

2021 December Board Meeting Membership Report

2021 MEMBERSHIP GOAL

	Gains	Losses	Net Member
Projected Carrier	30	-11	19
Projected Allied	23	-10	13
Net Members	53	-21	32
Net increase in income			\$25,739

2021 MEMBERSHIP ACTUAL

	Gains	Losses	Net Members
Projected Carrier	24	-14	10
Projected Allied	21	-8	13
Net Members	45	-22	23
Net increase in income			\$20,625

NOTABLE 2021 CANCELATIONS

Company	Member Type	Dues	Member Since	Reason
Ormsby Trucking	Carrier	\$3,605	2016	Sold business
National Petroleum Trucking	Carrier	\$1,450	2016	Moved fleet operations OOS
Marathon Petroleum	Carrier	\$1,000	1986	Restructured fleet ops.
Dodd Saw Mill	Carrier	\$ 590	1973	Closed – lack of steady employees

ACTIVE CARRIER PROSPECTS = \$14,600 In Annual Dues

Company	Member Type	Estimated Annual Dues
Bulkmatic	Carrier	\$4,300
Wabash Trucking	Carrier	\$500
Niemeyer Milk Transport	Carrier	\$800
Horizon Transportation	Drive/Tow Away	\$8,000
P&S Transport	Carrier	\$1,000

2022 MEMBERSHIP GOAL

	Gains	Losses	Net Member
Projected Carrier	24	-11	13
Projected Allied	34	-10	24
Net Members	58	-21	37
Net increase in income			\$33,048

TO ATTAIN THE MEMBERSHIP GOAL THE FOLLOWING INITIATIVES ARE PLANNED

- SMC, FLI and Allied work together to host IMTA regional prospecting events
- Invite prospects to attend SMC Scale Visits and Meetings as member benefits preview
- Outreach to a minimum of fifteen current and prospective members to retain and grow membership
- Actively engage Membership Committee to bolster member growth and retention