. JP stated the work is very important but his belief is that we may be better spent working together with NSF rather than the CFP conference. Tom Johnson would still be able to assist with the scientific standard explanations.

EN asked that we issue a mandate to Tom Johnson that he issue information to NSF rather than CFP. JP stated he needs to discuss the issue with Connie from Ropert Rippe before moving forward. The sense of the Board was to withdraw the CFP involvement and focus on working with the NSF.

BT asked if it would be logical to approach a college to have the proposed sneeze guard research done on behalf of FCSI.

8.0 CPS TA

Bill Bender, Doug Huber, Michael Johnson, and Mike Redlin joined the call at 12:31pm

EN presented a letter to the Board from CPS Leader Bill Bender dated March 7th.

BB thanked the Board for the time. He stated that he and DH will be participating on the call with the remainder of the committee members listening in.

EN stated the Board respects the standards the CPS TA has put forth to the Board for consideration. EN reported that WK reported to the Board earlier in the call that the retention is not coming in at 100% and that all budgets were built on the basis of large renewals and strong conference revenue. DH asked what the Board's interpretation of the Professional standards.

EN requested the EP Program review process be expanded to use additional Professional members to help review the programs and cut costs. JamesC agreed that expanding the reviewers would benefit the Division. DH asked to clarify that the Board's position is that "no selling is going on during these programs". JP also stated the content is very important but understand that experience will contribute to whether the consultant believes the session was acceptable or not.

EN discussed the 2nd item from the letter. BB stated the exam still needs to be verified by having at least 25 candidates sit for the exam. Currently the CPS cannot say for certain how many people had taken the current version since the representative at the testing company in Texas had to leave the company due to illness. EN stated the Board would like to lessen the expense without lessening the body of knowledge or importance of the exam. BB explained we are in a tough situation because the exam is not validated but also need to update the Body of Knowledge. The IKE is planned to be given in Kansas City and at the NRA Show.

EN as requested that all Board members try to take the exam on Sunday April 22nd in KC. HS asked how long the exam usually takes with MR stating it usually takes less than an hour to complete.

EN also asked the Presentation exam be looked at again to help lessen the costs to the Division. He asked if it can be done electronically via skype or some other web conferencing software. BB stated they are looking into it during 2012 and hope they can get the research completed later this year.

EN stated the top 3 items the Board would like CPS TA to focus on during 2012 were

1. EPP – expand the reviewing body to include more Professional members and to create a second level of surveys completed by staff after each EP Program.
2. Research avenues for the Presentation exam to be completed electronically.
3. Verify the exam and then update the exam with the results.

DH proposed the members of CPS TA be given some time to digest the information and present a formal response back to the Board of Trustees and the potential to meet during the Kansas City to review the information.

9.0 Next Meeting

April 18th - 8:00am at the Kansas City Intercontinental Hotel

JohnC motioned to adjourn the meeting. HS seconded the motion. The vote passed unanimously at 1:08pm

Meeting minutes recorded by W. Koehler