

APICS Region IV Meeting
Theme: Leadership Training
Location: Peabody Hotel, Orlando, FL

Friday – October 27, 2006

Meeting started at 1:15 PM at the Orlando Peabody Hotel.

I. Roll Call / Meeting / Dinner Plans / Facilities – Ray Hogan

Ray Hogan welcomed all attendees and guests for the meeting. He reviewed the meeting agenda for the weekend along the dinner plans for the evening. David Curl took the roll call for the meeting. Total attendees to the meeting were 13 chapters (see roll call list by control + right click => [ROLLCALL-LAS VEGAS-2006](#)). Each Chapter representative introduced to the group by providing name, chapter affiliated to, position on chapter, and years involved in APICS.

II. Icebreaker – Ray Hogan

Ray Hogan asked participants to meet someone from the group and play the Color Jacuzzi, which consisted in associating a color that evokes personality. The colors are red (stop/turn-off), orange (motivation), yellow (inspiration), green (money), blue (sky's the limit), indigo (odd), and purple (royalty).

III. Staff Update

- A. Program – Ray Hogan talked about dinner plans and hospitality. He also went through all the changes to the meeting agenda.***
- B. Education – Debra Hansford talked about the new dates for the CSCP exam (March 24, June 23, and Dec 8). Region IV has 54 certified as CSCP. She mentioned that 30% of the Region IV CSCPs have been member for less than one year. There will be a maintenance program for CSCP. She also let know that the new CPIM workbooks are available, which contains updates to the instructor and participants materials.***
- C. Treasurer – Jorge Calaf presented the Region IV Treasury report. He talked about the purpose of the Region IV Treasury Fund and the use of this fund (see Financial Statement by control + right click => [Treasurer Report](#)).***

D. Chapter Development and Membership – David Curl talked about the new educational catalog available from APICS. He mentioned that the new set of Chapter Minimum Standards (CMS) contains some minor changes. He also mentioned that the October 2007 APICS Magazine contains a page that contains the presidents for all APICS’ chapters.

E. Society Update – Mark K. Williams highlighted the following points:

- 1. APICS has a new Executive Director, Abe Eshkenazi ,which is leading the organization to a more integrated organization with fewer barriers.**
- 2. CPIM materials have been refreshed, not a major rewrite.**
- 3. APICS is doing a Job Task analysis that will help in rewriting the CPIM courseware.**
- 4. The new APICS governance will bring changes to APICS. There will be fewer members at the Board and probably about 9 Regions, instead of the current 14 regions. These changes will take into effect in 2008.**
- 5. Mark introduced to the Abe Eshkenazi (aeshkenazi@apicshq.org), APICS Executive Director and Sarah Varner (s_varner@apicshq.org), Deputy Executive Director. Abe encouraged APICS Chapter Presidents to call him or e-mail him for any assistance that they might need.**

IV. 2007 Planning our Region IV Year – Fred Tolbert

Fred Tolbert, Region IV Vice-President talked about his plans for 2007 as follow:

A. 2006 – A year of Change in Region IV

- 1. Recovering from hurricanes Katrina & Wilma**
- 2. Region Staff in transition**
 - a) Mark Williams provide outstanding leadership**
 - b) Mark Nueman, Debra Hansford and Ray Hogan moving to new APICS challenges**

3. Chapter in transition (New Orleans, South Alabama)

B. The APICS Region IV 2007 Dream Team

- 1. Region IV VP – Fred Tolbert**
- 2. Assistant VP / Strategic Planning – Alma Ballard**
- 3. Director of Finance – Jorge Calaf**
- 4. Director of Education – Jerry Kilty**
- 5. Director of Membership / Awards – David Curl**
- 6. Director Programs / Communication – Denise Gillespie**
- 7. Director Voice of the Customer – Brad Voss**

C. 2007 APICS Society Challenges

- 1. APICS membership**
 - a) Membership has stabilized – 42,000 members**
 - 2. ERP market is saturated – less emphasis on system implementations**
 - 3. APICS has new competitors**
 - a) Other professional societies (ISM, ISCP)**
 - b) APICS Body of Knowledge is not “in vogue”**
 - (1) Lean concepts suggest traditional APICS ways of managing inventory are not needed*
 - c) Operations / Manufacturing continues to be outsourced**
 - d) Time / \$\$\$**
 - (1) Employees are forced to do more work with fewer people – less time for APICS*
 - (2) Companies are cost conscious – less likely to support APICS activities*

4. APICS Region Challenge

- a) Reduced region budget (\$22k vs. \$90k a few years ago)**
- b) Fewer regions meetings (3 vs. 4)**
- c) Limited agenda for region meetings due to Leadership Institute & APICS Conference**
- d) Administering C-BAR and Chapter Minimum Standards**
 - (1) 6 of 24 chapters participated in a mandatory program*
- e) APICS governance changes in the works**

5. Local APICS Chapters' Challenges

- a) Membership**
- b) Responding to Minimum Chapter Standards**
- c) Recruiting / Retaining BOD members**
- d) PDM attendance**
- e) Recruiting CPIM/CSCP workshop instructors**
- f) Providing a full range of educational offerings**

6. What are our opportunities?

- a) We are back in Business**
 - (1) New Orleans Chapter*
 - (2) South Alabama Chapter*
- b) APICS membership appears to be stable**
- c) Market demand for APICS education remains strong**
- d) CSCP is a great opportunity**
 - My challenge: Offer a CSCP Workshop in 2007*
- e) Region IV Staff – new faces**

7. 2007 Region IV Priorities

- a) Implement Region IV Strategic**
- b) Facilitate the Minimum Chapter Standard / C-BAR submissions**
- c) Improve Region web-site**
 - (1) Pursue hosting services for local chapters*
- d) Increase frequency and quality of communications**
 - (1) E-Newsletter*
 - (2) Quarterly Webinars*
- e) Examine format / content of regions meetings**

8. 2007 Region IV Schedule

- a) January – Staff planning meeting**
- b) February / Webinar – Topic TBD**
- c) March Region Meeting – March (New Orleans?)**
- d) May – Webinar – Topic TBD**
- e) June – C-BAR / CMS submissions due**
- f) July / August – Region meeting**
- g) October – Region Meeting**
- h) November – Webinar – Topic TBD**

9. Voice of the Customer Topics:

- a) How can region staff be the most help to your local chapter?**
- b) What future region meeting topics would be most helpful to you?**

- c) **How can we ensure that your chapter will submit CMS documentation in 2007?**
- d) **Would the following be helpful region meeting activities?**
 - (1) Provide APICS education at each region meeting. Have a guest speaker provide an education session on today's hot topics: Lean, Sales and Operations Planning, Sales Forecasting, etc.*
 - (2) Conduct Train the Trainer or Learning Dynamics in conjunction with a region meeting*
 - (3) Conduct one-day CPIM or CSCP review class in conjunction with a region meeting*
- e) **Should we schedule a region meeting in conjunction with the 2007 APICS Conference in Denver, CO?**
- f) **Should Region IV sponsor CSCP review workshops via the Internet?**

V. Round Table – David Curl

No items were brought to the table for discussion.

Meeting adjourned at 5:00 PM.

Saturday – October 28, 2006 meeting was in conjunction with the APICS Leadership Institute (see program by by control + right click => [APICS Leadership Institute](#)).

To see presentations check the APICS Website at <http://www.apics.org/membership/volunteers/volunteertraining.htm> .