



Board of Directors Meeting Minutes

Monday, October 31- 9:30 a.m.

Webex Virtual Meeting

Chair Larry Limp Presiding

Attendees: Hue Andrews, Matt Cavell, Terri Clay, Kevin Coley, Dan Cook, Calvin Cook, Klint Crawford, Wade Day, Jeff Davis, Tim Evans, Mark Haag, Robert Haag, Mark Hall, Kasey Igleheart, Chris Jagnow, Stephen Johnson, Garrett Knollman, Amy Lathrop, Larry Limp, Kris Maczollek, Eli McCormick, Edgar McGonigal, Todd Metzger, Jason Miller, Doug Molloy, Jacob Nichols, John Paugh, Ted Pappert, Don Reinhart, Branden Renner, Lance Riegle, Ryan Schilling, Casey Stump, Josh Shaffer, Kevin Sheddy, Greg Shipman, Scott Snively, Mont Switzer, Brett Terchila, Jessica Warnke, John Whittington **EMERITUS:** Philip Hammel **Guests:** Jim Purucker
Staff: Gary Langston, Sally Myers-Gerth, Barbara Smithers, Kellie Walsh

Chairman Larry Limp called meeting to order at 9:32 AM

Welcome/Call to Order/Introduction of Officers - Larry Limp, LNL Trucking

Secretary's Report - Jessica Warnke, Carter Express
Meeting Minutes from May 11, 2022 approved by BOD.

ATA Update - John Paugh/ Edgar McGonigal, Carter Express

The ATA MCE in San Diego was held Oct. 22-26th. An economist spoke to inflation and the reaction of central banks was worse in other countries, though the USA is still in a tough situation with a recession predicted and short and shallow growth returning later next year. Derek Leathers is the new ATRI chairman. They also made a 3% increase in ATRI dues for the next year. Pete Buttigieg also spoke to the economy and noted the vital contribution trucking plays in addressing infrastructure, parking, safety, driver shortage, and driver training issues. Dan Van Alstine was elected as the new Chairman and Wes Davis was added as an ATA Vice Chairman.

Robert Haag also recognized Cari Baylor as a presenter at ATA MCE.

Nomination Committee Report/Election of Officers - Eli McCormick, Bestway Express

Oct. 6th Nominating Committee met and made slate of candidates. Terri Clay was nominated from the floor along with previously agreed on slate of candidates for the 2022-2023 year. Slate of Candidates approved by BOD. Eli welcomes new BOD members including Steve Johnson as the new Treasurer and Brett Terchila as the new Secretary.

Treasurer's Report - Barbara Smithers, Indiana Motor Truck Association

Report captured YOY comparison Jan-Oct 2021 vs. Jan-(DRAFT) Oct. 2022. We are going to have a Year-Over-Year loss of about \$104K through October with a total \$180K loss by EOY due to not having enough income generating events for Q4. 214K in the bank, however we have 48K dollars of overdue accounts receivable. Membership dues are down partially based on new dues structure and partially on sluggish new member income. The Boxing Event was rescheduled for later in the year and was not well attended. There was also

additional lobbying expenses and trailer maintenance costs in 2022. IMTA is holding 195K in sponsorships for 2023. Treasurer's Report approved by BOD.

Allied Industry Update - Don Reinhart, Thermo King Midwest

2023 Officers are Doug Molloy Chair, Klint Crawford Vice Chair, and Brian McCoy Secretary/Treasurer. The Allied Industry has 8 net new members over 2021 with a net gain of \$5,560. Allied Member Sponsorship is trending back to pre-pandemic numbers, but we are still lower than we were. ELITE Recognition is open and available for 2023. The biggest fundraiser in 2022 was the new Allied Industry Mini-Golf Outing which raised about 13K in funds. Don Reinhart welcomed new Allied Chair Doug Molloy.

TIPAC Update - Lance Riegle, Marvin Johnson & Associates

Star Program income is \$42,550 which is \$32,450 short of the \$75,000 goal. Bike Run and Golf Events income were \$8,340 and \$72,750 respectively. This is a mid-term election year and Gary has contributed to 99 campaigns in that time which accounts for a \$25,000 increase in expenses year over year.

Future Leaders of Indiana Update - Matt Cavell, McGriff Insurance

There are 53 FU Members, up one from 2021. Six members are moving to Alumni Status after the FU Conference in Brown County next week. The officers are discussing plans for 2023 and are hoping to use the TIPAC Golf Outing and Dutch Treat as a base for the FU Conference. Net income for FU at about SK for the year. FU Officers will remain in their positions through 2022-2023 year. FU is actively looking for involvement on the motor carrier side.

SMC Update - Kellie Walsh, Indiana Motor Truck Association

SMC Membership is up by 8 members over 2021 with a current membership of 136. In 2022 there have been 41 Master Truck Driver Certifications, five scale visits, three webinars, and four in-person SMC Meetings. The biggest events in 2022 were the NATMI Training in January of 2022 which raised 14K in revenue; the SMC Awards Banquet brought in 14K, and the TDC raised 9K. There were 155 competitors in the 2022 TDTC.

Membership - Robert Haag, Perfect Transportation

Net Membership is up 7 members. A total of 206 IMTA Members; 199 Carrier Members and 207 Allied Members. Our net income is up \$4,730. About 120 carriers have been transitioned over for a net loss of income from current membership, but the likelihood of new carriers to take that lost income up is higher than in the old structure.

Association Activities - Gary Langston, IMTA

Welcomes Robert as new chairman, Steve as new Treasurer, and Brett as the new Secretary. Gary gave thanks to Larry for his service as Chairman. Jeff Stoops has retired from being the IMTA Treasurer. Jeff Stoops is interested in being an Emeritus member to the IMTA. Robert Haag supports this and makes a motion to approve him to the BOD. Jeff Stoops approved for Emeritus Status by BOD.

Possible Legislative Issues for 2023:

- Legislative Session Update; this will be a long session and a budget year for the state. Gary anticipates that INDOT will ask for more money and they often look to the Trucking Industry as a familiar resource. Gary will keep an eye on that.

- INDOR has called Gary about a meeting with House Transportation Committee on concerns for how to replace the significant loss of revenue due to the onslaught of electric vehicles. They are focused on vehicle miles traveled.
- BMV is closing branches in Indiana; prior to closing branches they changed their policy on the registration of vehicles which requires documentation to be sent to a central branch which can take weeks to be processed.
- We are challenging the Motor Carrier Fuel Use Tax Return which is no longer needed now that the special fuel(diesel) surcharge was added to the pump in 2017. 95% of the 4500 intrastate carriers who are still required to register must pay \$25, put a sticker on the vehicle and file quarterly reports even though they owe zero money to the state. We are working to remove this requirement.
- Gary received a call from the recreational vehicle industry in Indiana who is focused on lawsuit abuse. They attended a workshop/seminar on lawsuit abuse which reviewed the legislation passed in Texas during the 2021 session in TX. WE will meet with them to talk about coalition building for that issue.
- The Seat Belt Permissibility issue may surface again in 2023. The IMTA will support the efforts of a coalition if it is formed.
- Technology company Locomotion will be pursuing legislation in the state regarding platooning testing.
- INDOR through INDOT has become aggressive in their enforcement of overweight fines (either by gross weight or by axle). Civil penalties up to \$10K.

Other Business

- Jim Purucker spoke on the upcoming Indiana Elections and 2024 Governor's Race.
- IMTA Board of Directors & Holiday Open House will be held on December 14th at the Columbia Club. If anyone is interested in sponsoring, reach out to the IMTA.
- Robert Haag thanks Larry Limp for his leadership and participation on the IMTA Board of Directors as chairman.
- Jake Nichols is running for School Board, good luck!

Meeting adjourned at 10:59 AM



11/17/22