



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

**5th April, 2017
Vienna, Austria**

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In Attendance

Officers

*Mr. William Taunton, FCSI
(Gastrotec SpA)*

*Mrs. Clara Pi, FCSI
Secretary/Treasurer
(FCG Company Ltd.)*

Staff

*Mr. Nick Vaccaro
Executive Director, WW*

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

*Ms. Elonique Dalhuisen
Executive Director, EAME*

Allied Representatives (Non-Voting)

*Mr. Eric Von Kaenel
(Unified Brands)*

*Mr. Greg O'Connell
(Moffat)*

*Mr. Martin Ubl
(MKN Maschinenfabrik Kurt Neubauer
GmbH & Co. KG)*

Directors

*Mr. James Camacho, FCSI
(Camacho Associates, Inc.)*

*Ms. Toni Clarke, FCSI
(RT Hospitality Solutions)*

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

*Mr. Sedar Saglamtunc, FCSI
(DM Consulting Engineering LLC)*

Guests

*Progressive Content (PC)
Representatives*

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 9:09 am (PST) at which time President William Taunton, FCSI welcomed everyone and thanked everyone for participating in the meeting. Noting that there was quorum for conducting official business Bill requested that the meeting begin with the first agenda item.

2.0 Approval of Board Meeting Minutes

The minutes of the December 2016 meetings were discussed.

James moved to accept the FCSI WW December, 2016 board meeting minutes as submitted, seconded by Martin R. and approved unanimously.

3.0 Foodservice Consultant Portfolio Report

Dan Davey and the Progressive Content staff provided an overview of the *Foodservice Consultant* portfolio of products. Included in the report were the following notes and suggestions:

- WW Staff will send PC the “new member report” monthly. This is allow PC representatives to initiate contact with new members regarding advertising and editorial contributions.
- Advertiser lists will be sent by PC to the WW office to be shared with the WW Board. This way the WW Board will know which companies will be advertising in upcoming publications and on the website/newsletter/App.
- There was a conversation regarding improving the collaboration between PC and the Divisional staff regarding member support and interaction on a Divisional basis so that the PC staff can isolate companies supporting Divisional activities/conferences. Also, PC will share with WW and Divisional staff the companies which are advertisers but are not current FCSI members.
- The PC staff would like the WW Board to consider the following - What do you want the *Foodservice Consultant* platform of products to do/achieve? For example - Member growth (younger focus) - Increase income and profits is it to increase member value and satisfaction? Broaden reach and awareness of FCSI and its members? The Board concluded that these are good questions to be discussed at a future strategic planning meeting.

Reader Research

2016 results with circa 200 global respondents, which continues to see strong engagement and satisfaction scores.

- 82% state the magazine is a key, valued part of their membership (76% in 2015)
- 63% of members agree that the magazine has given them a better understanding of FCSI's services (55% in 2015)
- 90% rate the editorial content as excellent or good
- 76% agree it keeps them in touch with the things that matter (77% in 2015)
- 60% rate the magazine better than others in the sector (with a further 38% rating it as similar)

Toni moved to make the FCSI App complimentary for download. Seconded by James and approved unanimously.

4.0 EAME Division Update

Martin R. again introduced Elonique D. and spoke for a few minutes about her history with the FCSI Netherlands Local Unit and her new position as the EAME Divisional Executive Director. He asked that everyone give Elonique their support in her new role as the EAME administrator. Elonique said that she is very excited to be working with FCSI EAME and her main goals for the next six months are to work on updating the EAME membership in the database, the Local Unit publications and preparing for the HOST tradeshow approaching quickly in October 2017.

Martin provided an update on the HOST Tradeshow and invited all Consultant members to the event. He said that EAME will provide complimentary registration for Consultant members and also offer free hotel accommodations. There will be a much more robust educational program at HOST featuring EAME daily educational sessions rather than just one or two during the conference.

Martin said that FCSI UK&I has had a meeting recently and Louise, as UK&I administrator, has provided an update to the EAME office. Elonique will work with Louise on future arrangements for the local unit.

The EAME 2016 year-end financial reports were reviewed and how they relate to the Local Units and Worldwide. Specifically the dues renewal process was detailed and how that will be modified moving forward for the Local Units and UMC.

The new EAME Allied representative to the WW Board will be determined during the EAME Conference and the WW Board will be notified after the vote has taken place. In addition the new EAME Chair will be voted on during the EAME AGM on 8th April during the EAME Conference.

5.0 APD Division Update

Toni and Clara provided an update on APD activities and they discussed the evolution of the Division over the coming year.

Option One: APD Continuity

Essentially, we did not receive sufficient nominations for an APD Board that would be representative of all regions. However, in theory we may be able to assemble a smaller

Board (subject to discussion).

Option Two: EAME amalgamation Potential model

The model would be for APD to operate as a UNIT of EAME with the two chapters sitting under this umbrella and members outside the chapters being APD Members at large.

Summary:

Unless we are able to increase membership and raise sponsorship funds then we are at best operating at a break even or slowly eroding the cash reserves.

Toni, Clara and Greg, as representatives of FCSI APD, based on the information from the above referenced options, proposed that the FCSI APD Division be dissolved and APD members transition to become members of the EAME Division. The sense of the WW Board was to recommend that the APD Board work directly with the EAME Board and work out the specific details of the new China Chapter and how general APD members will become FCSI EAME UMC members. Toni and Clara agreed and said that they would work directly with the EAME Chair and EAME Executive Director on the details of the proposal which will be presented to the APD members at the APD AGM in May 2017. Following the APD AGM then the plan can be presented to the EAME BOT at their next meeting in June 2017. The WW Board will then take action based on motions/decisions approved by the APD BOT and EAME BOT.

6.0 TAD Division Update

James and Wade reported on the activities of The Americas Division. Overall TAD is in a very positive position and is looking forward to a very active balance of 2017 and 2018. TAD hosted an educational event at the NAFEM Conference in Orlando, Florida and looks ahead to the 2018 TAD Conference in Denver, Colorado featuring quality education and networking. Wade reminded everyone that EAME and APD member consultants will receive complimentary conference registration if they attend the Denver event.

The WW Board watched a sample of the new TAD produced videos on YouTube promoting FCSI and the foodservice consulting profession.

7.0 BIM Update

Bill discussed the BIM update with the Board. He has been conducting translations for the project and said that the regulations are now available in almost every language.

8.0 Membership Dues Share

Nick outlined the two main goals of the Dues Share discussion. The official notification from the WW office to the Divisional offices and the exact dues share amounts.

Martin moved that the FCSI Worldwide dues share be 15% of dues fee, per member, per category, beginning in 2018 with the exact percentage after 2018 being reviewed and approved annually by the WW Board. Seconded by Toni and approved unanimously.

The sense of the Board was that only USD \$0.01 dues share should be paid by Divisions for members who pay no (zero dollars/fee) in dues fees annually. For example this would be the case with Lifetime members.

9.0 Council of Fellows

Nick reviewed the status of the two CoF nominations which have been submitted to the WW Board and how the recognition plaques and medallions will be presented during the banquet at the EAME Conference on 8th April.

Martin R. moved to approve Josef Meringer as a Fellow. Seconded by Serdar and approved unanimously.

10.0 Financial Report

Nick reviewed the financial reports distributed as of 28th February, 2017. 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.

Toni moved to approve the February 28th, 2017 financials as submitted in the board materials. Seconded by Martin R. and approved unanimously.

11.0 Branding Committee

Serdar reported on the activities of the WW Branding Committee and went over materials he had submitted to the WW Board. Each of the attachments was read over and how they would apply to the different categories of membership. Bill thanked Serdar for his hard work and recommended that members use the documents for future reference.

12.0 Unfinished Business

There was no unfinished business brought before the board.

13.0 New Business

13.1 How Non-Members Appear in FCSI Activities

The WW Board discussed how the credentials of members are being used and the ways the administration will police the use. It was decided to revisit this issue again during the upcoming strategic planning session.

13.2 Membership in Different Divisions and Units

There was a discussion regarding which Division members claim are their home Division and the possibility of cross-over membership.

13.3 Board Meeting Dates/Locations

2017 Q3/Q4 – The Board decided to hold the 2017 Q4 board meeting on November 30th and December 1st in Amsterdam. Martin R. said that Elonique would be happy to assist Nick with the planning of the event since she is familiar with Amsterdam venues. Nick was very thankful and said he would speak with Elonique regarding the planning process.

14.0 Adjournment

James moved to adjourn the meeting. Seconded by Serdar and the meeting was adjourned at 5:28 pm (local time).

Meeting minutes recorded by N. Vaccaro on 04.10.2017.