



Board of Directors Meeting Minutes

Wednesday, December 6, 2023 – 1:00 p.m.

Columbia Club, Downtown Indianapolis

Chair Casey Stump Presiding

Attendees: Hue Andrews, Jordan Barnes, April Bassett, Cari Baylor, Matt Cavell, Terri Clay, Calvin Cook, Klint Crawford, Jeff Davis, Wade Day, Greg Eddy, Mike Elmore, Brian Farmer, George Gerth, Mark Haag, Robert Haag, Kasey Igleheart, Chris Jagnow, Dan Kiley, Garrett Knollman, Amy Lathrop, Larry Limp, Kris Maczollek, Brian McCoy, Edgar McGonigal, Mike Metzger, Jason Miller, Doug Molloy, Jake Nichols, Ted Pappert, Don Reinhart, Branden Renner, Jeremy Reymer, Lance Riegle, Beckey Schwertfeger, Josh Shaffer, Kevin Sheddy, Greg Shipman, Michael Shipman, Casey Stump, Brett Terchila, Jessica Warnke, John Whittington. **Emeritus:** Jeff Stoops (Virtually), Mont Switzer. **Staff:** Gary Langston, Sally Myers-Gerth, Jennifer Piatt **Guests:** Jim Purucker & Bart Geisler – John Frick & Associates, Bradford Zingre – Volvo Trucks North America, Bill Blake – GCI Slingers, Jacqueline Gelb - ATA

Mark Hall Introduced a Tribute Video to Jeff Stoops 1:30 for his service to the IMTA as Treasurer.

Chairman Casey Stump called meeting to order at 1:43 PM

Welcome/Call to Order/Introduction of Officers – Casey Stump, KAG

Secretary's Report – Kris Maczollek, Schneider

Meeting Minutes from September 9, 2023, approved by BOD without opposition.

ATA Report - Edgar McGonigal, Bestway Express

The ATA MCE was held Oct. 14-17 in Austin, TX. Highlights are as follows:

The Executive Committee and the Board of Directors meetings were held Tuesday and included the various committee reports which are all available. The Executive Committee approved 3% dues increase for 2024. ATA has had a 97% retention rate of members and have added 300 new members this year. Andrew Boyle was elected Chairman for the ensuing year and various appointments were made including Vice Presidents at Large from IMTA Eli McCormick, Robert Haag and Cari Baylor, who was also elected to serve on the Trucking Cares Foundation Board. Slides from all the presentations are also available for anyone interested.

The Mid-Year meeting in 2024 will be held in San Antonio, May 18-22 while the MCE will be held in Nashville Oct. 12-15. Future conventions will be in San Diego (2025) and Charlotte (2026) after which they are looking at a rotation between three sites – Tampa, Phoenix, and Nashville.

Treasurer's Report – Steve Johnson, Marvin Johnson & Associates, Inc.

Report captured YOY comparison Jan-Nov. 2022 vs. Jan-Nov. 2023. We have a \$5828.51 loss in membership dues for 2023 due to membership position turn-over and the closing of Yellow for a dues loss of \$8,587. We have a net loss year to date of \$55K not including convention – but we have a net gain of \$53K compared to

last year. New income items include Transportation Summit, Wreaths Across America, and ProPEL 30 project work which will be a total of \$60K over two years. Equity for the year is up \$54K. Our cash is down 171K, but our liabilities are down \$225K. Treasurer's Report approved by BOD without opposition.

2024 Budget – Steve Johnson, Marvin Johnson & Associates, Inc.

The budget for 2024 shows the IMTA at a gain of \$4,815. The best way to do that is to pay dues and participate in all the events, especially at the Convention. 2024 Budget approved by BOD without opposition.

Presidential Performance Review – Larry Limp, LNL Trucking

Met to review the association for the year. Legislative success. Hired a new VP in Jennifer who we are all very happy with. TIPAC convention raffle was a success. We have a positive net income for this year. Drip campaign is looking to be positive for 2024. Casey thanks Gary for his leadership.

TIPAC Update – Lance Riegle, Marvin Johnson & Associates, Inc.

We have a current balance of \$108K. Star Program income is \$64,250 which is \$10,750 short of the \$75,000 goal. Bike Run and Golf Events income were \$7,750 and \$66,900, respectively. This year we also raised \$55K in silent and live auction during the IMTA Annual Convention. We are preparing for a Gubernatorial election in 2024 and Gary has contributed \$50K to Senator Mike Braun for his Gubernatorial campaign. A total of 91 checks have been written to Indiana politicians in 2023. Lance thanked the TIPAC committee for their participation, effort, and influence. Lance again asks that all board members participate in TIPAC, so far, the board is represented at 90% of members contributing. Casey thanked Lance Riegle and Eli McCormick for their leadership.

Allied Industry Update – Klint Crawford, Solera/Omnitracs

The Allied Industry a net gain of 0 members over 2022 with a net gain of \$0. Our net goal for 2023 was 15 net new members. ELITE Recognition is open and available for 2023. The Allied Industry Mini-Golf Fundraiser in 2023 raised about \$15K in funds due to it being held in conjunction with the Spring Board Meeting. The 2024 Allied Mini Golf fundraiser will be held on May 9th of 2024 in conjunction with FLI and SMC focused lawsuit mitigation training. Doug Molloy then presented Don Reinhart the Allied Chairman with the plaque for his service as Allied Chair. Don thanked the group.

Future Leaders of Indiana Update – Michael Shipman, Vertical Alliance Group

There are 61 FLI Members. Net income for FLI is \$3,098 for the year. The 2023 FLI events participation hovered at just below 50% of its members. FLI headed the Wreaths Across America initiative for the inaugural year here at the IMTA. Total they raised \$8K and sold 1601 wreaths. From that money the FLI group is choosing to donate \$2000 to the Wounded Warrior Fund. Volunteer opportunities are available for the December 16th wreath laying ceremony at Crown Hill National Cemetery. The goal is to increase the group by 14 members, hold 4 events, and host the FLI Conference the day before the TIPAC Golf Outing in hopes of growing both events. Jeremy Reymer congratulates the FLI group on the Wreaths Across America. Jake Nichols echoed these sentiments. Casey Stump is interested in redeveloping and reinvigorating the FLI program in 2024 with a greater focus on education and participation.

SMC Update – April Bassett, DMC Insurance

SMC Membership has 18 new members to date. In 2023 there have been 54 Master Truck Driver Certifications, five scale visits, two webinars, and three in-person SMC Meetings. The biggest events in 2022 were the NATMI Training in January of 2023 which raised 8K in revenue; the SMC Awards Banquet brought in 12K, and the TDC raised 26K. There were 186 driver competitors and 34 technician competitors in the 2023

TBTC. The 2024 TDC is scheduled for June 7-8th. The goals for SMC in 2024 are to grow by 20 members, hold 9 in person events and 3 virtual events. You can register your safety staff for the NATMI CSS/CDS Course scheduled for the week of Jan. 22nd.

Membership – Jessica Paugh Warnke, Carter Express

Net Membership is up 5 members, which is down 22 from our 2023 goal. Our net dues income is down \$8,753, which is down 38K from our goal. There are 7 active carrier prospects accounting for \$6,300 in new dues income. The goal for 2024 is to net 27 new members and attain a \$30,035 increase in dues income. With the membership role currently being unfilled the IMTA has outsourced a retention firm for closing open invoices and has outsourced a marketing firm to refresh the website and generate new membership leads. Jessica requests volunteers to bridge the gap between these new leads and closing the deal to gain a new member from a current member perspective. We are focused on building our safety and education to attract new members to the association as well. Casey is excited about trying a new approach in growing the membership. Casey reminds that we cannot just depend on the IMTA staff to get this done.

Legislative Preview 2024 – Gary Langston, Indiana Motor Truck Association

- We continue to support Senator Mike Braun in the 2024 gubernatorial campaign.
- The 2024 legislative session begins on January 8.
- It will be a non-budget short session.
- Seat Belt law – this year’s effort will go through Jim Pressel (House Transportation Committee). He is going to put the language in the INDOT state agency bill. Last year the Seat Belt Gag Law was in the judiciary bill, but it did not pass (by one vote).
- Lawsuit Abuse – will be carried by Senator Gaskill. The coalition of businesses and perspectives who are focused on this have grown year over year. The IMTA recently re-joined the Chamber of Commerce because they are managing a civil justice committee with the railroads, manufacturers association, etc. etc. This bill will again go through senate judiciary. We are unsure if the climate will be more favorable in 2024, but we are hopeful that the legislators will better understand the importance of lawsuit abuse.
- Mont Switzer: wouldn’t the state of Indiana (INDOT, Bus Fleets, etc.) be a good ally with us because of their fleet size? Gary: Yes. Hue: Is GM still pushing hard? Gary: Yes.
- Gary thanked for Chairman Robert Haag for his help with our 2023 staffing challenges and for his help at the state house during the legislative session.
- Robert asked if the speed limit bill is going to be coming up again this year – Gary says yes. Robert Haag thinks it will be over half a million to replace the speed limit signs should the bill pass.
- Casey: Gary is excited about the lobbying opportunities this year.
- Jim: The legislative leadership will shorten the available timeframe for bills to be heard and debated during this upcoming short session. Statutorily they must be done by mid-March.

Association Activities - Gary Langston, IMTA

- We are excited about the IMTA future. We are encouraged by what staff remains at the IMTA and the upcoming website, retention, safety, and education pieces that the IMTA is unveiling this year.
- Thanks to the TIPAC committee and everyone who has participated in TIPAC events and fundraisers.
- Gary asks that anyone who plans to contribute to TIPAC do so early in 2024.
- Gary mentions that ATRI’s latest study shows that Indiana is the most predatory state in towing practices. We are currently gathering additional information to address possible solutions.

Guest Speaker: ATA Vice President of Energy and Environmental Affairs Presentation - Jacqueline Gelb

Meeting adjourned at 3:41 PM

A handwritten signature in blue ink, appearing to read "KMaczofek", with a long horizontal stroke extending to the right.

Signed: Kris Maczofek