**CIBO MEMBERSHIP**

**Mar. 9, 2020**

**Crystal City, VA**

1. Attendees: Mark Bitto, Bob Bessette, Candy Marriott, Gail Bessette, Gary Merritt, Tom Webster, Eric Hallman, and Carl Bozzuto

1. Current member report – Candy Marriott

We now have 59 members. We are down 4 Associates and 1 Active (GM). We have 3 prospects attending this meeting. We are likely to lose Proctor and Gamble. That would leave us with 58 members. There are a number of companies (24) that have not attended a meeting or a conference in a while. Many companies are having travel restrictions. Additional restrictions are being implemented as a result of the corona virus scare. The list was reviewed to see if any actions can be taken to firm them up. Bob will contact Bunge, Darling, Milliken, Morton Salt, and Proctor and Gamble. Bob will also follow up with IP. We will craft a letter to go to the Associates on the list and include the 1 page summary on the cost of energy. Mark Bitto suggested that members should have a succession plan so that when a member retires, we have a potential contact to continue membership. We will ask all members for at least one alternative contact, especially in view of the impact of the corona virus.

1. Prospective members – Candy Marriott

EA Engineering and Gleason Steam are attending the meeting this week. They can be considered primary targets for new members. Rayonier, WestRock, and Weyerhaeuser are former members in the paper industry. There were also a few individuals that had been representatives with a former company. Graymont also expressed interest. Eric Hallman contacted someone at Ramboll Environmental.

1. Selling and Member Retention – Bob Bessette

The flow charts reflect the selling and member retention processes. What is missing is the effective value proposition. A new letter that describes this in a one page fashion should be drafted. Candy will take a first crack at this.