

2022 Spring BOD Meeting Membership Report

As of 4/30/22

Total members to Date: 396

Carrier Members: 197

Allied Members: 199

2022 NET Membership

TOTAL		
Total Members Gained	11	\$ 7,560.00
Total Members Loss	17	\$ 10,855.00
Net	-6	\$ (3,295.00)

2022 CARRIER CANCELATIONS

Company	Dues	Member Since	Reason
Force Construction	\$500	2021	No Engagement
Stelle Corporation	\$965	2021	No Engagement
Enviro-Serve – Evansville	\$390	1988	New ownership
Planes Moving and Storage	\$390	2017	Dues increase of \$610
Hautou Transport	\$500	2021	Company closed
Hill-Rom	\$965	1982	No Response
Code Red Strategies	\$500	2021	No Engagement
Stockberger Materials Transport	\$390	1996	Dues Increase of \$110

PROSPECTS = \$20,500+

Company	Member Type	Estimated Annual Dues	Anticipated Join Date/Reason
Bulkmatic	For Hire Carrier	\$5,300	Interested in Tort Reform but has canceled Tank Truck Assoc. and ATA because they don't align with Bulkmatic interests.
Agua Logistics	Private	\$500	Amanda Strong manages fleet and driver reports. Insurance co. member told her to join for education and support.
Horizon Transport	Tow/Drive A Way	\$8,000	Tort Reform. Engaged with New Safety VP
Medallion Transport	For Hire	\$2,800	Safety Director attended Holiday Party with Brian Runnels
P & S Transport	For Hire	\$800	Safety Supervisor past IMTA member employee
Vanek Bros. Trucking	For Hire	\$500	Client of IMTA member
Liberty Tire	Private	\$1,300	Safety education and consulting support.
Waste Management	Private	IFTA	Terri Clay District Fleet Manager – Business acquaintance of Barb S.
HMD, LLC	Flat Bed	\$1,300	Assisted with getting set up with DOR IRP

2022 MEMBERSHIP GOALS Through April

ACTUAL: Carrier 3 | Allied 8

GOAL: Carrier 13 | Allied 10

Carrier Net

CARRIERS		
Total Carriers Gained	3	\$ 2,000.00
Total Carriers Lost	8	\$ 4,600.00
Net	-5	\$ (2,600.00)

Allied Net

ALLIED		
Total Allied Gained	8	\$ 5,560.00
Total Allied Lost	9	\$ 6,255.00
Net	-1	\$ (695.00)

Additional Membership Growth Efforts:

- Kellie Attended MATS for a day connecting with allied prospects
- Cummins Suite at IMS Fast Friday Prospect Event
- Palmer has five trucking company prospects attending Mini Golf

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Existing Carrier Member Dues Transition Report

- Eighty carriers have been transitioned – over 40% of carrier membership
- Three have canceled due to increase in dues - \$1170 loss in dues income
- All other non-board member members have taken their respective increase or decrease
- Current net loss is \$51,000; just over \$17,000/yr.
 - Up \$15,000 in net loss since December
 - Fluctuations in anticipated dues income due to lower than anticipated IN IFTA miles
- Five took reduction but committed to redirect toward other IMTA events
 - Represents \$8,840 in redirected income
- Members eligible for decrease but stayed at current level
 - Represents \$25,350 in retained dues revenue (BOD members)