



## Executive Committee Meeting Agenda

Wednesday, December 17, 2025, 11:00 a.m.

Columbia Club 121 Monument Circle Indy, IN 46204

Stardust Ballroom (floor 10)

Chair Brett Terchila Presiding

- |    |   |                              |
|----|---|------------------------------|
| 1) | Call to Order   | Brett Terchila               |
|    | <ul style="list-style-type: none"><li>• Officer Introductions</li><li>• EC Self Introductions</li></ul> |                              |
| 2) | 2025 Treasurer's Report <b>(vote)</b>   | Steve Johnson                |
| 3) | 2026 Budget <b>(vote)</b>   | Steve Johnson                |
| 4) | IMTA Activities   | Gary Langston / Jim Purucker |
| 5) | Presidential Performance Review   | Jessica Warnke               |
| 6) | Other business from the floor   | Open                         |

*\*Lunch at 12:00 pm in Stardust Foyer (10<sup>th</sup> Floor) (EC and BOD)*



## Board of Directors Meeting Agenda

Wednesday, December 17, 2025, 1:30 p.m.

Columbia Club 121 Monument Circle Indy, IN 46204

Stardust Ballroom (floor 10)

Chair Brett Terchila Presiding

- |  |                              |
|--|------------------------------|
| 1) Call to Order   | Brett Terchila               |
| a) Officer Introductions                                     |                              |
| b) BOD Self Introductions                                    |                              |
| 2) Secretary's Report ( <i>on website – requires vote</i> )  | Kalvin Cook                  |
| 3) Board of Directors Vote - Emeritus – <b>Requires Vote</b> | Brett Terchila               |
| 4) ATA Report  | Edgar McGonigal              |
| 5) Committee & Council Reports                               |                              |
| a) 2025 Treasurer's Report ( <i>requires vote</i> )          | Steve Johnson                |
| b) 2026 Budget ( <i>requires vote</i> )                      | Steve Johnson                |
| c) Presidential Performance Review                           | Jessica Warnke               |
| d) TIPAC   | Lance Riegler/Eli McCormick  |
| e) Future Leaders of Indiana                                 | Ted Pappert                  |
| f) Safety & Maintenance                                      | Erin Merril-Macy             |
| g) Allied Industry   | Beckey Schwertfeger          |
| h) Membership  | Brett Terchila/Josh Shaffer  |
| i) IMTA Activities   | Gary Langston/Jennifer Piatt |
| j) 2026 Legislative Session Preview                          | Gary Langston / Jim Purucker |
| k) Other business from the floor                             | Open                         |

\*Holiday Party 4-6pm in Crystal Terrace (3<sup>rd</sup> floor) (all membership)

## ATA Report – 12/2025

Submitted by Edgar R. McGonigal

I attended the ATA MCE in San Diego, CA held October 25-28. The Executive Committee and Board of Directors met on Tuesday, October 28. Highlights are as follows:

The Executive Committee was chaired by Andrew Boyle and included the various reports as follows:

Management Committee – Dennis Dellinger

Strategic Priorities – Greg Hodgen

Revenue Committee - John A. Smith (motion was made to not increase dues for 2026)

ATRI – Derek Leathers

Dan Horvath, ATA COO, gave a report on ATA operations, including their reductions in staff and expenses

Locations were announced for future MCE meetings to be held in

2026 – Charlotte, NC

2027 – Tampa, FL

2028 – Phoenix, AZ

2029 – Indianapolis, IN

The Board of Directors meeting was chaired by Dennis Dellinger and included the following reports:

Executive Committee – Andrew Boyle

Treasurers Report – John Smith

The Nominating Committee report was voted on and approved. Elected for the ensuing year were:

Greg Hodgen	Chair
Derek Leathers	First Vice Chair
Randy Clifford	Second Vice Chair
Greg Troian	Vice Chair
John M. Smith	Secretary
Harold Somerford Jr.	Treasurer

In addition, a number of Vice Presidents at Large were elected to the Board of Directors including IMTA members, Robert Haag and Eli McCormick.

Ed Gilroy gave a Legislative Update and various policy committee reports were given.

Dennis Dellinger gave a farewell address as the outgoing Chairman and Chris Spear gave an update on ATA activities.

The closing banquet on Tuesday night followed last year's new format, replacing the sit-down dinner with a more extensive reception that allowed for better networking.

The next MYMS will be held at the Diplomat in Hollywood, FL, May 16-19, 2026 and the next ATA MCE will be held in Charlotte, October 17-20, 2026.

TREASURER'S REPORT  
INDIANA MOTOR TRUCK ASSOCIATION, INC.  
November 30, 2025

PROFIT & LOSS (ALL ACCOUNT CODES)					
P&L	Jan - Nov, 2025		Jan - Nov, 2024		Difference
INCOME	\$ 893,515.86		\$1,070,422.81		(\$176,906.95)
EXPENSE	\$898,908.56		\$938,573.24		(\$39,664.68)
NET INCOME	(\$5,392.70)		\$131,849.57		(\$137,242.27)
PROFIT & LOSS (WITHOUT CONVENTION OR VISIONARY GUILD INCOME)					
P&L	Jan - Nov, 2025		Jan - Nov, 2024		Difference
INCOME	\$ 692,005.82		\$708,653.44		(\$16,647.62)
EXPENSE	\$ 787,445.92		\$811,556.83		(\$24,110.91)
NET INCOME	(\$95,440.10)		(\$102,903.39)		\$7,463.29
BALANCE SHEET					
Balance Sheet	Jan - Nov, 2025		Jan - Nov, 2024		Difference
TOTAL ASSETS	\$312,406.78		\$367,092.89		(\$54,686.11)
TOTAL LIABILITIES	\$141,138.70		\$140,481.27		\$657.43
TOTAL EQUITY	\$171,268.08		\$226,611.62		(\$55,343.54)

**Profit & Loss Prior Year Comparison**

- Total Income is down by \$176K compared to this time last year.
- Total Expense is down by \$39K compared to this time last year.
- Total Net income is down by \$137K compared to last year.

**Profit & Loss Prior Year Comparison (WITHOUT CONVENTION OR VISIONARY GUILD)**

- Total Income of \$692,005.82 is down by \$16,647.62 compared to this time last year.
  - We did not receive any grant money in 2025; in 2024 we had \$30K in grants
  - This is our first year in the new dues structure. With not having a Membership Sales director and the economy being down, we have not seen many join the association, but we hope all of that will change in better economic times.
  - We also changed our pricing for the Spring Summit this year which shows a loss of income of \$11K, but we also have \$18K less in expenses for this year's event.
- Total Expense of \$787,445.92 is down by \$24,110.91 compared to this time last year.
- Net income total (\$95,440.10) as of Nov 30<sup>th</sup>. We are UP \$7,463.29 compared to last year.

**Balance Sheet**

- Total Assets amount is \$312,406.78 which is down \$54,686.11 compared to the same timeframe last year.
- Our Total Liabilities amount is \$141,138.70 which is up \$657.43 compared to this time last year.

Our Total Equity is \$171,268.08 which is \$55,343.54 less than last year.

# TIPAC Report

(January 1, 2025 – December 15, 2025)

<b>CASH IN BANK</b>		
Beginning (bank account) Balance 1.1.2025		\$ 33,766.48
YTD Income		\$ 104,330.00
<b>TOTAL INCOME</b>		<b>\$ 138,096.48</b>
Expenses		\$99,704.68
<b>CURRENT BALANCE (in bank account)</b>		<b>\$ 38,391.80</b>

<b>INCOME DETAILS</b>		
YTD 2025 - Income		
<u>Description</u>	<u># of Contributors</u>	<u>Total</u>
1 Star - \$250	6	\$ 1,500
2 Star - \$500	5	\$ 2,500
3 Star - \$1000	6	\$ 6,000
4 Star - \$2000	0	\$ 0
5 Star - \$2500	9	\$ 22,500
Other contributions		\$ 16,500
Motorcycle Ride		\$ 5,280
Boat Ride		\$ 3,500
Golf Outing		\$ 56,550
	<b>TOTAL</b>	<b>\$ 104,330</b>

**Noteworthy items:**

**Direct STAR Program info only:**

<b>Year</b>	<b>Goal</b>	<b>Collected</b>
2016	\$60,000	\$63,700
2017	\$65,000	\$65,620
2018	\$75,000	\$61,500
2019	\$75,000	\$72,900
2020	\$75,000	\$62,450
2021	\$75,000	\$58,100
2022	\$75,000	\$67,850
2023	\$75,000	\$64,250
2024	\$75,000	\$40,250
2025	\$75,000	\$32,500



Future leaders of Indiana  
Convention BOD Meeting Update  
12/17/25

- Engage member companies to compete against each other

### **2025 FLI Goals**

- Grow FLI by 10 New Members - Achieved
- 4 Educational Events with Networking after
  - Pacers Game – Hosted in January
  - Call on Indiana in March – Hosted in March 2025
  - 2 - TBD
  - WWA – Wreath Placing – December 14<sup>th</sup>.
- 2 Webinar Lunch and Learn
  - 1 have been hosted to date
- FLI Conference in Summer
  - Anderson Country Club – Thursday, August 27, 2025 (Scheduled)

### **2026 FLI Goals**

- Raising FLI Dues to \$150
  - This will include conference cost
- 5 Networking Events
  - 2/21 – Pins Mechanical
  - 3/12 – Pacers Game
  - 5/21 – Top Golf
  - 8/19 - Indians Game
  - Q4 – TBD
- Conference
  - August 20<sup>th</sup> – Downtown Indy
- 4 Educational Webinars
  - Dates TBD
- WWA
  - Goal of 1,500 Wreaths
  - Selling at TIPAC Golf Outing August 27<sup>th</sup>

**SAFETY AND MAINTENANCE COUNCIL  
BOD Report 12.17.25**

**Membership**

- 133 Members

**Income and Expenses**

- Income - \$166,096
- Expenses - \$136,497.14
- Net - \$29,598.86

**Master Truck Drivers Certified**

- 52 YTD

**SMC Events (2025 YTD)**

- Scale Visits – 4 Held, 49 attendees between them
- SMC Lunch and Learn Webinars – 2 Held, 65 registered attendees
- NAMTI Virtual – 8 attendees
- SMC Awards Banquet – 223 attendees
- SMC Conference/Spring Summit – 122 attendees (sold out)
- TDC – 183 Drivers Register and xx Technicians
- SMC – Work Comp Training – 15 attendees
- Dump Truck Summit – 84 attendees
- SMC – FMCSR Compliance and Maintenance Programs – 25 attendees
- SMC – Safety is No Accident – 21 attendees
- DOT Trainings
  - Indy – 16 attendees
  - Goshen – 28 attendees

**2026 FOCUS**

- Team to analyze Driver of the Month Process and Professional Awards
- Committee has met and came up with new scoring process

**2025 Safety and Maintenance Council Goals**

- Grow Membership by 20 New Members
  - 3 New Members currently
- 4 Scale Visits, 1 a quarter
  - Scheduled
- 4 In-Person Meetings around Indiana
  - Done
- 10 SMC Lunch and Learn Webinars
  - 2 so far
- NATMI SCC/CSD Course scheduled week of January 27<sup>th</sup> – 31<sup>st</sup>
  - Done.
- 2 - DOT Seminar training from MJ&A
  - Done
- 2 – Additional Trainings
  - None yet scheduled.

**SAFETY AND MAINTENANCE COUNCIL  
BOD Report 12.17.25**

**2026 Safety and Maintenance Council Goals**

- Grow Membership by 20 New Members
- 4 Scale Visits, 1 a quarter
- 4 In-Person Meetings around Indiana
- 4 SMC Lunch and Learn Webinars
- NATMI SCC/CSD Course
- 2 - DOT Seminar training from MJ&A
- 2 – Additional Trainings

## **BOD Meeting**

December 17, 2025

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### **Allied Membership Update YTD – 12/15/2024**

- **188 Allied Membership Update – Total Allied Dues - \$141,000**
  - Loss of 9 - -\$6,750
  - New 17
  - Canceled 26
  
- **IMTA Boxing Fundraiser**
  - February 5<sup>th</sup> – Let's sell out of tables!
  
- **NEW IDEAS**
  - ELITE Recognition Program – closes 1/16/2026
  - IMTA Spring Fundraiser, looking for a new location and event
    - Spring BOD Meeting will be in conjunction with it
  - Sponsorship program for webinars
  - Hosting SMC or FLI Events at your location
  - Have two Allied Industry Meetings
    - 2<sup>nd</sup> Qtr. 2026 – After Transportation Summit or during a breakout session
    - 3<sup>rd</sup> Qtr. 2026 – Convention



Future leaders of Indiana  
Convention BOD Meeting Update  
12/17/25

### **FLI Membership**

- 72 Members
  - 57 Current Members
  - 15 Alumni

### **FLI Income and Expenses to Date**

- FLI Income: \$ 10,355
- FLI Expenses: \$5,253.18
- FLI Net Profit: \$5,101.82

### **Professional Development and Pacers Game**

- January 14<sup>th</sup>
- The Unlikely CFO – David Guess
- Attendees - 25

### **Call on Indiana**

- March 17<sup>th</sup>
- Attendees - 13

### **Lunch and Learn**

- March 27<sup>th</sup>
- Independent Contractors in Trucking: Understanding Risks, Rules and Best Practices Regarding (Mis)Classification
- Attendees - 23

### **FLI Council Meeting and Tin Caps Game – Cancelled (Low Registration)**

- July 24<sup>th</sup>
- CRST – Location

### **2025 FLI Conference**

- August 27<sup>th</sup>
- Attendees – 27
- Brainstorming Session – Improving FLI 2026
  - Mixing Education and Networking
  - All Inclusive Pricing

### **WAA**

- Goal – 2,000 Wreaths
- Sold – 1,230 – Top State Trucking Association for 3<sup>rd</sup> year
- Golf Outing Hole
  - Sold 311 Wreaths

# 2025 December Board Meeting Membership Report

## Brett Terchila and Josh Shaffer Membership Committee Chairs

### 2025 MEMBERSHIP GOAL

	Gains	Losses	Net Member
Projected Carrier	25	15	10
Projected Allied	30	15	15
Net Members	55	30	25
Net increase in income			\$15,000

### 2022 MEMBERSHIP ACTUAL – 12/15/2025

	Gains	Losses	Net Member
Carriers	18	-24	-6
Allied	17	-26	-9
Net Members	35	-50	-15
Net increase in Income			-\$24,594

### NOTABLE 2022 CANCELATIONS

Company	Member Type	Dues	Member Since	Reason
Atlas Van Lines	Carrier	\$8,300	1973	Funds
Extra Transportation	Carrier	\$2,830	2019	Funds
KLLM	Carrier	\$2,060	2019	Funds
AAA Cooper Transportation	Carrier	\$1,854	2013	Went out of business
Baylor Trucking	Carrier	\$5,589	1975	Consolidated under Werner
<b>Total</b>		<b>-\$20,633</b>		

### 2026 MEMBERSHIP GOAL

	Gains	Losses	New Member
Projected Carrier	20	-20	0
Projected Allied	20	-20	0
Net Members	40	-40	0
Net Increase in Income			\$0

### TO ATTAIN THE MEMBERSHIP GOAL THE FOLLOWING INITIATIVES ARE PLANNED

- SMC, FLI and Allied work together to host IMTA regional prospecting events.
  - Host Affiliate and Allied Officer Strategic Planning Meeting
- Continue to engage the Dump Truck Industry
- Retention – Provide specific information to Carriers on the benefits of the association they are using
- Invite prospects to attend SMC scale visits and meetings as membership benefits preview.
- Weekly 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.