



## **Board of Directors Meeting Agenda**

Tuesday, December 17, 2024, 1:30 p.m.

Columbia Club 121 Monument Circle Indy, IN 46204

Stardust Ballroom (floor 10)

Chair Jessica Warnke Presiding

- |   |                              |
|---|------------------------------|
| 1) Call to Order  | Jessica Warnke               |
| a) Officer Introductions                                    |                              |
| b) BOD Self Introductions                                   |                              |
| 2) Secretary's Report ( <i>on website – requires vote</i> ) | Jessica Pappert              |
| 3) ATA Report   | Edgar McGonigal              |
| 4) Committee & Council Reports                              |                              |
| a) 2024 Treasurer's Report ( <i>requires vote</i> )         | Steve Johnson                |
| b) 2025 Budget ( <i>requires vote</i> )                     | Steve Johnson                |
| c) Presidential Performance Review                          | Robert Haag                  |
| d) TIPAC  | Lance Riegle/Eli McCormick   |
| e) Future Leaders of Indiana                                | Jordan Barnes                |
| f) Safety & Maintenance                                     | April Bassett                |
| g) Allied Industry  | Brian McCoy                  |
| h) Membership   | Jessica Warnke               |
| i) IMTA Activities  | Gary Langston/Jennifer Piatt |
| a. Convention Locations ( <i>requires vote</i> )            |                              |
| b. Dues – Carrier and Allied ( <i>requires vote</i> )       |                              |
| c. WC Safety Group ( <i>requires vote</i> )                 |                              |
| j) 2025 Legislative Session Preview                         | Gary Langston / Jim Purucker |
| k) Other business from the floor                            | Open                         |
| 5) Transitioning into 2025 w/Braun administration           | Jim Purucker                 |
| 6) General Economic Update and Industry Insights            | Jess Mullins                 |

\*Holiday Party 4-7pm in Crystal Terrace (3<sup>rd</sup> floor) (all membership)

## **ATA Report** – 12/2024

Submitted by Edgar R. McGonigal

I attended the ATA MCE in Nashville, TN held October 12-15. The Executive Committee and Board of Directors met on Tuesday, October 15. Highlights are as follows:

The Executive Committee included the financial reports and a 2% increase in dues was approved for 2025.

The Board of Directors meeting included the financial report and the various committee reports which I have available if anyone is interested in receiving. The committee reports included the Nominating Committee report which was voted on and approved. Elected for the ensuing year were:

Dennis Dellinger	Chair
Greg Hodgen	First Vice Chair
Derek Leathers	Second Vice Chair
Randy Clifford	Vice Chair
John M. Smith	Secretary
John A. Smith	Treasurer

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

Greg Owen was selected to be the new chairman of the Trucking Cares Foundation, succeeding Phil Byrd who has served as chairman since the founding of TCF.

The closing banquet on Tuesday night took on a new format. Instead of a sit-down dinner, there was a more extensive reception that allowed for more networking.

The next MYMS will be held in Scottsdale, May 3-7, 2025, and the next ATA MCE will be held in San Diego, October 25-28, 2025

TREASURER'S REPORT  
INDIANA MOTOR TRUCK ASSOCIATION, INC.  
November 30, 2024

PROFIT & LOSS (ALL ACCOUNT CODES)					
P&L	Jan - Nov, 2024		Jan - Nov, 2023		Difference
INCOME	\$ 1,073,422.81		\$ 1,111,176.00		(\$ 37,753.19)
EXPENSE	\$ 938,573.24		\$ 1,044,430.97		(\$ 105,857.73)
NET INCOME	\$ 134,849.57		\$ 66,745.03		\$ 68,104.54
PROFIT & LOSS (WITHOUT CONVENTION)					
P&L	Jan - Nov, 2024		Jan - Nov, 2023		Difference
INCOME	\$881,653.44		\$828,995.86		\$52,657.58
EXPENSE	\$811,556.83		\$896,426.48		(\$84,869.65)
NET INCOME	\$70,096.61		(\$67,430.62)		\$137,527.23
PROFIT & LOSS (WITHOUT CONVENTION OR VISIONARY GUILD)					
P&L	Jan - Nov, 2024		Jan - Nov, 2023		Difference
INCOME	\$741,653.44		\$828,995.86		(\$87,342.42)
EXPENSE	\$811,556.83		\$896,426.48		(\$84,869.65)
NET INCOME	(\$69,903.39)		(\$67,430.62)		(\$2,472.77)
BALANCE SHEET					
Balance Sheet	Jan - Nov, 2024		Jan - Nov, 2023		Difference
TOTAL ASSETS	\$370,092.89		\$315,655.89		\$54,437.00
TOTAL LIABILITIES	\$140,481.27		\$149,907.63		(\$ 9,426.36)
TOTAL EQUITY	\$229,611.62		\$165,748.26		\$63,863.36

#### Profit & Loss Prior Year Comparison

- Total Income is down by \$37K compared to this time last year.
- Total Expense is down by \$106K compared to this time last year.
- Total Net income is up by \$68,104 compared to last year.

#### Profit & Loss Prior Year Comparison (WITHOUT CONVENTION)

- Total Income of \$881,653.44 is up by \$52,657.58 compared to this time last year.
  - Dues Income is down \$32K due to Pilot Program finalization & slow new member numbers
  - ALL Event Income is down about \$45K between Sponsorships and Registration
  - Visionary Guild Contributions to the IMTA Operating Account were made for \$140,000
    - See P&L Without Convention or VG for those figures (Orange Box above)
- Total Expense of \$811,556.83 is down by \$84,869.65 compared to this time last year.
  - Salaries, Insurance, Payroll Taxes, and Recruiter fees are down 52K due to an open staff position which was filled as a Part-Time position
  - 30K of Convention Expenses were paid in December and are not reflected in 2024 expenses in November.
- Net income total \$70, 096.61 as of November 30<sup>th</sup>. We are up \$137,527.23 compared to last year

#### Balance Sheet

- Total Assets amount is \$370,0092.89 which is up \$54,437.00 compared to this time last year.
- Our Total Liabilities amount is \$140,481.27 which is down \$9,426.36 compared to this time last year.

Our Total Equity is \$229,611.62 which is \$63,863.36 more than last year.

**2024 Estimated End of Year and 2025 Budget  
Indiana Motor Truck Association**

12/13/2024 10:33 AM

Income			Expense			Net	
Account Code	Estimated 2024 EOY	2025 Budget	Account Code	Estimated 2024 EOY	2025 Budget	Estimated 2024 EOY Net	2025 Budgeted Net
<b>PAIRED INCOME/EXPENSE</b>							
4040 - Seminars & Workshops	\$19,645.00	\$25,000.00	6140 - Seminars and Workshops (Total)	\$208.98	\$3,000.00	\$19,436.02	\$22,000.00
4051 - IMTA Trailer	\$0.00	\$35,000.00	6311 - IMTA Trailer Exp	\$0.00	\$6,000.00	\$0.00	\$29,000.00
4060 - Safety First (Total)	\$154,805.00	\$162,000.00	6320 - Safety First-Expenses (Total)	\$148,387.25	\$149,600.00	\$6,417.75	\$12,400.00
4070 - Convention (Total)	\$192,311.04	\$205,000.00	6100 - Convention-Expenses (Total)	\$165,610.91	\$158,150.00	\$26,700.13	\$46,850.00
4082 - Boxing Event Income	\$27,254.30	\$28,000.00	6202 - Boxing Event Expense	\$14,556.16	\$15,000.00	\$12,698.14	\$13,000.00
4084 - FLI Income	\$10,725.00	\$11,000.00	6201 - FLI Expenses	\$5,012.25	\$5,500.00	\$5,712.75	\$5,500.00
4086 - Allied Golf Outing	\$20,060.00	\$22,000.00	6206 - Allied Golf Outing Expense	\$5,662.27	\$6,500.00	\$14,397.73	\$15,500.00
4088 - Transportation Summit	\$29,345.04	\$30,000.00	6205 - Transportation Summit	\$21,233.18	\$10,000.00	\$8,111.86	\$20,000.00
4110 - License Plate Income	\$18,725.00	\$20,000.00	6450 - License Plate - Expense	\$25,616.47	\$15,000.00	(\$6,891.47)	\$5,000.00
4089a - Charitable Contributions	\$0.00	\$0.00	6203 - Charitable Contributions	\$5,500.00	\$5,500.00	(\$5,500.00)	(\$5,500.00)
<b>PAIRED INCOME/EXPENSE SUMS</b>	<b>\$472,870.38</b>	<b>\$538,000.00</b>		<b>\$391,787.47</b>	<b>\$374,250.00</b>	<b>\$81,082.91</b>	<b>\$163,750.00</b>
<b>GENERAL OPERATING CODES</b>							
4010 - Dues	\$427,585.62	\$449,250.00				(\$82,667.09)	
4015 - Gold Club Dues	\$0.00	\$0.00					
4021 - Form Sales	\$0.00	\$250.00					
4030 - Advertising	\$10,394.76	\$12,000.00					
4089 - Memorial Fund	\$0.00	\$0.00					
4080 - Other Income - Other (VG INCOME)	\$190,140.69	\$3,500.00					
4081 - Board Meeting Income	\$0.00	\$2,500.00					
4090 - Commissions (Total)	\$7,029.12	\$7,000.00					
<b>4100 - Interest</b>	<b>\$9,112.96</b>	<b>\$9,112.96</b>					
<b>4105 - Unrealized Gain or Loss on Inv.</b>	<b>\$9,137.05</b>	<b>\$9,137.05</b>					
			6000 - Service Charges (Total)	\$16,224.41	\$3,360.00		
			6110 - Depreciation	\$2,454.84	\$0.00		
			6120 - Dues & Subscriptions	\$12,661.86	\$14,500.00		
			6150 - Insurance	\$34,598.54	\$35,000.00		
			6151 - Insurance - Cancer	\$0.00	\$0.00		
			6160 - Government Relations - IN focus	\$8,251.40	\$11,700.00		
			6165 - Lobbying	\$60,000.00	\$60,000.00		
			6170 - Federation Relations-ATA items	\$15,839.27	\$15,000.00		
			6190 - Meetings	\$5,656.73	\$7,500.00		
			6204 - Funeral Flowers	\$439.45	\$500.00		
			6200 - Other - Other	\$780.92	\$1,000.00		
			6210 - Member Promotion (Total)	\$13,055.41	\$14,500.00		
			6220 - Office Equipment & Maintenance	\$8,378.16	\$5,000.00		
			6230 - Office Supplies & Expense	\$239.29	\$1,000.00		
			6240 - Employee Parking	\$7,422.75	\$6,984.00		
			6253 - Simple IRA	\$9,040.13	\$15,000.00		
			6260 - Postage	\$633.97	\$750.00		
			6300 - Professional Services (Total)	\$51,902.50	\$50,000.00		
			6310 - Public Relations	\$1,500.00	\$0.00		
			6330 - Rent	\$53,982.76	\$53,957.76		
			6340 - Salaries	\$312,009.50	\$317,104.00		
			6355 - Payroll Taxes (Total)	\$24,860.35	\$26,850.00		
			6410 - Taxes-Miscellaneous	\$39.66	\$0.00		
			6420 - Telephone	\$8,431.44	\$8,000.00		
			6430 - Travel	\$226.45	\$500.00		
			6435 - Meals & Entertainment	\$1,130.36	\$1,200.00		
<b>GENERAL OPERATING CODE SUMS</b>	<b>\$653,400.20</b>	<b>\$492,750.01</b>		<b>\$649,760.15</b>	<b>\$649,405.76</b>	<b>\$3,640.05</b>	<b>(\$156,655.75)</b>
<b>ALL INCOME VS. EXPENSE</b>	<b>\$1,126,270.58</b>	<b>\$1,030,750.01</b>		<b>\$1,041,547.62</b>	<b>\$1,023,655.76</b>	<b>\$84,722.96</b>	<b>\$7,094.25</b>
			<i>Without 4100 &amp; 4105</i>			<i>\$66,472.95</i>	<i>(\$11,155.76)</i>

# TIPAC Report

(January 1, 2024 – November 30, 2024)

CASH IN BANK		
	Beginning (bank account) Balance 1.1.2024	\$ 85,682.10
	YTD Income	\$ 128,195.00
	<b>TOTAL INCOME</b>	<b>\$ 213,877.10</b>
	Expenses	\$183,861.74
	<b>CURRENT BALANCE (in bank account)</b>	<b>\$ 30,015.36</b>

INCOME DETAILS		
YTD 2024 - Income		
<u>Description</u>	<u># of Contributors</u>	<u>Total</u>
1 Star - \$250	5	\$ 1,250
2 Star - \$500	7	\$ 3,500
3 Star - \$1000	7	\$ 7,000
4 Star - \$2000	3	\$ 6,000
5 Star - \$2500	9	\$ 22,500
Other contributions		\$ 24,355
Motorcycle Ride		\$ 5,690
Boat Ride		\$ 6,150
Golf Outing		\$ 51,750
	<b>TOTAL</b>	<b>\$ 128,195</b>

## Noteworthy items:

- Other contributions include the \$4,305 that TRALA donated to the association for our help in the 2024 legislative session and voluntary TIPAC Donations on Dues Statements
- 113 checks have been presented to candidates who support the trucking industry.
  - i. \$71,500 to Mike Braun

## Direct STAR Program info only:

Year	Goal	Collected
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



Future leaders of Indiana  
Convention BOD Meeting Update  
12/17/24

### **FLI Membership**

- 81 Members

### **FLI (2024 Recap)**

FLI Income and Expenses To Date

- FLI Income: \$ 10,875
- FLI Expenses: \$5,012.25
- FLI Net Profit: \$5,862.75

Events and Webinars

- COI – 18 Attendees
- Professional Development & Baseball game (Ft. Wayne area) – 27 Attendees
- FLI Conference – 34 Attendees
- FLI Lunch and Learn Webinars – 3 Held, 106 registered attendees (**\*NEW in 2024**)
- WWA laying of wreaths – 34 Attendees

### **Wreaths Across America Update**

- Goal – 2,000 Wreaths, but our actual for sales was 762
- 2<sup>nd</sup> year in a row we sold more than any other state association
  - Ideas to keep our lead in 2025?
    - IMTA Booth at Member Golf Outings – invite us out!
      - IMTA reps will encourage IMTA Membership & Sell wreaths
    - Wreath=Raffle Ticket at TDC for either a 50/50, cash prize, or something?
    - 5/10K for WAA?
    - Other Ideas?

### **FLI Upcoming Events Q1:**

- Pacers Game & Professional Development – January 14th
- Call on Indiana – February 19<sup>th</sup>

### **2025 FLI Goals**

- Grow the FLI Membership by 10 new Members
- Hold 4 In-Person Meetings around Indiana
- 8 FLI Lunch and Learn Webinars
- FLI Conference/Golf Outing
- WWA – 1,000 wreaths

**SAFETY AND MAINTENANCE COUNCIL 2024**  
**Holiday Open House/BOARD MEETING REPORT**  
**April Bassett – SMC Chairman**

**Membership**

- 127 Members
- 14 joined in 2024

**Master Truck Drivers Certified**

- 54 YTD

**SMC Scale Visits and Meetings (2024 Recap)**

- Scale Visits – 4 Held, 30 carrier attendees
- SMC Meetings – 3 Held In-Person, 32 carrier attendees
- SMC Lunch and Learn Webinars – 8 Held, 222 registered attendees (**\*NEW in 2024**)
- NAMTI Virtual – 32 attendees
- DOT Seminars – 2 Held, 71 attendees – Generated 8k in revenue
  - Carrier Attendees – 66
    - 17 Nonmember Carriers Attendees - representing 11 companies
  - Allied Attendees – 5

**Upcoming SMC Events**

- BIG REMINDER: Everyone, please participate in the Safety & Maintenance Council Awards Banquet this year! – March 15<sup>th</sup>
- Safety, Maintenance and Technology Conference – May 8<sup>th</sup>
  - Location change – MADE, Plainfield
  - Cut cost – Non-profit rate, bring in our own catering

**2025 Safety and Maintenance Council Goals and News**

- Grow Membership by 20 New Members
- 4 Scale Visits, 1 a quarter
- 4 In-Person Meetings around Indiana
- 10 SMC Lunch and Learn Webinars
- NATMI SCC/CSD Course scheduled week of January 27<sup>th</sup> – 31<sup>st</sup>
- 2 - DOT Seminar training from MJ&A
- 2 – Additional Trainings
- SMC By-laws changed
  - 1-year terms that will run January - December

## **BOD Meeting**

December 17, 2024

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### **Allied Membership Update YTD – 12/09/2024**

- **204 Allied Membership Update – Total Allied Dues - \$141,780**
  - Net of 11 - \$7,645 Gain
  - New 25
  - Canceled 14
- **IMTA Boxing Fundraiser**
  - February 6<sup>th</sup> – Let's sell out of tables!
- **NEW IDEAS**
  - ELITE Recognition Program – closes 1/15/2025
    - New sponsorship items
  - IMTA Golf Outing (Spring 2025)
  - Possible 5K Run/Walk (2025)
  - Sponsorship program for webinars
  - Hosting SMC or FLI Events at your location
  - Have two Allied Industry Meetings
    - 1<sup>st</sup> Qtr. 2025 - Virtual
    - 3<sup>rd</sup> Qtr. 2025 – Convention



# 2024 Convention Board Meeting Membership Report

Jessica Paugh-Warnke, Membership Committee Chair

## 2024 MEMBERSHIP GOAL

	Gains	Losses	Net Member
Projected Carrier	24	-14	10
Projected Allied	31	-14	17
Net Members	55	-28	27
Net increase in income			\$30,035

## 2024 MEMBERSHIP ACTUAL – 12/08/2024

	Gains	Losses	Net Member
Carriers & Non-Asset	15 / \$16,600	-26 / \$25,640	-11
Allied	25 / \$17,375	-14 / \$9,730	11
Net Members	40 / \$33,975	-40 / \$35,370	0
Net increase in Income			(\$1,395.00)

## WHO DO YOU KNOW?

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

- We are outsourcing a marketing and sales firm to help generate new membership leads.
- We have hired Jackson (part-time) to focus on prospecting
- We will be focusing on building our education and safety services to attract new carrier members.
- RV industry Event – January 28, 2025