



FAA Product Service Council Meeting
Wednesday, October 5, 2016 9-10 a.m.
Boca Raton Resort & Club, Boca Raton, FL
Meeting Room: Royal Palm Ballroom Salon IX

AGENDA

- I. CALL TO ORDER – James Cornell, Council Chairman

- II. NOMINATING COMMITTEE REPORT
 - A. Election of 2016-2017 PSC Officers

- III. CONFERENCE OVERVIEW
 - Conference schedule
 - Non-exhibiting supplier registrations
 - Supplier after-hours events

- IV. OLD BUSINESS
 - A. PSC changes effective January 1, 2017

- V. LEADERSHIP LYCEUM 2017

- VI. 2017 PSC MEETING DATES
 - February 6: PSC Meeting – Hotel Duval, Tallahassee
 - February 7-8: FAA Legislative Conference – Hotel Duval, Tallahassee
 - May 11: PSC Meeting – Hyatt Coconut Point, Bonita Springs
 - October 11: PSC Meeting – Disney's Contemporary Resort, Lake Buena Vista
 - October 11-13: FAA Annual Conference & Trade Show – Disney's Contemporary Resort, Lake Buena Vista

VII. 2017 CONFERENCE COMMITTEE INTEREST

VIII. NEW BUSINESS

IX. ADJOURNMENT



To: FAA Board of Directors and Product Service Council Members

From: Shawn Wingate, FAA President Elect

Date: October 5, 2016

Re: Nominations for 2016-2017 PSC Officers

The PSC Nominating Committee, which included James Cornell, Brenda Sweeting, and me met on Friday, September 2, 2016. The committee has selected and recommends the following individuals to serve as FAA PSC Officers for the 2016-2017 term:

Associates' Vice President (Chairman)

Erin Toung
ET&T Distributors

Vice Chairman

Diana Gaus
The Liberty Group

Secretary

Sabrina D'Ali-Mendoza
CORT, A Berkshire Hathaway Company

Each of the candidates has signed a letter of commitment pledging to serve in the position as nominated.



Product/Service Council Changes Approved

Members of the FAA Product/Service Council have approved a new structure that will expand opportunities for all suppliers, as well as more effectively connect multifamily communities and management companies with their suppliers.

PSC past chairs and current officers met late last year and developed the plan, which PSC members voted to approve at a PSC meeting May 5 at the Casa Monica Hotel. The vote was ratified by the FAA Board of Directors the following day.

Here are details of the plan, which goes into effect January 1, 2017:

- The PSC membership fee will be eliminated. Any supplier who is a member of any FAA local affiliate will be part of the new Product/Service Council. The PSC will still have officers, and the chair of the PSC will continue to have a seat on the FAA Executive Committee.
- Suppliers will have opportunities to stand out by serving in leadership roles on the council, on current and future FAA committees (including the Conference Committee, APAC Board of Directors, Leadership Lyceum Committee, Editorial Advisory Committee, and Government Affairs Committee), or as a liaison to a local affiliate.
- Education programs, such as the May seminar with memory expert Paul Mellor, will be open to all suppliers who are members of any FAA local affiliate.
- While in the past, early exhibit booth sales were limited to PSC members, under the new plan booth purchase priority will be granted to exhibitors from the previous year's exhibition, as a show of appreciation for their continued support of FAA's Annual Conference & Trade Show. No discount on exhibit fees will be extended to PSC members.
- A more robust and comprehensive supplier directory will replace the current PSC Buyers Guide, a guide that, in many cases, includes only one company under a specific category. Every supplier will be offered a "basic" listing with contact information in one category, and will have the opportunity to pay additional fees for an enhanced listing or for listings in more than one category. Revenue generated from the supplier directory will supplant the lost PSC membership dues revenue.