



Thank you to our Conference Agenda Sponsor



Allied Conference Meeting Agenda

Friday, January 22, 2021 | 10-11am

- I. **Call Meeting to Order / Roll Call / Introductions** – *Rick Goodman & John Antoshak*
- II. **Read CTA’s Mission & Allied Members Conference Vision Statements** – *Rick Goodman*
- III. **Meeting Guidelines** – *Rick Goodman*
 - A. All anti-trust guidelines must be followed.
 - B. No action will be taken on any item not on the agenda.
 - C. CTA members may attend any committee or conference meeting but only committee or conference members have the authority to vote.
- IV. **Approve Minutes from January 24, 2020 (pgs. 3-4)** – *Rick Goodman*
- V. **Conference Business**
 - A. Current Slate of Allied Conference Officers: *Rick Goodman*
 1. 2021 Statewide Chair – Rick Goodman
 2. 2021 State Vice Chair – Ron Skelskey (will roll into Statewide Chair position in 2022)
 3. 2021/2022 Southern California Director – Matt Schrap
 4. 2021 Northern California Director – Roxy Jewell-Richardson
 - B. Treasurer Report Review – *Rick Goodman*
 1. 2020 Monthly Activity Report
 2. 2021 Proposed Budget
 - C. Allied Banner for 2021 – *Mike Munoz*
 - D. Joe Kent Award – *Rick Goodman*
 - E. 2021 Southern Allied Golf Tournament – *Rick Goodman*
 - F. 2021 Northern Allied Fund Raiser – *Rick Goodman*
 - G. 2021 CTA President Comments – *Greg Dubuque*
- VI. **New Business to be Added to the Agenda** – *Rick Goodman*
- VII. **Announcements/Events**
 - A. Southern Allied Golf Tournament – March 15, 2021, Aliso Viejo Country Club
- VIII. **Adjourn**

Allied Members Conference:

John Abate	Peggy Sue Harper	Jose Ortega
Devon Ades	David Hagen	Tim Pollock
Jesus Almaguer	Lee Howard	Tom Powell
Hillary Arrow-Booth	Roxy Jewell-Richardson (2020-2021 Northern Director)	Andrew C. Ray
Steve Blanchard	Jay Johnson	Jamie Reid
Theresa Payne	Tiffany Leal	Glenn Richardson
Bryan Cox	Sheryl Lewis	Matt Schrap (2021-2022 Southern Director)
Linda De Ambrosio	Valerie Liese	Ron Skelskey (2021 Statewide Vice Chair)
Sally Davidson	Steve Lujan	Kellen Stanford
Bill Day	Christopher McNatt	Robert Tennies
Sergio Diaz	Oscar Medina	Bill Thomas
Raman Singh Dhillon	Haylea Minks	George Walters
Gabriel Erle	Mike Munoz (Immediate Past Statewide Chair)	Ron Whalen
Chuck Estabrook	Janice Mulanix	Denny J Wyatt
Francee Evans	Lindamar Morehouse	
Alex Gilmete	Mallory Olander	
Rick Goodman (2021 Statewide Chair)		

cc: Shawn Yadon
Greg Dubuque
John Antoshak

MISSION STATEMENT: The California Trucking Association promotes leadership in the California motor carrier industry, advocates sound transportation policies to all levels of government, and works to maintain a safe, environmentally responsible and efficient California transportation goods movement system.

VISION STATEMENT: The Allied Members Conference represents non-carrier members of the California Trucking Association who partner with, volunteer and support the activities of CTA's Units, Conferences, Staff, Councils and Committees through fundraising and sponsorship efforts which promote, strengthen and grow the California Trucking Association.



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Meeting Minutes

Group: Allied Members Conference

Date of Meeting: January 24, 2020

Location: U.S. Grant Hotel, San Diego, CA

Statewide Chairperson: Rick Goodman, Sunwest Bank

Southern Chairperson: Matt Schrap, California Fleet Solutions

Northern Chairperson: Steve Lujan, Central California Trailer Sales

Number Attending: 18

Staff: John Antoshak, Ana Fernandez, Tina Ferguson

Topics Discussed/Action Taken:

I. Call Meeting to Order / Roll Call / Introductions

The meeting was called to order at 10:30am and self-introductions were made.

II. Read CTA's Mission & Allied Members Conference Vision Statements – Read

III. Meeting Guidelines – Acknowledged - Read

- A. All anti-trust guidelines must be followed.
- B. No action will be taken on any item not on the agenda.
- C. CTA members may attend any committee or conference meeting but only committee or conference members have the authority to vote.

IV. Approve Minutes from October 22, 2019

A motion was made, seconded and passed by the Conference to approve the minutes from October 22, 2019

V. Conference Business

H. Nominations and Election of Officers:

- 5. **2020-2021 Statewide Allied Chair: Rick Goodman**
- 6. **2020-2021 Statewide Allied Vice-Chair: Ron Skelsky (rolls into Statewide Chair position in 2021)**
- 7. **2020-2021 Southern Allied Director: Matt Schrap**
- 8. **2020-2021 Northern Allied Director: Roxy Jewell-Richardson**

A motion was made, seconded and passed by the Conference to approve the above slate of officers.

I. Treasurer Report Review:

A motion was made, seconded and passed by the Conference to approve the 2020 Budget



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- J. Allied Banner for 2020: The group discussed the success of the Allied Banner being proudly displayed at events such as CA Trucking Day in Sacramento. Rick Goodman asked for a minimum of 10 companies to donate \$500 again towards the banner**
- K. Allied Conference Reception: Rick Goodman encouraged all to attend the Allied Conference Reception at Rustic Root.**
- L. 2020 Southern Allied Golf Tournament: Date set on March 30, 2020 in Aliso Viejo.**
- M. 2020 CTA President Comments: Incoming president Greg Dubuque gave his thanks to the conference for all its activities to support the association and industry and offered his support.**
- VI. New Business to be Added to the Agenda – No new business**
- VII. Announcements:**
 - A. Allied Conference Reception – January 24, 2020 from 5:30 – 7:00pm, Rustic Root in Downtown San Diego
 - B. Call on Washington - March 10-11, 2020
 - C. Southern Allied Golf Tournament – March 30, 2020, Aliso Viejo Country Club
 - D. Spring CTA Executive Meetings – May 7-8, 2020, Sacramento
 - E. California Trucking Day – May 6, 2020, Sacramento
 - F. 2020 Annual Fleet Safety Awards Banquet – May 7, 2020, Sacramento
- VIII. Adjourn:**
The meeting was adjourned at 11:07am.

Conference members in attendance:

Steve Blanchard Matt Schrap
 Linda De Ambrosio Ron Skelskey
 Bill Day
 Alex Gilmete
 Rick Goodman
 David Hagen
 Roxy Jewell-Richardson
 Sheryl Lewis
 Steve Lujan
 Christopher McNatt
 Haylea Minks
 Janice Mulanix
 Lindamar Morehouse
 Mallory Olander
 Tim Pollock
 Glenn Richardson

California Trucking Association - Allied Members Conference - 2020 Approved Budget				Balance
Beginning Balance: 1/1/2020				\$ 20,938.68
<u>Estimated Gross Revenues - 2020</u>	<u>Estimated Date</u>	<u>Amount</u>		
Southern CA Golf Tournament	2/20-4/20	\$ 35,000.00		
Northern CA Top Golf Event	9/20-10/20	\$ 11,000.00		
Allied State Banner	1/20-4/20	\$ 5,000.00		
Allied Member Surcharge Income	Monthly	\$ 3,000.00		
Total Projected 2020 Gross Revenues		\$ 54,000.00		
<u>Estimated Expenses - 2020</u>	<u>Estimated Date</u>	<u>Amount</u>		
CTA Unit Sponsors (\$350/unit)	All year	\$ 4,200.00		
AMC Sponsorship	1/20	\$ 7,500.00		
Joe Kent Award - Allied Member of the Year	2/20	\$ 1,300.00		
Fleet Safety Sponsorship	3/20	\$ 5,000.00		
Allied Banner	3/20	\$ 500.00		
Southern CA Golf Tournament Expenses	2/20-4/20	\$ 12,500.00		
CTA Day at the State Capital	4/20	\$ 1,000.00		
Allied Party at CTA Exec Meetings	6/20	\$ 5,000.00		
TUFSOB Funding (*)	8/20	\$ 5,000.00		
Truckers Rally for Kids	10/20	\$ 2,000.00		
Driver of Month Sponsorship	10/20	\$ 2,500.00		
Northern CA Allied Top Golf Expenses	9/20-10/20	\$ 7,500.00		
Total Projected 2020 Gross Expenses		\$ 54,000.00		
Estimated Ending Balance: 12/31/2020				\$ 20,938.68

(*) TUFSOB Fund balance @ 12/31/19 was \$54,043.71, and cannot drop below \$50,000 or contribution needs to be made by Allied Conference.

California Trucking Association - Allied Members Conference - 2020 Actual				Balance
Beginning Balance: 1/1/2020				\$ 20,938.68
<u>Actual Gross Revenues - 2020</u>	<u>Date Collected</u>	<u>Amount</u>		
Southern CA Golf Tournament	2/20-4/20	\$ 13,400.00		
Northern CA Top Golf Event	9/20-10/20	\$ -		
Allied State Banner	1/20-3/20	\$ 2,500.00		
Allied Member Surcharge Income	Monthly	\$ 2,845.00		
Actual Revenues through 12/31/20		\$ 18,745.00		
<u>Actual Gross Expenses Paid in 2020:</u>	<u>Paid Date</u>	<u>Amount</u>		
CTA Unit Sponsors (\$350/unit)	All year	\$ -		
AMC Sponsorship	1/20	\$ 7,500.00		
Joe Kent Award - Allied Member of the Year	2/20	\$ -		
Fleet Safety Sponsorship	3/20	\$ -		
Allied Banner	3/20	\$ -		
Southern CA Golf Tournament Expenses	2/20-4/20	\$ -		
CTA Day at the State Capital	4/20	\$ -		
Allied Party at CTA Exec Meetings	6/20	\$ -		
TUFSOB Funding (*)	8/20	\$ -		
Truckers Rally for Kids	10/20	\$ -		
Driver of Month Sponsorship	10/20	\$ -		
Northern CA Allied Top Golf Expenses	9/20-10/20	\$ -		
Actual Expenses through 12/31/20		\$ 7,500.00		
Actual Balance at 12/31/20:				\$ 32,183.68

California Trucking Association - Allied Members Conference - 2021 Proposed Budget

Balance
\$ 32,183.68

Beginning Balance: 1/1/2021

<u>Estimated Gross Revenues - 2020</u>	<u>Estimated Date</u>	<u>Amount</u>
Southern CA Golf Tournament	2/21-4/21	\$ 30,000.00
Northern CA Top Golf Event	9/21-11/21	\$ -
Allied State Banner	1/21-4/21	\$ -
Allied Member Surcharge Income	Monthly	\$ 2,500.00
Total Projected 2021 Gross Revenues		\$ 32,500.00

<u>Estimated Expenses - 2021</u>	<u>Estimated Date</u>	<u>Amount</u>
CTA Unit Sponsors (\$350/unit)	All year	\$ 4,200.00
AMC Sponsorship	1/21	\$ 2,500.00
Joe Kent Award - Allied Member of the Year	2/21	\$ 1,300.00
Fleet Safety Sponsorship	3/21	\$ 2,500.00
Allied Banner	3/21	\$ -
Southern CA Golf Tournament Expenses	2/21 - 4/21	\$ 13,000.00
CTA Day at the State Capital	4/21	\$ -
TUF SOB Funding (*)	8/21	\$ 5,000.00
Truckers Rally for Kids	10/21	\$ 2,000.00
Driver of Month Sponsorship	10/21	\$ 2,000.00
Northern CA Allied Top Golf Expenses	9/21-11/21	\$ -
Total Projected 2021 Gross Expenses		\$ 32,500.00

Estimated Ending Balance: 12/31/2021 \$ 32,183.68

(*) TUF SOB Fund balance @ 12/31/20 was \$56,443.10 and cannot drop below \$50,000 or contribution needs to be made by Allied Conference.

California Trucking Association - Allied Members Conference - 2021 Actual

Balance

\$ 32,183.68

Beginning Balance: 1/1/2021

<u>Actual Gross Revenues - 2020</u>	<u>Date Collected</u>	<u>Amount</u>
Southern CA Golf Tournament	2/21-4/21	\$ -
Northern CA Top Golf Event	9/21-11/21	\$ -
Allied State Banner	1/21-4/21	\$ -
Allied Member Surcharge Income	Monthly	\$ -
Actual Revenues through 12/31/2021		\$ -

<u>Actual Gross Expenses Paid in 2021:</u>	<u>Paid Date</u>	<u>Amount</u>
CTA Unit Sponsors (\$350/unit)	All year	\$ -
AMC Sponsorship	1/21	\$ -
Joe Kent Award - Allied Member of the Year	2/21	\$ -
Fleet Safety Sponsorship	3/21	\$ -
Allied Banner	3/21	\$ -
Southern CA Golf Tournament Expenses	2/21 - 4/21	\$ -
CTA Day at the State Capital	4/21	\$ -
TUF SOB Funding (*)	8/21	\$ -
Truckers Rally for Kids	10/21	\$ -
Driver of Month Sponsorship	10/21	\$ -
Northern CA Allied Top Golf Expenses	9/21-11/21	\$ -
Actual Expenses through 12/31/2021		\$ -

Actual Balance at 12/31/21: \$ 32,183.68