

International Association of Professional Security Consultants

Board of Directors Meeting

Thursday, January 27, 2022

Zoom



Board Members Present: Sean Ahrens, Manuel Avila, Lynda Buel, Mike D’Angelo, Bill Durso, Ron Heil, Wael Lahoud, Richard Morman, Mike Silva, J. Kelly Stewart, Jim Townzen, Vince Vittatloe, Al Zajic

Staff Members Present: Sarah Picciotto

I. Call to Order – Mike Silva

President Mike Silva called the meeting to order at 4:04 p.m. EST

A motion to accept the October 2021 minutes was made by Bill Durso and Mike D’Angelo second; all in favor voted to accept.

II. Treasurer’s Report – Sarah Picciotto on behalf of Vince Vittatloe

- A motion to accept the December 2021 financials was made by Mike D’Angelo and second by Lynda Buel.

III. Committee Reports

Conference – Al Zajic

- Planning details
 - The conference dates of June 13-15 were chosen to get the association back on track for the historically Spring event. Hosting in Colorado leads to convenient travel for members and nonmembers.
 - Pre-Conference event details are launched on the IAPSC website
 - Forensics workshop will be limited to 25 seats for optimum engaging
 - SSC will need full Board and member support with recruitment
 - Special Interest Group conversation and round table discussions will be held during lunch instead of breakfast
 - IAPSC members were surveyed for initial speakers and program participants to help save on event costs and utilize the experts in our network
 - The sponsorship goal is around \$65,000 with, as always, a diverse showing of technical resources
 - The conference theme is being worked on for launch in February – please send any ideas to Al and IAPSC Staff
 - Guest activities will be limited outside of the lunches and Wednesday reception and dinner due to low participation
 - The dress will be casual for all sessions and business casual dress at the Wednesday reception and dinner

Communications – Bill Durso and Sarah Picciotto

- Goals of 2022
 - Revisit royalties contract Multiview for IAPSC newsletter
 - Complete an assessment of the website and integrate more Google Analytics reporting, i.e., search terms

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- Social Media
 - Mike D'Angelo asks the Board of Directors to utilize LinkedIn (currently 500+ followers) more efficiently.
 - Tag @IAPSC and #IAPSC with industry-related posts once a week, i.e., security, security consulting, article, your own achievement/ accomplishment. Make sure you also comment and reshare IAPSC posts. The impressions will help bring the association into the conversation and view with our extended network.
- Communications Committee will work to align messaging for the conference launch

CSC – Ron Heil

- TestInvite Exam site launched in January
- There are six (6) applicants to begin taking the new exam
- There are six (6) renewals due by December 2022
- A refreshed and revamped certificate is being created by ADG

Education – Kelly Stewart

- The SSC needs additional speakers/ instructors for the conference
- Additional consideration for SSC presentations
 - GSX
 - Security Specifiers – integrator/manufacturer A&E perspective
- Webinars
 - Additional and specific education-related sessions are needed – collaborate with the Special Interest Group
 - How can we become more aggressive with hosting members as presenters?

Membership – Mike D'Angelo

- Renewal Campaign
 - The grace period ends on January 31
 - There are 24 outstanding members left to renew
 - Calls will be made by Mike D'Angelo, Mike Silva, and Lynda Buel
 - A formal letter/ email will be sent in February
- Member Recruitment Campaign
 - Working on the balance to increase membership without decreasing the strict qualification requirements
 - Target specific events and opportunities to highlight benefits at the conference, i.e., make announcements at the pre-conference courses
 - Goal for Mike Silva is to leverage new connections with technical consultants in architecture and engineering
- Membership Committee Members
 - Herold Gillens graciously bowed out to let new members join the committee
 - Paul Manley 2021 member joined

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IV. President's report – Mike Silva

- Policies & Procedures
 - i. Board member review of 21 documents by February 3
- 2022 Budget Review
 - i. Motion made Kelly Stewart to approve and second made by Ron Heil. An objection was made by Mike D'Angelo and association Treasurer Vince Vittatoo spoke up to approve to pass the vote.

V. Old/New – Mike Silva/ All

- Al mentioned ADG is helping create "I'm attending" and "I'm speaking" social tiles for posting online with the registration link to the conference
- Al and Mike Silva mentioned Karim created a proposal for a research accreditation. It could be up to \$15,000 and Mike will report back after his review – the plan would be to have Karim present at the June Board meeting in Colorado
- Kelly asked about MOUs with other security organizations and finding the right connection for member benefits and perks of partnerships should be an interest of the association

VI. Adjournment – Mike Silva

Al Zajic motioned to adjourn the meeting and Lynda Buel second. Formal meeting ends 5:10 p.m. EST