



**FOODSERVICE CONSULTANTS SOCIETY INTERNATIONAL
WORLDWIDE BOARD OF DIRECTORS MEETING
MINUTES**

**17th October, 2018
Rotterdam, Netherlands**

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In Attendance

Officers

*Mr. Martin Rahmann, FCSI
President
(Agere. Beratung für nachhaltigen Erfolg)*

*Mr. James Camacho, FCSI
Secretary/Treasurer
(Camacho Associates, Inc.)*

Staff

*Mr. Nick Vaccaro
Executive Administrator, WW*

*Mr. Wade Koehler, CAE
Executive Director, TAD*

*Ms. Elonique Dalhuisen
Executive Director, EAME*

Allied Representatives

*Mr. Roberto Assi
(UNOX S.P.A.)*

Directors

*Mrs. Clara Pi, FFCSI
(FCG Company Ltd.)*

*Mr. Mario Sequeira, FCSI
(Hospitality Total Services (Aus) Pty Ltd)*

*Mr. Remko van der Graaff, FCSI
(AAG Food & Facilities & Hospitality)*

*Mr. William Caruso, FFCSI, PP
(WC & Partners, Inc.)*

Absent

*Mr. Rob Geile
(Ali Group North America)*

*Mr. Greg O'Connell
(Moffat)*

FCSI's Vision

“FCSI is the global leader in foodservice and hospitality consulting”

FCSI's Mission

“To promote professionalism in foodservice and hospitality consulting while returning maximum benefits to all members”

Brand Slogan

“We Share, We Support, We Inspire”

1.0 Call to Order and Opening Remarks

The meeting was called to order on 17th October at 8:05 am (local time) at which time President Martin Rahmann, FCSI welcomed everyone and thanked everyone for participating in the meeting. Noting that there was quorum for conducting official business Martin requested that the meeting begin with the first agenda item.

2.0 Approval of Board Meeting Minutes

The minutes of the April 2018 and June 2018 meetings were discussed.

James moved to accept the FCSI WW April, 2018 board meeting minutes as submitted, seconded by Bill and approved unanimously.

Clara moved to accept the FCSI WW June, 2018 board meeting minutes as submitted, seconded by Mario and approved unanimously.

3.0 Financial Report

Nick reviewed the financial reports distributed as of 30st September, 2018. He went through each of the spreadsheet tabs providing an overview and fielded questions. The current year report was completed with estimations of the year-end surplus.

Bill moved to approve the 30th September, 2018 financials as submitted in the board materials. Seconded by James and approved unanimously.

Nick, Martin and James will draft the 2019 budget and distribute to the WW Board for consideration.

4.0 Worldwide Symposium

HOST Milano is planned for October 18-23, 2019.

Roberto spoke with Simona, HOST Milano planning director, regarding the proposed plans for the WW Symposium. Simona agreed that HOST would support a WW event one day prior to the official start of HOST.

Simona has confirmed that there will be space available in the Conference Center for the Symposium.

Key Points of the Event:

- Desire to establish a “new” FCSI Worldwide event.
- Raise the FCSI global brand awareness.
- Create a very strong networking event.-
- Education targeted to FCSI Consultant members.
- Registration pointed towards consultants, manufactures and allied members.
- Goal of at least 50 consultants.
- Social event needs to be outstanding, hopefully in the downtown area in a very interesting venue.
- The HOST booth should be a “FCSI Booth” and not just the EAME Booth. There should be Divisional representation at the booth the entire time, showing that the Society is worldwide and represents consultants globally.

Following the WW Board meeting Martin will send a letter to FCSI Corporate members asking for their support of the WW Symposium.

Clara moved the WW Board approve the planning and execution of a Worldwide Symposium to be held in the few days prior to the 2019 HOST Milano tradeshow. The event should be financially break even or the planning will not continue. The budget should include a guaranteed 35,000 Euro profit share to EAME. The FCSI stand at the HOST Milano show will be referred to as the FCSI Global stand and not Division specific. Seconded by Remko. One abstention. Motion carried.

5.0 EAME Division Update

Remko provided an update on EAME activities. He highlighted EAME Conference program and invited everyone to explore the agenda and take advantage of all the event activities.

The EAME Board update included a Rotterdam Conference Update, review of the 2018 Board meetings and a financial update of 2018 year-to-date and budget vs. actual.

6.0 TAD Division Update

James and Wade reported on the activities of The Americas Division. James highlighted the recent TAD Conference in Denver, Colorado. Wade detailed the TAD quarterly webinar program, which is produced live and also recorded for CEU options for members. The Chapters are very active with many events planned and new members welcomed. There is a very strong presence in Brazil. The FCSI exam is now translated into four different languages and the monitored by members in their native culture and language.

With the assistance of their attorney TAD is revising the current Code of Ethics to meet with current legal standards. The results of the revisions will be shared with the WW Board so that the information could be used globally.

7.0 APD Division Update

Mario provided an update on APD activities which included a full PowerPoint presentation.

Key points covered were:

- Financial status

- Review of 2018 events
- 2019 upcoming Trade Shows
- Board member changes

The Board then spent a few minutes discussing the future of APD and how Worldwide can support the Division.

8.0 Council of Fellows

The Board reviewed the letter in the materials submitted by Bill Caruso. The document contained a detailed history of how the Fellows induction ceremony used to be produced and executed.

The Board requested that Elonique, Wade and Nick provide a proposal of how the induction ceremony could be implemented into the Society events. The staff members agreed and said that they would provide the document to the WW Board prior to the next WW Board meeting.

9.0 Educational Foundation

John Cornyn, Educational Foundation Board Member, attended this session of the Board meeting and presented the Educational Foundation report. His report included updates on the following:

- Board Structure Revision
- Tactical Areas for Focus
- Scholarships and Grants
- ICHRIE
- A Look Ahead

Bill C. suggested that a representative of FCSI Worldwide introduce the updates to the Educational Foundation at the 2019 WW Symposium and the person at the Symposium who is representing the Foundation. Then the EF representative could spend a few minutes discussing the advancements with ICHRIE and other current programs.

The WW Board agreed that a portion of the revenues from the Symposium should be donated to the EF. John suggested 10% of the proceeds and the WW Board said they would take that idea under consideration.

The EF requested that a link be put on the Homepage of the www.fcsi.org website to link to the EF Technology Innovations page. The sense of the board was that a main banner button should not be used but rather the EF link under "About FCSI" should be updated to list the Technology Innovations link. Nick said that he would make the change when he returned to the WW office.

10.0 Foodservice Consultant Portfolio Report

Michael Jones, Stuart Charlton and Tina Neilson (Progressive Content staff) provided an overview of the *Foodservice Consultant* portfolio of products. They discussed editorial highlights, award presentations, interview goals and profit and loss projections.

11.0 Unfinished Business

There was no unfinished business brought before the board.

12.0 New Business

Board Meeting Dates/Locations

2019 – The board decided to hold the 2019 Q1 board at Hanover, Germany venue managed by Martin's firm. This will help keep down the costs of the meeting overall. It will be planned as a two-day board meeting from April 7-10, 2019. Martin was thrilled to host the event and said he looked forward to welcoming everyone.

13.0 Adjournment

Clara moved to adjourn the meeting. Seconded by Remko and the meeting was adjourned at 5:08 pm (local time).

Meeting minutes recorded by N. Vaccaro on 10.29.2018.