



BOARD OF DIRECTORS MEETING
December 9, 2021
Columbia Club
121 Monument Circle
Indianapolis, IN

Attendees: Hue Andrews, Sherri Garner Brumbaugh, Matt Cavell, Calvin Cook, Jeff Davis, Wade Day, Michael Elmore, Greg Eddy, Tim Evans, Dan Frieden, George Gerth, Mark Haag, Robert Haag, Stephen Johnson, Garrett Knollman, Amy Lathrop, Larry Limp, Kris Maczollek, Eli McCormick, Brian McCoy, Edgar McGonigal, Marc Lee, Doug Molloy, Jacob Nichols, John Paugh, Jennifer Piatt, Don Reinhart, Branden Renner, Jeremy Reymer, Lance Riegle, Ryan Schilling, Josh Shaffer, Kevin Sheddy, Greg Shipman, Steven Smith, Jeff Stoops, Casey Stump, Montford Switzer, Brett Terchila, Jessica Warnke **IMTA Staff:** Gary Langston, Barbara Smithers, Kellie Walsh, and Sally Myers-Gerth. **Other Attendees:** Jim Purucker, BMV Representatives Melissa Lechner, Susan Guyer, and Kevin Chu

BMV IDEL Program Overview – BMV Representatives Melissa Lechner, Susan Guyer, and Kevin Chu

Chair Larry Limp called meeting to order at 1:39 PM.

Secretary Report – Jessica Warnke

Meeting Minutes from October 9, 2021, approved by BOD.

ATA Report – Edgar McGonigal

MCE was in Nashville 23-26th presided over by IMTA Board Member Sherri Garner Brumbaugh. The Mike Russell Industry Image Award was received by the IMTA. Cari Baylor participated in panel discussion during MCE. Harold Summerford Jr. was elected as the New Chairman. ATA intends to raise annual dues by 4%. ATA looking to increase membership in 2022.

Treasurer's Report – Jeff Stoops

Budget for 2022 shows a net gain of \$1500 - Budget was approved by EC this morning. Highlights: Increase in Dues due to new dues structure. TDC Championships will return to budget in 2022 and the Convention will be out of state. We need to raise 183K in Convention Sponsorship and 84K in Convention Registration. To cover the convention, we are looking at raising fees to attend and increase sponsorships. Budget approved by BOD.

Treasurer's Report captured YOY comparison Jan-Nov 2020 vs. 2021. Our net income year over year is currently at a loss of \$18,724. Balance Sheet is stronger than last year. Line of credit is retired, and we have no debt. Treasurer's Report approved by BOD.

Presidential Performance Review – Hue Andrews

Committee reviewed IMTA accomplishments and reviewed Gary's performance appraisal. Conversation was on the accomplishments of the association staff on what happened during the "Covid-Pause".

TIPAC Report – Lance Riegle

Lance introduced himself as the new TIPAC Chairman and welcomed Eli McCormick as Vice Chair and Jennifer Piatt as Vice Chair of Events. Currently have about \$66K in TIPAC account. TIPAC income is up about \$14,486.00 from events income. Star contributions are down \$2750 from last year. So far, we have received \$55,600 in Star Contributions YTD. Considering increasing event opportunities in 2022 and to broaden the base of Star Contributors. Educating membership and getting more participation is key. Goal for 2022 is 80K.

Allied Industry Report – Don Reinhart

2021 Allied Member numbers are up 14. We are working on different ideas to build Allied membership. A call for all allied members will happen in 2021. We will be holding a Mini-Golf outing on May 5, 2021, for networking and bonding. We are focused on getting more involvement.



Future Leaders of Indiana (FLI) – Matt Cavell

Currently 53 FLI Members, a net gain of 2 over last year. Events are gearing up in 2022 with a refocus on educational programming and a return to the FLI Conference. Future Leaders hoping to grow membership with a goal of 24 new members in 2022. Meetings will be held in conjunction with SMC and Allied Industry meetings. FLI will name Ambassadors in the 5 regions of Indiana to build regional membership and networking opportunities. FLI Conference will be held in either Fort Wayne or Brown County.

Safety & Maintenance Council (SMC) – Kellie Walsh

SMC has gained 19 new members in 2021 year to date. Total members are 134. There have been 35 MTDs awarded in 2021. 2021 had 8 scale visits, 2 virtual SMC meetings, and 7 in-person meetings. The goal for 2022 is 24 new SMC Members.

Membership Report – Robert Haag/Kellie Walsh

200 Carrier Members, 200 Allied, 400 Total members. Net Membership is up 23 members for a \$20,625 net increase. 2022 Membership goal of 13 net Carriers; 24 net Allied for a total of 37 net new members totaling a net membership dues amount of \$33,048. Robert thanks the Membership Committee who helped with the dues transition, the EC for their guidance, and the Board in our previous meeting who approved the new dues structure being rolled out.

Kellie Walsh reported on the new dues transition. So far there has been positive reaction to the dues structure and our projected losses have been decreased by \$7,000 annually due to carriers opting to retain their previous dues rate.

2022 Legislative Session Preview – Gary Langston

- 2022 Legislative Session will likely be shortened to as early as the first week of March.
- IMTA is confident that the "Seat Belt Bill" will be heard.
- Tort Reform continues to be a focus state-wide and nationally.
- INDOT has raised fees on EASL miles from .07 to .25. Hue Andrews mentioned that this will be more impactful as we continue to struggle with the driver shortage. Fewer drivers moving the same amount of freight will need to put more weight in the beds to cover the demand for goods.

Association Activities - Gary Langston/Barbara Smithers/ Larry Limp

- Pat McCormick has asked to be considered as an Emeritus Member. Steve Johnson & Eli McCormick made a motion and seconded. Emeritus Status approved by BOD.
- Barbara Smithers has begun a Workforce Development Group within our membership to transition ex-offenders to CDL holders. Conversations about workforce development grants, tax credits for hiring ex-offenders, and what would need to happen to cover ex-offenders with insurance were discussed.
- Hue Andrews asked for collaborative thoughts on Truck Parking Issues. The discussion resulted in a new committee being created within the IMTA Membership. This committee will be led by Hue Andrews.

Other Comments

- Barbara Smithers has asked the membership to comment on BMV IDEL Program. There was a lack of interest from our members.
- Kellie Walsh gave update on major construction projects around the state including the Sherman Minton Bridge and I-69 Finish Line project.
- Gary Langston mentioned that Indiana will receive funding for increasing I-70 and I-65 to 3-lanes, end-to-end, in both directions.
- Sherri Garner mentioned that the younger driver program will be implemented in 60 days and that it will be like the Military program.

Meeting adjourned at 3:25 PM.

Signed:

