



BOARD OF DIRECTORS MEETING

December 18, 2019

Columbia Club

Indianapolis, IN

Attendees: Hue Andrews, Steve Bassett, Calvin Cook, Lawrence Cook, Dan Cook, Jeff Davis, Greg Eddy, Dan Frieden, Sherri Garner, George Gerth, Robert Haag, Mark Haag, Mark Hall, Philip Hammel, Rob Hedges, Paul Hrbek, Steve Johnson, Garrett Knollman, Marc Lee, Larry Limp, Kris MacZollek, Eli McCormick, Pat McCormick, Brian McCoy, Mike Metzger, Jim Milstone, Jacob Nichols, John Paugh, Jennifer Piatt, Don Reinhart, Branden Renner, Jeremy Reymer, Lance Riegle, Ryan Schilling, Shannon Schlotter, Josh Shaffer, Kevin Sheddy, Greg Shipman, Steve Smith, Jeff Stoops, Casey Stump, Phillip Stump, Mont Switzer, Krista Toenjes, Jessica Warnke, John Whittington, Shorty Whittington, **IMTA Staff:** Gary Langston, Barbara Hunt, Kellie Walsh, and Sally Myers. **Additional attendees:** Jim Purucker, Bart Geisler

Chairman Eli McCormick called meeting to order at 12:11 PM.

Secretary Report – Casey Stump

Meeting Minutes from November 16, 2019 final draft approved by BOD.

ATA Report – John Paugh

No ATA activity since November 16, 2019. The focus for ATA remains on Tort Reform and United-States-Mexico-Canada-Agreement (USMCA); a vote will happen after first of the year on USMCA.

Treasurer’s Report – Jeff Stoops

Report captured YOY comparison Jan-Nov. 2018 vs. 2019 showed a profit year over year. The Budget for 2020 was proposed. Key factors in the 2020 budget included an increase in income based on more members and an Indiana based convention. Report and budget approved by BOD.

Presidential Performance Review Report – Dan Frieden

Association is in good standing & all in Presidential Review Committee are pleased with Gary & IMTA staff.

TIPAC Report – Dan Frieden

TIPAC had fewer STAR contributions. The new Voluntary Contribution on dues invoices earned greater than \$10K. Golf was the largest fundraiser of the year.

Allied Industry Report – Krista Toenjes

Focus of Allied Industry in 2020 is to engage new and disengaged members to attend events. Monthly phone calls with FLI & SMC leadership are scheduled.

Future Leaders of Indiana – Garrett Knollman

FLI has added a leadership development portion to the FLI program to increase value and return on investment for FLI members and their companies. FLI hopes to partner with the Save-A-Life-Tour and License Plate Sales to be more involved in the association. The goal for 2020 is to grow membership.

Safety & Maintenance Council – George Gerth

SMC has confirmed their schedule for 2020 meetings and scale visits. In 2019 the SMC hosted meetings across the state and saw an increased attendance. The goal of the SMC is to keep increasing that attendance. 2019’s Truck Driving & Technician Championships were great; looking forward to another great year.

Membership Report – Kellie Walsh, Larry Limp, Eli McCormick

Net Membership: +4

Goal for Membership in 2020 is to grow the association by 50 carriers. Kellie is looking to schedule prospecting visits with existing members in 2020 and to grow the membership committee.

Pilot program of new dues structure has earned IMTA 12 new carrier members, netting \$13,000 in dues income for 2019. Eli asked for a Motion to continue the pilot program for one year and make updates to the program as needed with a report to be made at the Board Meeting in June of 2020; after some discussion this was approved. Discussion focused on transitioning existing members, how to retain their investment in the IMTA when their dues change, & when/how we express that there is a pilot program for new members to existing members not on the IMTA Board. Kellie will provide an update on the Pilot Program at the next BOD meeting for further discussion.

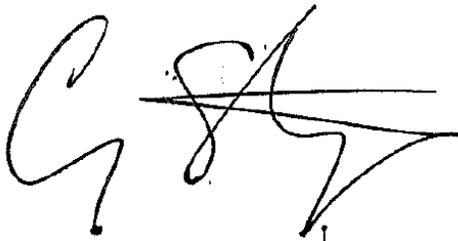
Association Activities - Gary Langston/Jim Purucker

- Legislative – IMTA will focus on Camera Legislation and a bill for hands-free communications. The Seat Belt Gag Rule is not an IMTA focus currently. In support of ATA's focus the IMTA requests that when members talk to legislators, they educate them on the effect Trial Lawyers have had on trucking including insurance rates and nuclear lawsuits. A goal of 2020 is to increase our Grassroots programs via The Soft Edge grassroots advocacy software and with more one-on-one contact between IMTA members and their congresspeople & representatives.
- Fundraising – Gary thanked all TIPAC supporters; every bit helps. Gary also gave an update on the License Plate; an estimated 750 plates were sold (a new record for one year). Thank you to all who have supported the license plate and to channel 13 for partnering with us on the initiative.
- General
 - Thank you to Jessica Paugh-Warnke for her work on redesigning the FLI Council guidelines.

Member Comments to be Noted – Various

- Shorty Whittington – Thank you to all who helped with the National Tank Truck Committee & Future Farmers of America event. This event opens the Trucking Industry Door to many young, intelligent people. Special thanks to Barbara Hunt for her help and to Marvin Johnson & Associates, Inc. for the use of their simulator. Steve Johnson responded by thanking Shorty for introducing the IMTA to the FFA for the good quality of people for recruitment into the industry.
- Gary Langston – Senator Braun is a strong supporter of infrastructure development. Robert Haag is on an informal committee about that; congratulations and thank you.
- Hue Andrews – A reminder was issued that the 2020 convention will be held in Indianapolis. He asks the BOD to reach out to corporate contacts, friends, and neighbors for good speakers.
- Board of Directors – All members introduced themselves and their company goals for 2020.

Meeting called to close at 3:04 PM.

A handwritten signature in black ink, appearing to be 'G. Langston', written over a horizontal line.

Signed: