Dear Pest Control Industry Members,

We are quickly winding down our fiscal/membership year and are looking to 2018-2019. Elections are just around the corner - if you are interested in serving on our board please contact us at azppo@azcapitolconsulting.com. We have a great bunch of people who are dedicated to making the industry the best it can be, but would also love to see some new faces!

Watch your email inbox for renewal notices in mid-May. Dues are based on the number of licensed associates you have in your company. When you receive your notice, please review to make sure you renew at the correct dues level.

As we've reported before, we have been watching closely what the Governor/Legislature plan to do with the budget. With the walk-out and march by teachers this week, progress at the legislature has slowed to a crawl until an agreement is reached on teacher pay and the budget. For now, we watch and wait.

As for the Trust Fund, we heard from a ranking member of the legislature this week that the Fund is still safe which is very positive news given all of the noise surrounding the Capitol right now. While we remain optimistic that the Trust Fund is safe, we really can’t say for certain where the Governor/legislature will ultimately land after the dust settles with the protests.

DON'T MISS:
• May 17 2nd Tri-Annual Business Forum (Free preview for AZPPO Members)
• May 18th Bugs N Balls Golf Tournament benefiting the Industry Defense Fund
The Arizona Pest Professional Organization Proudly Presents
2nd Tri-Annual Business Forum
Helping PCO’s Become Better Business Owners
“SWOTT Analysis”
May 17, 2018 11:30 - 5:30 pm
Orange Tree Golf Resort 10601 N 56th St Scottsdale AZ 85254
Featuring Chris Ronzio of Trainual and Pete Schopen, Schopen Pest Solutions

SPECIAL FORUM FOR OWNERSHIP AND MANAGEMENT
FREE PREVIEW TO AZPPO MEMBERS

We are excited about this new 2018 meeting format! Hurry - we only have 100 seats available so SIGN UP TODAY!

<table>
<thead>
<tr>
<th>AGENDA</th>
<th>TAKEAWAYS</th>
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<tbody>
<tr>
<td>11:30 Registration</td>
<td>Assistance in identifying weaknesses strengths, opportunities, threats and</td>
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<tr>
<td>12:00 Lunch, Welcome, Invocation</td>
<td>trends. Including thumb drive containing:</td>
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<tr>
<td>1:00 Sponsors/Vendors Introduced</td>
<td>• Speaker Handouts</td>
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<td>1:15 Keynote Speaker Pete Schopen</td>
<td>• SWOTT Analysis</td>
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<tr>
<td>2:45 Break</td>
<td>Plus gifts and chances to win some great prizes!</td>
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<td>3:00 Topic Workshop Chris Ronzio</td>
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<tr>
<td>4:00 Panel Discussion w/Hors d’oeuvre /Bar</td>
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<td>5:30 End</td>
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This is the second of 3 forums that will take place in 2018. January 30th focused on Strategic Planning, May 17th topic is SWOTT Analysis, and October 30th will be a Year End Evaluation. As your Association, we want to bring you valuable benefits designed to help you grow both in business and personally. DON’T MISS THIS ONE! As part of our community outreach, we are collecting cases of water to provide to shelters. Please plan to bring some when you attend. For more information see the following pages or visit our website azppo.org.
Upcoming Events

Click on an event below for more information

May 9
AZPPO Board Meeting

May 17
Certification Training: CORE and Industrial & Institutional

May 18
Certification Training: Wood Destroying Organisms and and Ornamental & Turf

May 17
Second Tri-Annual Business Forum - Orange Tree Golf Resort

May 18
The following companies provide support to the industry and are members of AZPPO.

**Affordable GPS Tracking** Victor Krstec: 623-328-8906 victor@agps1.com

**All Risks** Pam Brunges: 800-366-5810 x 3610 pbrunges@allrisks.com

**Allergy Technologies** Patty Maslowski: 215-654-0880; service@allergytechnologies.com

**Amvac** Dean May: 214-789-8839; deanm@amvac-chemical.com

**AP&G** Scott Baldwin 480-760-5874; sbaldwin@catchmasterpro.com

**Arizona Spray Equipment** Samuel Andrus: 623-847-5604; critter@azspray

**B&G Equipment Company** John Cotton: 714-319-4422; jcotton@bgeuip.com

**Banker Insulation** Scott Petre: 602-273-1261; spetre@bankerinsulation.com

**BASF Pest Control Solutions** Matthew Spears: 919-724-9346; matthew.spears@basf.com

**Bayer Environmental** Josh Shoemaker: 602-820-5684; josh.shoemaker@bayer.com

**Banker Insulation** Scott Petrie: 602-273-1261; spetre@bankerinsulation.com

**Bell Laboratories, Inc.** Nick Branca: nbranca@belllabs.com

**Bird-B-Gone** Mike Dougherty: 949-472-3116 mike@birdbgone.com

**Bird Barrier** Michael Gallion: 310-344-5222 michael.gallion@birdbarrier.com
Brandenburg Walter Mendieta: 314-810-2150; waltermendieta@bonena.com

Brandt Mohamed Rachadi: 678-644-5327; mohamed.rachadi@brandt.co

BrioStack Software Derrick Walker: 801-616-6182; dwalker@shortstack.me

Business Broker T.J. Hammer T.J. Hammer: 480-540-5005; Tjhammers@aol.com

Central Life Sciences Blaine Oakeson: 801-731-8210; boakeson@central.com

Chemtech Supply, Inc. Jack McClure: 480-833-7578; jack@chemtechsupply.com

Coalmarch Maria Mayorga: 919-647-4152; mmayorga@coalmarch.com

Control Solutions Inc Rob Ives: 713-203-4058; rives@controlssolutionsinc.com

Diversified Sales & Marketing Larry Hiner: 918-695-6742; lhiner@divsales.com

Dow AgroSciences Les Johnson: 480-759-9120; lljohnson2@dow.com

Enterprise Fleet Management Desiree Slade: 623-670-1438; desiree.j.slade@efleets.com

FMC Professional Solutions Alea Pedroza: 714-833-191; alea.pedroza@fmc.com

Freshlime Jay Bean: 801-653-5600; jbean@freshlime.com

Gervase Law Firm, PLLC Lisa Gervase: 480-515-4801; lgervase@gervaselaw.com

Image Craft: Jean Mertz: 602-305-4814; erutin@imcraft.com

J.T. Eaton Co., Inc. James Rodriguez: 800-321-3421; james@jteaton.com

Kness Jeff Caudill: 641-932-2456 ext. 215; jeff@kness.com
LiphaTech Joshua Joyce: 714-262-0355; joycej@lipheatech.com

Mass Mutual Kristin Rivera: 480-401-3081, krivera@financialguide.com

Mattress Safe Tiffany Epps: 770-205-5335 X211, tiffany@mattresssafe.com

Metro Institute Michael Means: 602-452-2901; mike@metroinstitute.com

MGK Matt Kenney: 559.232.8696; matt.kenney@mgk.com

Michael S. Herrmann Insurance Agency, Inc. Mike Herrmann: 480-731-6600; mike@mikeherrmann.net

Mobile Training Solutions Linda Harrington: 520-419-9575; linda@mobiletrainingsolutions.net

Modern Methods Art Guzman: 702-577-6382; guzzer60@gmail.com

Nisus Scott LaFave: 714-270-0335; scottl@nisuscorp.com

Paid In Full, Inc Joe LaFornara: 623-580-7207; joe@wecollectit.com

PestWest Environmental Mike Goza: 480-747-2688; mike.goza@pestwest.com

Podium Tremain Peterson: 801-376-0677; kaylie@podium.com

Protect A Bed Gary Brooks: 847-998-6901; gary.brooks@protecabed.com

Senestech Melinda Baker: 480-338-2540; joe.malinowski@senestech.com

Syngenta Professional John Chaney: 719-252-4091; john.chaney@syngenta.com

Target Specialty Products Kurt Smith: 480-517-0755; kurt.smith@target-specialty.com  Salena Rafferty: salena.rafferty@target-specialty.com, Ruth Leo: ruth.leo@target-specialty.com

Termatrac Rick Wakenigg: 404-210-5633; rwakenigg@termatrac.com
The Mahoney Group  Joe Steiner: 480-214-2746; jsteiner@mahoneygroup.com

Turf & Pest Supply  David Crandell: 602-369-6137; dave@turfandpest.com

Univar USA Inc.  Ed Conboy: 520-747-8717; Ed.Conboy@univarusa.com Christy Davie: 480-894-5323; christy.davie@univarusa.com Jackie Bell: 602-233-2440 jackie.bell@univarusa.com

Verizon Connect  Lucy Roberts: 949.643.4386; lucy.roberts@verizonconnect.com

Weisburger Insurance Brokerage  Gary Shapiro: 800-431-2794; info@weisburger.com

Work Wave  Danielle Yannetta: 732-686-7846, events@workwave.com