



BOARD OF DIRECTORS MEETING

December 13, 2017
Columbia Club, Floor 10
121 Monument Circle
Indianapolis, IN 46204

Attendees (sign-in sheet) Maro Allen, Tim Almack, Hue Andrews, Sherri Garner Brumbaugh, Dan Cook, Calvin Cook, Lawrence Cook, D. Wade Day, Ray Drake, David Eaton, Dan Frieden, Kenny Gillum, John Guyer, II, Mark Haag, Robert Haag, Philip Hammel, Paul Hrbek, Amy Lathrop, Larry Limp, Kris Maczollek, Eli McCormick, Pat McCormick, Mike Metzger, Jacob Nichols, Branden Renner, Jeremy Reymer, Lance Riegler, Shannon Schlotter, Josh Shaffer, Kevin Sheddy, Greg Shipman, Cherie Smith, Jeff Stoops, Casey Stump, Phil Stump, Montford Switzer, Brett Terchila, John Whittington, Shorty Whittington **IMTA Staff:** Barbara Hunt, Gary Langston, Sally Myers. **Guest:** Bob Costello.

Chairman Phil Hammel called meeting to order at 1:06 PM.

Guest Speaker & ATA Report Presented by Bob Costello, ATA Chief Economist

A presentation on Economics and a Trucking Industry Update was made by Bob Costello of ATA. The following were comments/questions that sprang from his presentation:

- What will autonomous trucks do to the economy/trucking as a whole? Answer: Truck drivers will still be in the cab of a truck to take over during emergencies. May or may not make truck driving more attractive.
- What percentage of Trucks are ready for ELDs? Answer: Survey's show 75% of fleets being ready; unsure of how many trucks that is.
- General driver shortage question and what will the impact be? Answer: Perhaps fewer products on store shelves? Costello recommended a more broad solution to the entire supply chain. Also made note that at 18 years old a person can join the military or fly a plane, why can they not drive a truck?
- Greg Shipman of Vertical Alliance Group asked about an apprentice program for high schoolers. Costello asked for Sherri Garner Brumbaugh of Garner Transportation, Inc. to answer and she said: It is slow, but coming along.
- Mark Haag of Perfect Transportation asked if the solution to the driver shortage/economic issues of the trucking industry could be solved with immigration reform. He notes that there are lots of Eastern European and Indian trucking companies in Canada. Answer: Bob agreed saying that the best way to grow our economy is to grow our population.

Secretary Report Presented by Secretary Larry Limp, LNL Trucking, Inc.

Meeting minutes were approved and posted as a draft on the website. No corrections need to be made. Motion carried to post as final.

Finance Report Presented by Treasurer Jeff Stoops, Stoops Buick GMC

The Finance Committee met earlier this morning and reviewed the budget line by line. Income increases are expected for Dues, Safety First, and Convention with a total budgeted income of \$1,116,086. Expense increases for 2018 include Safety First and Convention with a budget netting in a profit of \$2,500. The 2017 budget was greatly improved by a \$100,000 donation from an anonymous member. Motion to accept Finance Report was passed.

Treasurer's Report Presented by Treasurer Jeff Stoops, Stoops Buick GMC

We had a \$32,000 reduction of income. Part of this loss is covered in convention income and expenses that are not finalized at this time. The balance sheet for the IMTA is steady. Motion to accept Treasurer's Report was passed.

Presidential Performance Review Presented by Dan Frieden, Venture Logistics

Presidential Performance Review Committee met in November. They reviewed lots of activity by Gary Langston, specifically his influence on bills in the Statehouse. The 2018 focus for the Indiana Motor Truck Association will be membership especially during a transitioning period for the staff.

TIPAC Report Presented by Dan Frieden, Venture Logistics

The TIPAC goal of \$65,000 was exceeded by \$620 this year from direct contributions. We will raise our goal in 2018 for TIPAC contributions. A formal thank you was given to Larry Limp of LNL Trucking, Inc., for his leadership in fundraising the Direct Contributions to TIPAC. A formal thank you was also given to Lance Riegle of Marvin Johnson & Associates, Inc. for his role as Chairman of the McCormick/Baylor Motorcycle Ride and Chairman of the TIPAC Golf Outing. New TIPAC events will surface in 2018.

Allied Industry Report Presented by Jacob Nichols, Palmer Trucks/Kenworth

Allied Membership and participation has dwindled over 2017. Allied Chairman Nichols' plan for 2018 is to sell Allied Industry leaders on the value of networking at the IMTA. Nichols plans to have a secondary networking event (in addition to the Boxing Night) in 2018, perhaps in May.

Future Leaders of Indiana (FLI) Report Presented by Calvin Cook, Online Transport

FLI has a membership of 64 people, which is up 16 over this same time last year. The newest officer of the FLI Group is Secretary Garrett Knollman of Transmark Logistics, Inc.

Legislative Preview & Association Activities Presented by Gary Langston, Indiana Motor Truck Association

- Two members recently left the IMTA due to the association's support of ELDs. They left believing that we do not support small carriers. Langston reiterated that the IMTA supports all of the association's members, but most importantly the good of the trucking industry overall.
- 2018 Will be Short Session at the Statehouse which means nothing with an impact of more than \$50,000 will be considered. The plan is to continue talking about the Wheel Tax with an understanding that no real ground will be made until a longer session during a budget year (2019).
- Robert Haag and Gary Langston have been meeting with Representative Ed Soliday and IMTA Member Company Peloton Technologies, Inc. on a taskforce regarding Autonomous Vehicles. The primary focus is on platooning technology, meaning there will still be a driver in the vehicle. The main issue to Platooning in Indiana is the current 300 ft. following distance rule.
- Jim Purucker of John Frick & Associates has been working with Gary on IRP Fees.
- IMTA has a meeting in the Governor's office on Wednesday December 20th, 2017 regarding Tolling and the Op/Ed that Gary and Jim Purucker released recently about it. The IMTA position is anti-tolling, especially on existing infrastructure. Gary urged Connexus members to put feelers out to that organization regarding their viewpoints on tolling as a united front might be the best bet for beating tolling in Indiana.
 - Maro Allen: Who do we need to direct our comments on tolling toward? Answer: Governor Eric Holcomb. According to the language in HB 1002, the Governor and the Budget Committee are the ones who are making all tolling/infrastructure funding decisions.
 - Shorty Whittington gave this advice: It is important that if you are near the governor (at an event, meeting, etc.), that you be vocal and direct about being Anti-Tolling.
 - Maro Allen & Mike Metzger made comments to the effect of: Tolling roads only diverts traffic away from tolled roads causing more congestion elsewhere and not funding structural improvement.

- Barb Hunt made a comment about media attention ramping up for toll road issues. If you are interested in being vocal to the media, please let Barb Hunt know.
- Gary thanked TIPAC leadership and John Whittington for their support and collaboration to have TIPAC funded for 2017.
- Let it be known that the IMTA is moving quickly to fill the Safety & Membership position.

Phil Hammel then Opened the Floor for Other Items:

- Jeff Stoops reminded board of an event on Dec. 14th being held by the National Transportation Center. He encouraged all IMTA member companies to attend.
- Dan Frieden added that Gary has attended 108 fundraisers with TIPAC in 2017.
- Amy Lathrop of Perfect Pallets | Perfect Transportation thanked all who attended convention this year.

Gary Langston then presented Phil Stump of AG Trucking, Inc. the first Emeritus Status Award for an IMTA board member. In the IMTA Bylaws see section 7.12 Vice President at Large - Emeritus for more information on the Emeritus Status of a member. The second Emeritus Status Member will be Doug Williams who was not in attendance today.

Meeting concluded at 3:18 PM.

Respectfully submitted,



Recoverable Signature

X

Robert F. Haag
Indiana Motor Truck Association Secretary
Signed by: Robert Haag