BOARD MINUTES
ABA Winter Marketplace Board Meeting
January 11, 2020
Omaha, NE
CHI Health Center

Members in Attendance
Doug Anderson         David Eaton         TJ Morgan
Chris Anzuoni         Ron Eyre            Cam Morris
Jonathan Berzas      Terry Fischer       John Percy
Ben Blunt            Kim Grzywacz       Polina Raygorodskaya
Harry Blunt          Scott Henry          Karen Sanders
Stephanie Brooks     Jim Balbert          Chris Shepler
Cindy Brown          Tom JeBran          Mikie Shepler
Linda Burtwistle    Daryl Johnson        Ian Smart
Luke Busskohl        A.J. Kinney          Al Spence
Bryan Cole           Stephanie Lee        Bill Torres
Julia Conway         Craig Lentzsch     Francois Tremblay
Roman Cornell        John Meier           Michelle Wiltgen
Don DeVivo           Jodi Merritt         Steve Woelfel
Warren Dickinson     John Miller          Buddy Young
Mike Dickson         Ron Moore

Members Not in Attendance
Bill Blankenship
Michael Colborne
Thomas Morgan
Peter Picknelly
Francis Tedesco

Guests & Speakers
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<tr>
<th>Evan Anderson</th>
<th>Kyle DeVivo</th>
<th>Mark Moore</th>
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<tr>
<td>Keith Backsen</td>
<td>Brad Eyre</td>
<td>Matthew Moore</td>
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<td>Alex Berardi</td>
<td>Nicole Fritz</td>
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<td>Ron Bast</td>
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<td>Cam Colen</td>
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<td>Terry Cordell</td>
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<td>Ryhan Cornell</td>
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**Staff**

- Eric Braendel
- Lynn Brewer
- Andrew Newhart
- Suzanne Rohde
- Rick Schweitzer
- Peter Pantuso
- Lia Zegeye
Opening Remarks
ABA Chairman Don DeVivo welcomed the Board to the CHI Health Convention Center, and Keith Backsen welcomed the Board to Omaha.

2020 Marketplace Update
Marketplace Chairman Luke Busskohl provided the Board with a Marketplace Update.

- Luke announced that the top Marketplace sponsors were the Nebraska Tourism Commission, NETA, IGTA, The Durham Museum, Omaha Steaks, South Dakota, Lincoln CVB, and Arrow Stage Lines

Approval of the Meeting Minutes
A motion was passed to approve the minutes from the ABA Fall Board Meeting in West Palm Beach, FL.

Report of the President
ABA President & CEO Peter Pantuso covered the following subjects during his report:

- Peter Pantuso began the meeting by thanking Visit Omaha for being a great partner for ABA Marketplace
- Pantuso noted ABA will be looking to fill job openings in the Executive Administration Department and the Meetings Department
- ABA’s Government Affairs team was able to work the National Parks Service to reduce fees, eliminate additional per-person fees in favor of a per-vehicle fee
- The ABA Meetings Department has begun planning for Busworld 2021
- ABA will be considering what the best name for the 2021 Marketplace Event will be, since there will be a much larger motorcoach component than in years past
- ABA staff will attend around 25 to 30 state association meetings, shows, and other events over the next year
- Pantuso let the Board of Directors know that ABA is expected to be actively selling the Busworld show
- ABA and Busworld have a three show commitment, and shows will take place in 2021, 2023, and 2025

Counsel’s Report
ABA SVP, Government Affairs and Policy and ABA Counsel Rick Schweitzer provided the Counsel’s Report.

Mr. Schweitzer began by reminding the members that the meeting would be conducted under the ABA Anti-Trust Guidelines and that there should not be any discussion about rates, components of rates, or competition.
• ABA has a conference call set for January to speak with the Massachusetts Secretary of Transportation to discuss refunds and exemptions going forward for the Ted Williams Tunnel in Boston, MA
• Rick Schweitzer mentioned that the pre-emption provision on Article 19a in New York State has been re-published for comments by the FMCSA
• Suzanne Rohde said that there has not been much progress made toward re-authorizing the Surface Transportation Reauthorization Bill, but that ABA has made some headway in getting language into a potential Senate bill
• Rohde updated the Board that UMA has helped craft a bill that could possibly be put before the next Congress by Congressman Perry
• Rohde said the DOT is trying to codify their rules from the current administration on rule-making
• ABA has made progress towards funding security grants, specifically with the Homeland Security Committee Chairman Bennie Thompson

BusPAC Report
The BusPAC Report was delivered by ABA SVP, Government Affairs & Policy Suzanne Rohde.
• BusPAC held a fundraiser for Representative Bennie Thompson
• BusPAC exceeded $100,000 over the past year with funds raised for the Neal Fundraiser

Audit Committee Report
ABA CFO Eric Braendel presented the Audit Report.
• The 2019 Audit is scheduled for February 4, 2020

Women in Buses Committee Report
The Women in Buses Committee Report was presented by Elizabeth Hall.
• The Women in Buses Council currently has 193 members
• Elizabeth Hall estimates that about half of the council’s leadership positions are held by members who have not held leadership positions before
• WIB will launch a “best practices” survey
• WIB plans to launch an initiative to spread the message of the opportunities that can be available by working in the tour, travel, and motorcoach industries
• Elizabeth said there is not budget for the project yet, but some people have expressed an interest in providing funding

A motion was passed to support the WIB Council’s project.

Bus Industry Safety Council (BISC) Report
BISC Chair Pam Martinez presented the BISC Report.
• BISC is celebrating its 20th anniversary in 2020
• BISC has spent time discussing the implications of legalized marijuana on the motorcoach industry
• BISC had 340 attendees registered for the 2020 meeting at ABA Marketplace
• The Bus Industry Safety Council will be starting an ambassador program to boost the visibility of BISC
• Pam Martinez announced the BISC is working on a risk management assessment

**Bus Maintenance and Repair Council (BusMARC) Report**

ABA Board Member John Miller delivered the BusMARC Report.

• BusMARC is celebrating its 5th year of existence
• The council will do offsite visits to Arrow Stage Lines and REI
• Mr. Miller said BusMARC is exploring the possibility of starting an RTA Fleet Management users group

**Finance and Budget Committee Report**

ABA CFO Eric Braendel gave a financial report.

• Eric Braendel told the Board that ABA ended 2019 with a roughly $130,000 loss, down from a projected loss of roughly $200,000 before investments
• Eric stated that the lower than expected loss for FY 2019 was ABA revenue being $10,000 higher than expected, and expenses through the end of the year were less than expected
• Braendel announced that the 2019 audit would take place in January following Marketplace
• Membership revenue declined by 3.5%, driven by a decline in travel industry members
• Publications revenue declined by about 20%, but Braendel does not foresee a further decline for the coming year
• Braendel relayed to the Board that healthcare costs from the previous ABA healthcare plan were projected to increase by 40%
• Craig Lentzsch made a motion for a committee with the ABA Chairman, Vice Chairman, and a Finance Chair to work with Eric Braendel and Peter Pantuso to negotiate a loan for the 111 K St. NE Property. Chairman Don DeVivo made a proposal to add three members to this committee. Doug Anderson made a motion to bring Craig Lentzsch’s proposal to the floor. The motion was approved.
• A discussion, led by Jim Jalbert, took place regarding the changes to the health care plan at ABA and whether further changes should be considered

**Governance Committee**

The Governance Committee Report was presented by ABA Board Member John Meier.

• John Meier welcomed Scott Henry, Luke Busskohl, Jodi Merritt, and Al Hutchinson to the Board of Directors

**Time and Place Report**

The Time and Place Report was presented by ABA Vice Chairman Gene Berardi.

• Gene Berardi reminded the Board that the Fall 2020 Board Meeting will take place at the Biltmore in Asheville, NC
• Lynn Brewer will be looking for prices on hotels in the Naples, FL area for the Fall 2021 Board of Directors Meeting
• The 2020, 2021, and 2022 ABA Board of Directors Meetings will be in Washington, DC
• Peter Pantuso announced that Detroit will be the Marketplace site for 2023

ABA Gives Back Report

The ABA Gives Back Report was presented by John Percy.

• John Percy reminded the Board that Scatter Joy Acres was the ABA Gives Back Charity for 2020

ABA Foundation Report

The ABA Foundation Report was given by Tom JeBran.

• Tom JeBran encourage the Board of Directors to participate in the Purses for a Purpose, silent auction, live auction, and the Afterglow event which all contribute to the ABA Foundation Scholarship Program
• JeBran also encouraged the Board to contribute money to the foundation for the sake of industry research

Membership Report

ABA Senior Director of Membership Lia Zegeye provided the Membership Report.

• Lia mentioned that ABA has increased its presence at state association meetings
• ABA was the only allied association to attend Bienvenue Quebec
• ABA has a couple of new partners: CDL Consultants and US Law
• The Membership Department has continued to highlight ABA’s members through the ABA Member Spotlight

Radar Issues

• Rick Schweitzer made the Board aware that the Executive Committee had a discussion about the potential that some companies in the industry are taking advantage of unfair insurance rates
• Michelle Wiltgen reminded the Board of the importance of making sure their companies have a certificate of endorsement for their insurance policies
• Don DeVivo suggested that ABA send out a message to its members on how to make sure their insurance meets the proper requirements

The Board went into executive session.

The meeting was adjourned.