

American Pest Management's 2005 Strategy

Progress on 2004 Activity 1

Providing IPM training to homeowners – teach a 12-hour course in pest management through the Montgomery County Maryland Adult Education Program.

Developed an outline and synopsis for a 12-hour course in IPM for homeowners. In the fall, the program was offered through the Montgomery County Maryland Adult Education Program. Unfortunately only two people signed up for the course that had a minimum requirement of five and it was subsequently cancelled.

Progress on 2004 Activity 2

Provide IPM training on structural pests to the State of Maryland Master Gardener's Program (a group that provides advice on household pest management to consumers).

- March 2004, Master Gardeners IPM Training, Derwood, MD - approximately 60 individuals received this training. Focus on ants and termites.
 - October 2004, Presented “Innovative Approaches to Pest Management in the Home” to the NE Regional Master Gardner Conference.
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Progress on 2004 Activity 3

Provide IPM training and information to property manager associations and to homeowners through trade shows.

- March 2004 - Exhibited at the Washington DC Home Show – focus on IPM in residential settings.
 - September 2004 - Conducted a 2-hour training program on IPM for Commercial Buildings for property managers facility management course- 29 attendees.
 - October 2004 - Exhibited at the Property Management Association trade show – focus on IPM in commercial structures.
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Progress on 2004 Activity 4

Continue to provide training internationally to employees (local nationals and U.S. government) of the U.S. Department of State.

2004 IPM Training Seminars conducted for the U.S. Department of State. A total of 78 individuals received this training.

- Rabat, Morocco March '04 IPM Training Seminar
 - Cairo, Egypt March '04 IPM Training Seminar
 - Djibouti, Djibouti March '04 Pest Specific IPM Training
 - San Salvador, El Salvador November '04 IPM Training Seminar
 - Antanarivo, Madagascar December '04 IPM Training Seminar
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Progress on 2004 Activity 5

Provide IPM training to existing contract building and facility managers, e.g., National Institutes of Health, Department of Navy, etc.

- January 2004, Provided a 2-hour training program on urban pests to 22 commercial property managers.
 - May 2004, Gave a brief presentation to the Howard County School board on IPM in the Howard County Public Schools.
 - August 2004, Presented information on termite control to the Capital Park IV Condo Association board, Washington, DC.
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Progress on 2004 Activity 6

We will approach at least two of our customers (The World Bank and the U.S. Department of State) about becoming a supporter/partner in PESP)

This activity will be discontinued for 2005 and did not yield results in 2004. World Bank has been non-responsive and the Department of State, although in total agreement with the concept, does not have the time or manpower to devote to the necessary clerical activities.

Special Report-In October 2004

American Pest Management was awarded the Assistant Secretary's Award for Excellence by the U.S. Department of State for, "Serving as a valued partner in providing the

Department's Overseas Buildings Operations with numerous and lasting improvements to the Integrated Pest Management program that protects our families overseas from pests and pesticides."

Activities for the Coming Year

Activity 1

Provide IPM training on structural pests to the State of Maryland Master Gardener's Program (a group that provides advice on household pest management to consumers).

How does this activity reduce pesticide risk?

By providing these people and organizations with a better understanding of IPM and reduced risk pest management strategies, we increase the likelihood that they will use an IPM approach to pest problems and not rely solely on the use of pesticides.

How will you measure the risk reduction gained from this activity?

The measure of success for this type activity will be the number of contacts and/or contact hours.

Activity 2

Provide IPM training and information to property manager associations and to homeowners through trade shows.

How does this activity reduce pesticide risk?

By providing these people and organizations with a better understanding of IPM and reduced risk pest management strategies, we increase the likelihood that they will use an IPM approach to pest problems and not rely solely on the use of pesticides.

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Activity 3

Continue to provide training internationally to employees (local nationals and U.S. government) of the U.S. Department of State

How does this activity reduce pesticide risk?

By providing these people and organizations with a better understanding of IPM and reduced risk pest management strategies, we increase the likelihood that they will use an IPM approach to pest problems and not rely solely on the use of pesticides.

How will you measure the risk reduction gained from this activity?

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Activity 4

Provide IPM training to existing contract building and facility managers, e.g., National Institutes of Health, Department of Navy, etc.

How does this activity reduce pesticide risk?

By providing these people and organizations with a better understanding of IPM and reduced risk pest management strategies, we increase the likelihood that they will use an IPM approach to pest problems and not rely solely on the use of pesticides.

How will you measure the risk reduction gained from this activity?

The measure of success for this type activity will be the number of contacts and/or contact hours.

Activity 5

We will explore a cross-training trail with a local arborist company so that we can learn about each others business and further the practice of IPM through a referral network.