

# BOARD REPORT

**May 2017**



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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**

## **Spring Board Meeting:**

Christina Perrson from the ITPA office will be providing backup for ITPA functions. The Spring was her first meeting.

The board discussed executive sessions verses open board meetings. The board is sensitive to member input but enjoys the cohesiveness, effectiveness, and productivity of executive sessions.

The board is interested in getting as much feedback on the bylaw changes as possible. The floor was opened to members at the Spring meeting to discuss changes.

The Board and committees are keeping their eyes and ears open for committee members who eventually qualify for board seats.

Updates to programs in San Diego and Cleveland.

Talk of a survey to increase the per night hotel rates to get better responses from RFPs.

Mahle Industries and Transamerica Parts were voted into membership.

Board would like to have an update to the membership after every board meeting.

# OPERATIONAL UPDATE

## **2017 SPRING (DETROIT, MI)**

The Detroit meeting was well attended with 95 people representing 48 companies. We toured AxleTech, Ford Rouge Plant, LKQ Goody's, and Michigan Truck Parts. Speeches were by DJ Harrington, Mike Campion, and Corey George from DT Components. Feedback so far has been positive.

## **2017 FALL (SAN DIEGO, CA)**

Space has been reserved at the iconic Del Coronado Hotel. Dates: October 19-21, 2017

An incredible speaker has been booked but because of his profile, we are unable to promote details. He is an American Hero.

Mark Eddie, who entertained us at in Ponte Vedra, FL is returning with a friend for a dueling guitars performance. Mark is amazing. (Several ITPA members have a man crush on Mark.)

**PLAN TO STAY FOR THE ENTIRE MEETING.** Another incredible speaker Scott deMoulin will be speaking to us about working 'on' your business. A few notable clients include: Paramount Pictures, Pioneer Electronics, Harrah's Entertainment, Accenture, KPMG Consulting, Nautica Sportswear, Davis Ball & Collombatto Advertising, Ritz Carlton, Four Seasons, Health Net, Baxter Health, YPO, Quantum Learning Network and Total Sports Asia.

More details on the fall meeting will be available in the summer.

## **2018 SPRING (CLEVELAND, OH)**

Space has been reserved at The Westin Downtown. Dates: April 9-11, 2018.

Nothing is finalized but there is talk of Football Hall of Fame and a tour of local companies including Adelman's.

## **2018 FALL (NAPLES, FL)**

Space has been reserved at The Naples Beach Hotel and Golf Club. Dates: October 18-20, 2018.

## **2019 SPRING & FALL**

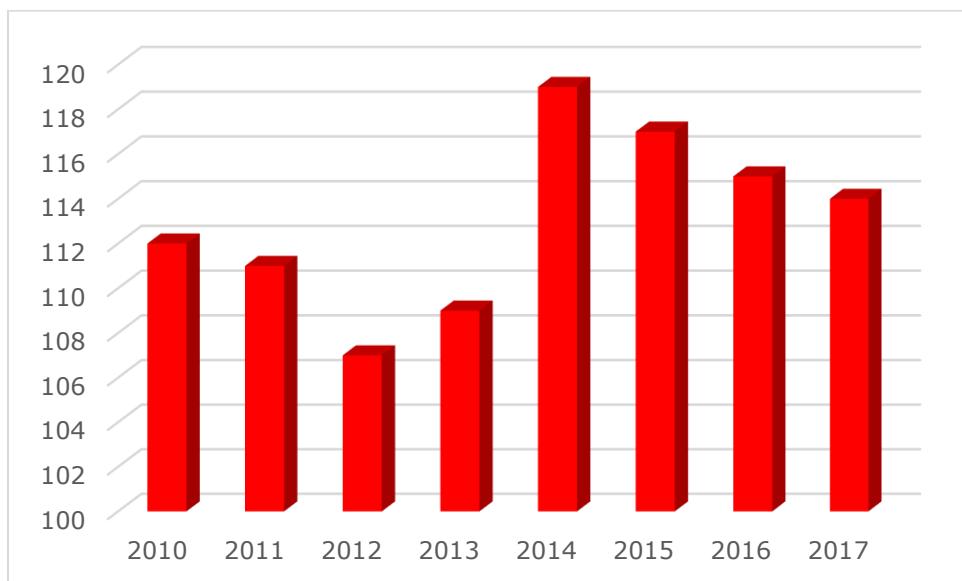
Proposals have gone out for:

Denver April 10-12, 2019

Miami October 10-12, 2019

# MEMBERSHIP UPDATE

## CURRENT MEMBERSHIP



\*2017 as of Spring Meeting

## **2017 ADDITIONS**

River Valley Recycling  
Southwest Drivetrain Specialists  
Mahle Aftermarket Inc.  
Trans American Truck Parts

## **2017 CANCELLATIONS**

American Trucker – No funding.  
Dales Truck Parts – No return calls.

# **FINANCIAL UPDATE**

## International Truck Parts Association

### PROFIT & LOSS BY CLASS

January - March, 2017

	A-WINTER MEETING	B-SPRING MEETING	C-FALL MEETING	NON-MEETING	TOTAL
<b>INCOME</b>					
Investments					\$0.00
Interest-Savings, Short-term CD				0.06	\$0.06
Interest				0.11	\$0.11
Dividends				796.22	\$796.22
<b>Total Investments</b>				<b>796.39</b>	<b>\$796.39</b>
Meeting / Events Income					\$0.00
Sponsorship Revenue	10,000.00	13,000.00	2,000.00		\$25,000.00
Registration Fees					\$0.00
Member Registrations		26,565.00			\$26,565.00
<b>Total Registration Fees</b>		<b>26,565.00</b>			<b>\$26,565.00</b>
<b>Total Meeting / Events Income</b>	<b>10,000.00</b>	<b>39,565.00</b>	<b>2,000.00</b>		<b>\$51,565.00</b>
Membership Dues				55,440.00	\$55,440.00
<b>Total Income</b>	<b>\$10,000.00</b>	<b>\$39,565.00</b>	<b>\$2,000.00</b>	<b>\$56,236.39</b>	<b>\$107,801.39</b>
<b>GROSS PROFIT</b>	<b>\$10,000.00</b>	<b>\$39,565.00</b>	<b>\$2,000.00</b>	<b>\$56,236.39</b>	<b>\$107,801.39</b>
<b>EXPENSES</b>					
Other Types of Expenses					\$0.00
Insurance - Liability, D and O				2,804.00	\$2,804.00
<b>Total Other Types of Expenses</b>				<b>2,804.00</b>	<b>\$2,804.00</b>
Operations					\$0.00
Supplies	42.14			10.39	\$52.53
Postage, Mailing Service				72.64	\$72.64
Printing and Copying				86.30	\$86.30
Books, Subscriptions, Reference				360.00	\$360.00
Website Hosting				450.00	\$450.00
Bnk Charges & Interest				1,705.25	\$1,705.25
Web Development				2,717.50	\$2,717.50
<b>Total Operations</b>	<b>42.14</b>			<b>5,402.08</b>	<b>\$5,444.22</b>
Contract Services					\$0.00
Consulting Services				600.00	\$600.00
Accounting Fees				825.00	\$825.00
Management Services				9,450.00	\$9,450.00
<b>Total Contract Services</b>				<b>10,875.00</b>	<b>\$10,875.00</b>
Travel -Convention & Meetings					\$0.00
Supplies-Convention/Mtg		295.11			\$295.11
Staff Travel	1,186.24	793.94			\$1,980.18
Speakers		2,750.00			\$2,750.00
Mtg.Events/Entertainment		6,290.38	4,125.00		\$10,415.38
Hotel/Banquet Expense		8,000.00	2,500.00		\$10,500.00
<b>Total Travel -Convention &amp; Meetings</b>	<b>1,186.24</b>	<b>18,129.43</b>	<b>6,625.00</b>		<b>\$25,940.67</b>
<b>Total Expenses</b>	<b>\$1,228.38</b>	<b>\$18,129.43</b>	<b>\$6,625.00</b>	<b>\$19,081.08</b>	<b>\$45,063.89</b>

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	A-WINTER MEETING	B-SPRING MEETING	C-FALL MEETING	NON-MEETING	TOTAL
NET OPERATING INCOME	\$8,771.62	\$21,435.57	\$ -4,625.00	\$37,155.31	\$62,737.50
NET INCOME	\$8,771.62	\$21,435.57	\$ -4,625.00	\$37,155.31	\$62,737.50

## SPONSORS



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

# GOVERNANCE

## ITPA BOARD OF DIRECTORS

Gerard Zentner - Chairman	Second Term ending Oct 2018
Shawn Andringa – Vice Chair	Second Term ending Oct 2019
Scott Babich	Second Term ending Oct 2017
Andy Mundy	First Term ending Oct 2017
Sarah Anderson	First Term ending Oct 2018
Rudy Niswanger	First Term ending Oct 2018
Ryan Hochmiller	First Term ending Oct 2017

## CONVENTION COMMITTEE

Shawn Andringa-Committee Chair, Nick Comer, Jake Erickson, Michelle Walls, Tim Burns, John Torres

## INVESTMENT COMMITTEE

Shawn Andringa -Committee Chair, Matt Schmidt, Scott Liber

## MEMBERSHIP COMMITTEE

Shawn Andringa -Committee Chair, Andy Mundy, Martin Mercer-Deadman

## BYLAW COMMITTEE

Greg Mundy-Committee Chair, Ron Banchiere, Rick Hoffman, Mike Babbin

## BYLAW CHANGE PROCESS

The ITPA is in the process of modifying its bylaws. The process is:

1. *Bylaw Committee made recommendations to the board.*
2. *The Board discussed together, discussed with members, and reviewed the recommendations from the bylaw committee.*
3. *The Board voted on the bylaws it wants to put forward to the membership.*
4. *The membership viewed bylaw changes as published in the February bulletin. The March bulletin will publish the bylaw changes too.*
5. *Conversation is encouraged with board members and the ITPA office regarding the bylaw changes.*
6. *Further discussion will take place at the Fall AGM.*
7. *The Board will vote on proposed bylaw changes.*

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**Members: Please call or email your feedback  
to the board by July 31, 2017.**

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## RECOMMENDED BYLAW CHANGES

1. Article IV, Section III - Membership applications will be accepted on board majority instead of three quarters or greater vote.  
Reason: All other board votes are majority.
2. Addition of Article XIII - The Board of Directors reserves the right to suspend portions or full sections of these Bylaws and can only do so by unanimous vote of the board. Each section, or portions of a section, to be suspended, can only be done so temporarily, and must be voted on separately. Any decisions, grandfather clauses, or nominations it determines must be in the best interest of its members, the association, or the industry.

Reason: It gives the board flexibility if they need to take action fast. Safeguard is the unanimous vote of the board.

3. Article IV, Section VIII - Initially, this was a separate article but moved under Members article. For member payment delinquencies, the verbiage was changed from 3 months of issuance of invoice to 3 months of the year the dues are paying.

Reason: It gives the ITPA office collection flexibility before involving the board.

4. The "2013-10-17 ITPA Bylaws" had many spelling errors and poor formatting. Without changing the text or the spirit of the bylaws, spelling, formatting, and structure was addressed. As a part of this change electronic methods of communication were added make the bylaws current.

Reason: To clean up and make the bylaws easier to read. Also, to accommodate electronic methods for association communication.

5. Article IV, Section VII - Change of Ownership verbiage changed from having the member "reapply" to having the board "reassess" membership.

Reason: Prevents attrition of membership. Ownership changes happen all the time and is very restrictive the way the bylaw is currently written.