

# **BOARD REPORT**

**November 2018**



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# PURPOSE OF REPORT

The board and the ITPA office provide transparency to the ITPA members. This report serves as an update to the Board and its members. The report will communicate the current status and projects as well as the association direction.

# **LATEST**

# **BOARD MEETING**

## Fall Board Meeting:

Chairman Shawn Andringa started ITPA's first Open Session to 10 members and the Board of Directors. Although Board Members are easily accessible through phone and email, some members wanted to discuss topics in an open forum.

The board discussed all topics brought up in the Open Session and agreed to either move forward or discuss further. The Open Session was deemed a success and will continue. In addition, the Board agenda will be sent to the membership prior to the meeting.

The Board discussed the revenue and expenditures of the ITPA at length. The ITPA is on track to have a small surplus for 2018. The implemented plan which included: small increases to the dues and registration, increased sponsorship, and lower expenses have put ITPA back in the black.

Euroricambi and J&K's Akron Medina were voted into membership.

# OPERATIONAL UPDATE

## **2019 SPRING (DENVER, CO)**

Space has been reserved at The Grand Hyatt Denver. Dates: April 10-12, 2019.

## **2019 FALL (MIAMI, FL)**

Space has been reserved at The Palms Hotel & Spa. Dates: October 10-12, 2019.

## **2020 SPRING (CHERRY HILL-PHILADELPHIA, PA)**

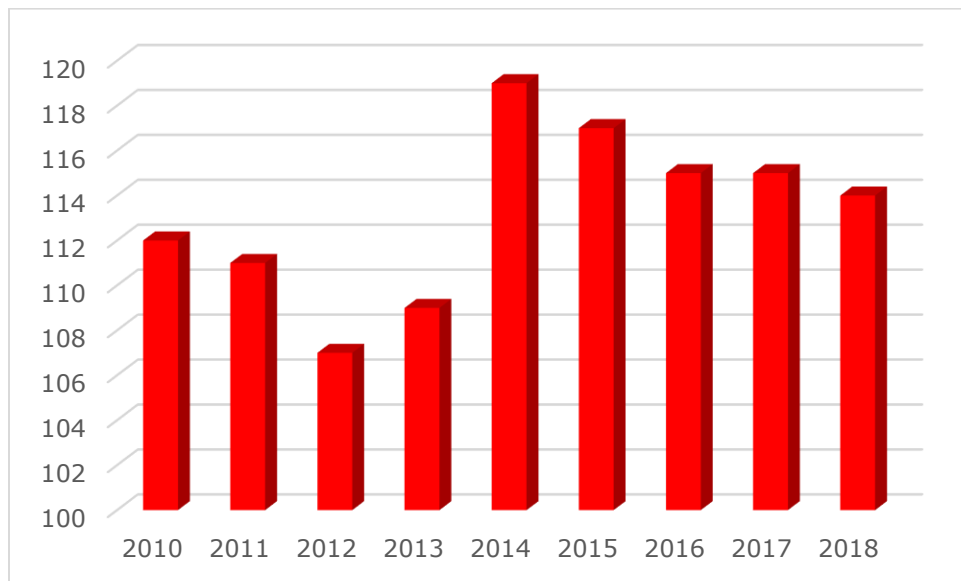
Space has been reserved at The Crown Plaza. Dates: April 15-17, 2020.

## **2020 FALL (PHOENIX, AZ)**

Space has been reserved at The Wigwam. Dates: October 8-10, 2020.

# MEMBERSHIP UPDATE

## CURRENT MEMBERSHIP



\*2018 as of Fall Meeting

## **2018 ADDITIONS**

Precision Truck Center  
Dartco Transmission  
Fersa Bearings  
ULT Powertrain Reman  
J&K's Akron Medina  
EuroriCambi

## **2018 CANCELLATIONS**

Fabco Automotive – Meritor acquisition  
Kenworth of Louisiana – Did not want to renew  
Southern Minnesota - Did not want to renew



# **FINANCIAL UPDATE**

# International Truck Parts Association

## PROFIT AND LOSS BY CLASS

January - August, 2018

	A-WINTER MEETING	B-SPRING MEETING	C-FALL MEETING	NON-MEETING	TOTAL
Income					
Investments					\$0.00
Dividends				1,180.61	\$1,180.61
Interest				0.13	\$0.13
Total Investments				1,180.74	\$1,180.74
Meeting / Events Income					\$0.00
Registration Fees					\$0.00
Member Registrations		32,350.00	32,385.00		\$64,735.00
Spouse Registrations		1,125.00	10,720.00		\$11,845.00
Total Registration Fees		33,475.00	43,105.00		\$76,580.00
Sponsorship Revenue	12,000.00	19,000.00	20,000.00	0.00	\$51,000.00
Total Meeting / Events Income	12,000.00	52,475.00	63,105.00	0.00	\$127,580.00
Membership Dues				56,059.00	\$56,059.00
Other Types of Income					\$0.00
Commissions / NAW Royalties	10,851.40				\$10,851.40
Total Other Types of Income	10,851.40				\$10,851.40
Total Income	\$22,851.40	\$52,475.00	\$63,105.00	\$57,239.74	\$195,671.14
GROSS PROFIT	\$22,851.40	\$52,475.00	\$63,105.00	\$57,239.74	\$195,671.14
Expenses					
Business Expenses					\$0.00
Business Registration Fees				333.00	\$333.00
Total Business Expenses				333.00	\$333.00
Contract Services					\$0.00
Accounting Fees				1,760.00	\$1,760.00
Consulting Services				1,800.00	\$1,800.00
Management Services				30,095.00	\$30,095.00
Total Contract Services				33,655.00	\$33,655.00
Operations					\$0.00
Bank Charges & Interest				4,417.30	\$4,417.30
Books, Subscriptions, Reference				600.00	\$600.00
Postage, Mailing Service		140.54		74.61	\$215.15
Printing and Copying		48.63	141.90	166.19	\$356.72
Web Development				858.75	\$858.75
Website Hosting				1,350.00	\$1,350.00
Total Operations		189.17	141.90	7,466.85	\$7,797.92
Other Types of Expenses					\$0.00
Insurance - Liability, D and O				3,083.00	\$3,083.00
Total Other Types of Expenses				3,083.00	\$3,083.00
Travel -Convention & Meetings					\$0.00
Hotel/Banquet Expense	2,141.59	26,910.75	2,000.00		\$31,052.34
Mtg.Events/Entertainment		7,959.95	2,450.00		\$10,409.95

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	A-WINTER MEETING	B-SPRING MEETING	C-FALL MEETING	NON-MEETING	TOTAL
Speakers		3,550.52	3,000.00		\$6,550.52
Spouse Events			2,900.00		\$2,900.00
Staff Travel	756.58	663.06	977.16		\$2,396.80
Supplies-Convention/Mtg	29.86	272.37			\$302.23
Total Travel -Convention & Meetings	2,928.03	39,356.65	11,327.16		\$53,611.84
Total Expenses	\$2,928.03	\$39,545.82	\$11,469.06	\$44,537.85	\$98,480.76
NET OPERATING INCOME	\$19,923.37	\$12,929.18	\$51,635.94	\$12,701.89	\$97,190.38
Other Expenses					
Loss on Sale of Securities				1,267.45	\$1,267.45
Total Other Expenses	\$0.00	\$0.00	\$0.00	\$1,267.45	\$1,267.45
NET OTHER INCOME	\$0.00	\$0.00	\$0.00	\$ -1,267.45	\$ -1,267.45
NET INCOME	\$19,923.37	\$12,929.18	\$51,635.94	\$11,434.44	\$95,922.93

\*Please Note: P&L *does not* include expenses for the Fall Meeting.

## SPONSORS



Sponsors are important to the ITPA budget. They contribute \$1000 per meeting.

# GOVERNANCE

## **ITPA BOARD OF DIRECTORS**

Shawn Andringa – Chairman	Second Term ending Oct 2019
Rudy Niswanger - Vice Chair	Second Term ending Oct 2021
Scott Liber	First Term ending Oct 2020
Andy Mundy	Second Term ending Oct 2020
Sarah Anderson	Second Term ending Oct 2021
Mark Harris	First Term ending Oct 2021
Ryan Hochmiller	First Term ending Oct 2020
Nick Comer	First Term ending Oct 2021

## **CONVENTION COMMITTEE**

Rudy Niswanger - Committee Chair, Michelle Walls, Andy Reichert, Mike Zakutny, Michael Chudacoff, Kyle Forster, and Paresh Patel

## **INVESTMENT COMMITTEE**

Rudy Niswanger - Committee Chair, Matt Schmidt, Scott Liber

## **MEMBERSHIP COMMITTEE**

Rudy Niswanger - Committee Chair, Andy Mundy, Martin Mercer-Deadman

## **LEGISLATIVE COMMITTEE**

Ryan Hochmiller - Committee Chair