



INTERNATIONAL  
ASSOCIATION OF  
PROFESSIONAL  
**SECURITY**  
CONSULTANTS

## **IAPSC Board of Directors Meeting**

Sunday, June 12, 2022

4:00 p.m. EST

Location: The Westin Westminster Hotel

**Board Members Present:** Sean Ahrens, Lynda Buel, Mike D'Angelo, Bill Durso, Ron Heil, Wael Lahoud, Mike Silva, J. Kelly Stewart, Jim Townzen, Vince Vittatoe, Al Zajic

**Guests/ Staff:** Cassandra Booth, Sarah Picciotto, Karim Vellani

**Absent:** Manuel Avila, Richard Morman

### **Welcome & Call to Order – Mike Silva**

There were no objections of the April 2022 meeting minutes.

### **Reverse agenda item**

#### **2023 Conference - Mike Silva, Cassandra Booth**

- Consider P&P update to clarify the location and date approval by the Executive Committee.
- Conversation with all Board Members:
  - IHSS hosts on May 1-3 Nashville
  - Consider an end of March-May timeframe

### **Saratoga Hilton Hotel in Saratoga Springs, New York May 8-10 – IAPSC Staff recommended**

#### **Initial plans and notes:**

- Board meeting on Sunday, May 7
- Awards Dinner options include onsite and nearby offsite locations
- Room Rate for Queen \$189; Junior Suite \$219
- F&B \$15,000
- Local to ADG, meaning a decrease in both staff travel and shipping expenses

#### **Next steps**

- Expand search for revised timeline
- No pre-conference sessions
- If mentioned during this conference, Mike Silva will announce 2023 save the date was premature

### **Treasurer's Report Vince Vittatoe**

- Current assets are \$171,000
- Conference liabilities will move to revenue starting June 13<sup>th</sup>
- Our year-over-year comparison is interesting because of hosting conferences in October then in June
- Multiview Newsletter income is high at \$7,300



INTERNATIONAL  
ASSOCIATION OF  
PROFESSIONAL  
**SECURITY**  
CONSULTANTS

## **IAPSC Board of Directors Meeting**

Sunday, June 12, 2022

4:00 p.m. EST

Location: The Westin Westminster Hotel

### **Committee Reports**

#### **• Annual Conference - Al Zajic**

- Mobile App review and testing by Cassandra Booth
- Marriott Hotel partnered because The Westin did not have room availability
- Admin and staff worked tirelessly to keep expenses down

#### **• Communications - Bill Durso**

Conference Content Calendar kept members and network engaged event activities

1. LinkedIn activity
  - Margaret Standing had the most likes with 107
  - SSC posts were shared 5 times each – thanks to membership for promoting
2. Newsletter was flooded each edition with conference details

Newsletter transition

1. Multiview
  - o Our last deployment with Multiview is next week, June 21
  - o We received the honored advertisement details from Multiview – they stretch into 2023 for some prepaid sponsorships
2. ADG
  - o The Communications Committee meets this Friday (17)
    - Confirming layout of articles
    - Organizing the additional sponsor placements and their costs
    - Determining the monthly deployment schedule
    - Other
  - o After the meeting we plan to contact all current advertisers and those from this conference to join our e-Newsletter with the new sell sheet
3. Member content
  - o Moving forward we plan to highlight members more often in the newsletter and social media. We want them to share their membership experience, volunteer roles, blogs, and work in the field.
  - o Our current survey does not garner response and we're brainstorming alternative ways of engagement

#### **• CSC - Ron Heil**

- There have been 3 tests since January and 1 passing score
- There are no new applications to date



INTERNATIONAL  
ASSOCIATION OF  
PROFESSIONAL  
**SECURITY**  
CONSULTANTS

## **IAPSC Board of Directors Meeting**

Sunday, June 12, 2022

4:00 p.m. EST

Location: The Westin Westminster Hotel

- By December we will have 6 members recertify; an expected revenue total of \$720
- Newly designed certificates are being sent

### ● **Education - Kelly Stewart**

- Discussion on ISC East, November 16 & 17
  - Guarantee 20 attendees and then IAPSC will receive \$75.00 revenue per additional registration
  - Main concern is securing instructors – who will be speaking?
- How can we create and host online SSC Course?
- Research ASIS presentation “how to become a security consultant”

### ● **Membership - Mike D’Angelo**

- 3 new members; 2 in progress
- Member get a member campaign has garnered no new applications
- We need to keep our integrity but focus on member growth
  - Find internal consultants
- Value of membership to those who left/ recruiting
  - What is the value?
  - How can we expand internationally?
  - Can we revisit ASIS profile excel?

### **President’s Report -- Mike Silva**

Strategic planning meeting for the Board of Directors to meet in person will be the Fall of 2022 in Chicago at location and date TBD.

### **New Business**

#### **1. Security Accreditation Opportunities – Karim Vellani**

- 520 presentations
- Evidence based research (IHSS \$10k 4-years)
- White papers = member volunteers; grad students
- New committee
  - Write
  - Research
  - Edit
  - Stick to timeline / accountable
  - Negotiation
  - Approve topics and funding to pull research (IAPSC Forensics)



INTERNATIONAL  
ASSOCIATION OF  
PROFESSIONAL  
**SECURITY**  
CONSULTANTS

## **IAPSC Board of Directors Meeting**

Sunday, June 12, 2022

4:00 p.m. EST

Location: The Westin Westminster Hotel

Committee active currently)

- Industry related
- How can we get marketing ROI?
- Best Practices
  - when/ how to condense 2 pages
- Comment
  - Value to membership
  - Long-term benefits for association
  - Standards set for meaningful contributions
  - affordable/ freely available – open access
  - Budget for IAPS and commitment
    - 3 years \$15,000 6 papers completed “open-sourced document/ resource”
    - Donations can come in
    - “Pre-print” free download
    - Risky Facilities - first available
- Q&A
  - Forensics Committee might still ask for additional money for research
  - Conference 50/50% revenue split for Forensics Committee
  - Open to = public
    - Available download
    - Donation link
    - IAPSC name and logo
  - Will this help membership? 2007 plan by Karim
  - What are three topics to launch
    - Value of security officers affective
    - Risk communication
    - Monitored CCTV
  - Is there liability to IAPSC?
    - IAPSC is synthesize information already in the field – we are not the primary research
    - Grad student complete literature review

## **2. School Security Partnership Opportunities - Sean Ahrens**

- Personal
  - Challenged with school shooting in US
  - 15-year workplace shooting
  - Free assessments
  - No accountability from school
- Can IAPSC identify pool of candidates to assist with school-focused realistic approaches - detailed research
  - Have school sign off once assessment is complete
  - Specific geo-area on school security
  - Potential kickback from congress



INTERNATIONAL  
ASSOCIATION OF  
PROFESSIONAL  
**SECURITY**  
CONSULTANTS

## **IAPSC Board of Directors Meeting**

Sunday, June 12, 2022

4:00 p.m. EST

Location: The Westin Westminster Hotel

- Prevention with school security breach
- Q&A
  - Sean will write business proposal
  - Liability concern for IAPSC with vetting
  - Use current program
    - Safe school; anti bullying program;
  - Should IAPSC host resource folder?
  - Can this be a self-assessment - how many schools are moving forward with plan/ who is not acting/ find consistency
  - Approved by state and into local – would this be a yearly basis
- 3. Create and share LinkedIn posts on Conference – Al Zajic**
- 4. Sponsor/ Exhibitor names for marketing – Sarah Picciotto, All**
  - Table to discuss at strategic planning meeting

### **Adjournment**

Jim Townzen motioned to adjourn the meeting and Kelly Stewart second to end the formal meeting.