

**KAAA Board of Directors**  
February 13, 2003 – 9:30 am  
Plaza Inn, Garden City, Kansas

**Attendance:** Dan Barker – Voting Member                      Jason Trent – Voting Member  
David Faust – Voting Member                                      Angie Banz  
Clay Haring – Voting Member                                      Rod Young – Voting Member  
Vernon Storm – Voting Member                                    Wayne Weatherly  
Robert Grace – Voting Member                                    Doug Chanay – Voting Member

**Guests:**                      Glenna Auchatz – KSN

**I.        Call to Order**

President David Faust called the meeting to order at 9:30 am.

**II.       Minutes**

A motion was made to approve the minutes of the October 28, 2002 meeting. The motion was seconded. The motion carried.

**III.      Treasurer's Report**

David discussed the report with some changes. A motion was made to approve the report. The motion was seconded. The motion carried. David suggested that the financials be professionally done and done on a quarterly basis.

**IV.      Guest Presentation**

Glenna Auchatz from KSN made a presentation to the group. She showed videos of the last two commercials that were made for KAAA. She made recommendations for new ads and talked about refreshing the old ads. She went over the form that is to be signed as a commitment for 2004 ads. She told the group that each applicator has the opportunity for double exposure but KAAA matches only the first \$75. She also explained that she will contact suppliers and solicit their participation. A motion was made to continue the ads as they are now and have refreshed ones presented at the October convention. The motion was seconded. The motion carried. Glenna will have three commercials freshened up for the October Convention. There was some discussion on scheduling.

**V.       Safety and SAFE Fly-Ins**

Tom Miller was not present. There will not be a fly-in in Nebraska this year because of the money crunch. Tom Kelly should know that there will not be a fly-in in Nebraska so that he can get dates of other fly-ins in the newsletter. The information in the newsletter needs to be better and more correct. The KAAA has the opportunity to make fly-ins available for CEUs. Colorado has decided to have a fly-in in LaJunta.

**VI. KAAA Recertification**

Beginning in 2005, an applicator will need 8 credits to be recertified. Those credits will consist of 1 core credit and 7 pest management credits. To be recertified in 2003, it will take 6 traditional credits or you have the option to use the new CEU system. The convention committee will work to have the 2003 program certified as both the old 6 hour system and the new CEU system. To be recertified in 2004, it will take 6 traditional credits or the new 8 hour CEU system, but only the CEU system will be offered by KAAA. The term will remain the same. KAAA will have to apply to the state as a sponsor. The state has the opportunity to be at any meeting that is being attended for CEUs. KAAA will be responsible to monitor attendance at conventions. The applicator must be in attendance at least 50 minutes of a one hour session for CEUs. Discussion followed on state reciprocity of CEUs. Out of state hours will remain the same. It was mentioned that maybe regions, not states, will be holding convention in the future and should be set up for certifications meeting all of the states participating in such a convention. To receive fly-in CEUs, you must participate in the fly-in, not just be a spectator. It was recommended that each applicator keep a copy of what CEUs they have obtained.

**VII. 2003 Convention**

Angie went over the particulars of the 2003 Convention in Wichita. It was decided to discuss the site for the 2004 Convention at the 2003 Convention. This is an airplane year so having it in Wichita will work out well. The motel is just north of the airport and they are willing to have the airplanes at the motel. It will just be a matter of getting them there. There is a chain link fence that will have to be taken down and street signs that will have to be removed. It will also be easier to get speakers and vendors at the convention since Wichita has a major airport. Angie went over the 2002 Convention wrap up with the group.

**VIII. Insurance**

There haven't been many changes in insurance. Angie mentioned TRIA (Terrorism Risk Insurance Act). The coverage is optional. There is a designated "hit" list that includes 47 major cities.

**IX. Legislative**

Chris Wilson was in Topeka testifying at hearings on KAAA's behalf and David's direction. The big push is in sales tax. Each bill and all the hearings are discussing the removal of ag equipment, fertilizer and pesticides and aircraft from the exemption of sales tax. The bills want to do away with all exemptions so that all services will have sales tax added. It was discussed that after all of these hearings the next bill will lump all of this together into one bill and each of the exemptions will be required to lobby to get reinstated. The general feeling is that this will be in legislative deadlock for a while.

**X. Membership**

A motion was made to raise the 2004 membership fee \$10.00 and an additional \$10 per year for the next three years. The motion was seconded after considerable discussion. The motion carried by a vote of 6-2.

**XI. NAAA**

They will continue to work for additional funding. They are working on the glove issue. Their membership is up at this time.

**XII. WKAAA**

Not present.

**XIII. New Business**

**A.** Accounting System – David is interviewing accountants to do the financials professionally. He is also looking at a multiuser online QuickBooks program so that invoicing can be done on site at fly-ins and at the Convention.

**B.** Executive Director Contract – Chris has been working without a contract. David presented an outline of her services, and some input from Chris that a big part of her ED duties consisted of working with individual members and this needed to be addressed. Robert wanted to add maintaining the website. Discussion followed concerning should this be Chris's duty or someone else's? Everyone agreed that her lobbying efforts are very good. The office duties are lacking. Should KAAA have an Executive Director separate from a lobbyist? Does she want to do both? A motion was made, after lengthy discussion, to pay Chris \$3500.00 for the 1<sup>st</sup> quarter and \$3,000.00 for her lobbying efforts. The motion was seconded. The motion carried. David would like to have a board meeting before the fly-in in mid March and continue to pay her per last year's schedule. A motion was made to pay Chris a \$1500.00 bonus for last year's lobbying efforts. The motion was seconded. The motion carried. It was decided to write up a contract containing items in the outline presented at the meeting, adding maintaining the website, and give it to her to look at. She can decide if she wants to continue to do all the things listed. Maybe a time frame should be established for her to prove that she can perform all the duties as assigned.

**C.** Jason wanted to discuss whether or not to keep the auction at the Convention. David said that as long as he was the President, there would be an auction. However David said that it was in need of change. We have to allow the allied industry to be getting their money's worth from the donations. It was discussed that the list of items should be available to attendees earlier and perhaps some suggestions for the donators would be in order.

**XIV. Adjournment**

There being no further business, the meeting adjourned at 11:45 am.

