



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

**19<sup>th</sup>-20<sup>th</sup> October, 2019**  
**Milan, Italy**

**FOODSERVICE CONSULTANTS SOCIETY INTERNATIONAL**

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Milan, Italy**

**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*

Allied Representatives

*Mr. Mick Jary  
(Meiko UK Limited)*

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

Directors

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

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

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

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

Absent

*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 19<sup>th</sup> 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 Foodservice Consultant Portfolio Report**

Stuart Charlton (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.

Bill requested that a detailed 2020 budget and profit and loss statement be provided to Nick and then passed through to the Board for review.

The board requested that any new initiative that is suggested by PC the program be presented and approved by the WW Board. Stu agreed and said that this will be the process in the future.

Moving forward there will be monthly meetings with PC and the Worldwide office to discuss current and future projects. In addition it was recommended that there will be an addendum to the contract which outlines the above items so there is a clear understanding between the WW Board and Progressive Content. Stu said that he would work with Dan and Mike at PC to draft a letter of understanding which would serve as an addendum to the contract.

The sense of the Board was to form a website redesign committee and begin the process of recreating the [www.fcsi.org](http://www.fcsi.org) website. Mario recommended that each Division nominate a representative to be on the redesign committee. It was agreed that the first in-person meeting of the Website Redesign Committee meeting should be scheduled at the PC Headquarters in London prior to 1<sup>st</sup> February, 2020.

### **3.0 Approval of Board Meeting Minutes**

The minutes of the May 2019 meeting were discussed.

*Mario moved to accept the FCSI WW May, 2019 board meeting minutes as submitted, seconded by Bill and approved unanimously.*

#### 4.0 Financial Report

##### Current Status

Nick reviewed the financial reports distributed as of 30<sup>st</sup> September, 2019. He went through each of the spreadsheet tabs providing an overview and fielded questions. The board discussed the cash flow report with estimations of the year-end surplus.

Bill moved to approve the 30<sup>th</sup> September, 2019 financials as submitted in the board materials. Seconded by Martin and approved unanimously.

##### 2020 Budget

Nick read over the 2020 draft budget.

Bill moved to approve the 2020 draft budget as edited during the meetings. Seconded by Martin and approved unanimously.

##### Lead Staff Representative

Bill moved to request that AEC Management put forward a proposal by 22<sup>nd</sup> November to change the current Executive Administrator structure to an Executive Director role. Seconded by Mario and approved unanimously.

Nick said that he would work with the AEC office to create a proposal for the new staff role and send out to all WW Board members for review.

Mario requested Nick to provide the current list of tasks undertaken by AEC Management along with the current fee charged and the proposed new list of tasks to be undertaken along with the proposed fee to be charged.

#### 5.0 Elections

Martin introduced the FCSI WW election procedure, covering the Bylaws and procedure to follow.

Martin moved that Bill Caruso be elected as the new WW President who will take office beginning 1<sup>st</sup> January, 2020. Seconded by Clara and approved unanimously. Bill will serve a one-year term with the possibility to be appointed to a second term of one year for a total of two years served.

Bill moved that Mario Sequeira be elected as the new Secretary/Treasurer will take office beginning 1<sup>st</sup> January, 2020. Seconded by Clara and approved unanimously. Mario will serve a one-year term with the possibility to be appointed to a second term of one year for a total of two years served.

#### 6.0 Review of Worldwide Vision, Core Values and Mission

Martin opened the floor for comments about the Vision, Values and Mission of the global Society.

Bill brought a number of issues to the Board for discussion.

- A clear definition of the duties of WW and Division.
- Redesign of the website.
- Clear explanation of the qualifications of the membership categories.
- Reorganize dues structure for both Consultant and Allied members so that all are equitable globally.
- Review the Divisional and Global Code of Ethics.
- Worldwide demand that all Divisions and Local Units use the WW database.
- WW needs to determine WW Board service rotation.

Bill suggested that a worldwide survey be sent out so that member concerns are known prior to any strategic planning meetings.

1. Membership Survey

TAD survey has already been sent, APD and EAME will be sent by 30<sup>th</sup> November. Summary from each Division to be shared within the WW Board by mid January. Strategic planner will probably also conduct a survey prior to the planning session. The TAD representatives volunteered to share a copy of their survey with EAME and APD.

2. Value of FCSI Membership

Consultant Members

- Network building with interpersonal connections.
- Ability to build relationships for joint ventures.
- Access to membership database to seek opinions of other professionals.
- Recognition of professionalism to the outside industry.
- Professionalism – the Society holds members to a high standards.
- Sharing of knowledge.
- Professional education.
- Certification and professional credentialing.
- Ability to give back to the profession and the industry.
- Relationship with the Educational Foundation.
- Access to a global community.
- Opportunity to support the education and experience of students.
- Society provides collective power to help change the industry and profession.
- Sharing of standards and guidelines between members from different countries for the betterment of global humanity.
- Opportunity to be the change that we would all like to see in the world.
- Recognition that members abide by a code of conduct.
- Society collectively represents an independent voice against the dealers.
- Part of a Society that specifies over \$2.1B per year.
- Internal marketing of your firm within the Society to share project responsibilities and profits.

Allied Members

- Specifications from Consultant members.
- Access to Consultant members.

Bill volunteered to summarize the above benefits into an official letter by 21<sup>st</sup> November, 2020.

3. Website Redesign

Each Division will nominate one individual to participate on the Website Redesign Taskforce. The Taskforce will provide PC a framework of the requests for change.

4. Revisions of Bylaws

5. Expectations from Progressive Content

The Board agreed to plan a two-day strategic planning retreat. Recommended dates are:

- 1<sup>st</sup>-2<sup>nd</sup> March, 2020 in Singapore.
- 11<sup>th</sup>-12<sup>th</sup> March, 2020 in Hanover, Germany. Then representatives will be invited to attend the Internorga Show on 13<sup>th</sup>-15<sup>th</sup>, 2020 in Hamburg.
- 27<sup>th</sup>-28<sup>th</sup> March, 2020 in Shanghai.

Each Division will nominate up to a total six individuals to attend and the representatives from the Educational Foundation will be invited also. Worldwide will financially support a portion of the meeting and the Divisions will pay for some of the travel. Nick will draft a budget for each of the three above recommended dates.

*(Note: Later in the meeting it was decided to hold the strategic planning session in conjunction with the next in-person meeting of the WW Board during March, 2020 in Hanover, Germany.)*

## 7.0 Educational Foundation

The Board reviewed the EF Update submitted in the board materials by Ed Norman, FFCSI, PP, Educational Foundation Chair.

Mario informed the WW Board that the APD Board has appointed Clara to replace Jonn Close, FCSI as the official APD representative on the EF Board of Directors. Mario asked the WW Board if this nomination would be supported by the WW Board. The sense of the Board was that Clara should accept the nomination and serve on the EF Board.

## 8.0 Confidentiality Agreement Policy and Board Orientation Materials

*Bill moved that all attendees who attend Worldwide Board meetings must sign a Confidentiality Agreement when they begin their term on the Board. Seconded by Clara and approved unanimously.*

The Board agreed that all new board members should be provided a Board Orientation Packet after accepting a seat on the WW Board. Nick will put together a draft list of what the packet will contain.

## 9.0 Unfinished Business

There was no unfinished business brought before the board.

## 10.0 New Business

### Board Meeting Dates/Locations

2020 – Mario moved that the Board approve the option of hosting an in-person one-day board meeting during March, 2020 after the WW Strategic Planning session in Hanover, Germany. Planning session will be on March 11<sup>th</sup>-12<sup>th</sup> and Board meeting on the March 13<sup>th</sup>. Seconded by Martin and approved unanimously.

### **11.0 Adjournment**

*James moved to adjourn the meeting. Seconded by Mario and the meeting was adjourned at 12:02 pm (local time).*

*Meeting minutes recorded by N. Vaccaro on 10.29.2019.*