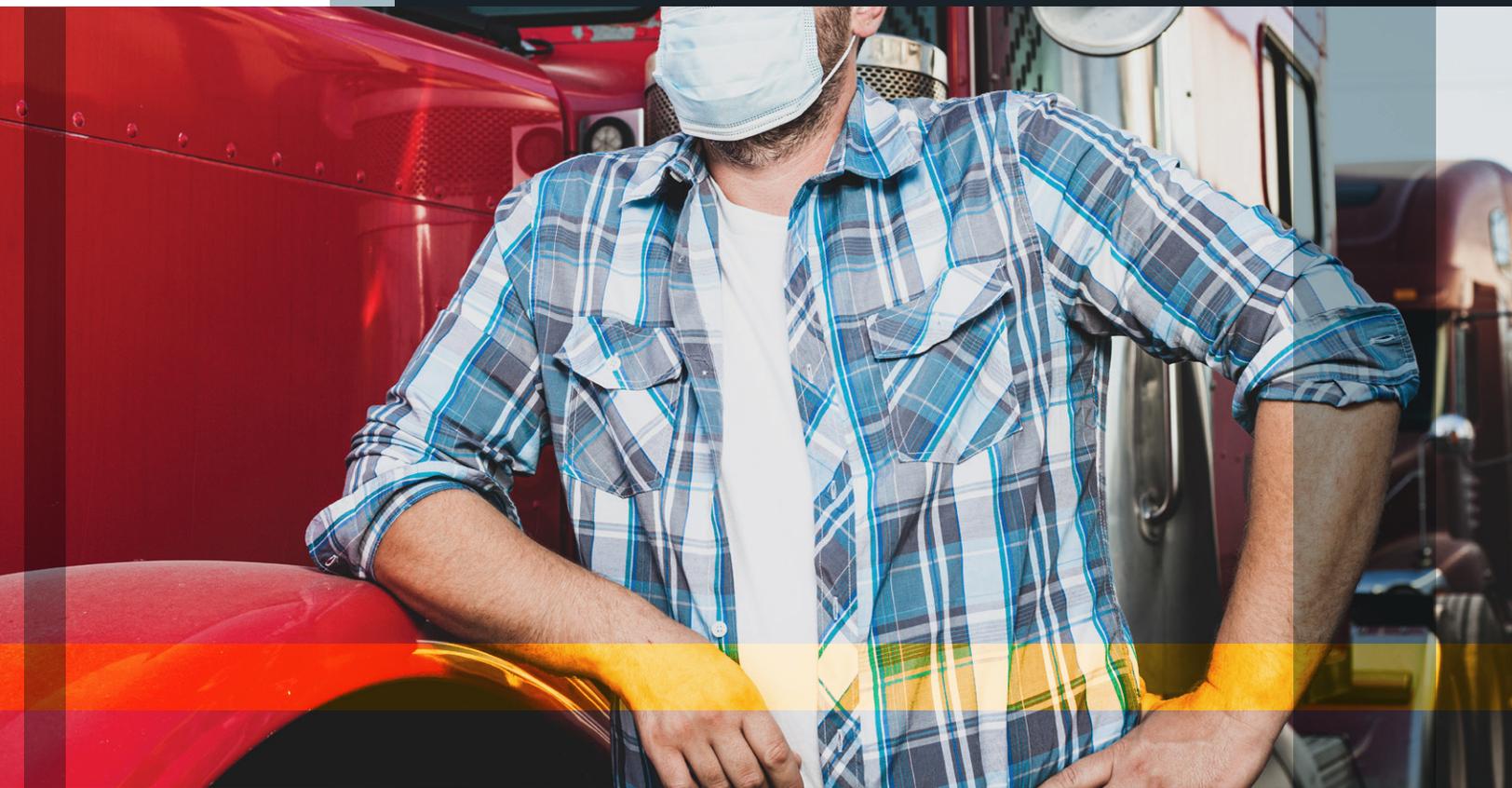


DEMONSTRATING THE ESSENTIAL NATURE OF THE INDUSTRY



LETTERS FROM THE CHAIRMAN AND CEO



Trucking continues to be a career with the most amazing opportunities. Who would have ever guessed that 43 years ago a kid that was hired to clean restrooms at a truck stop would someday become Chairman of one of the greatest state trucking associations in America?

Being an individual that is passionate about our industry and most importantly, recognizes that trucking is the most significant contributor to

our standard of living and way of life has made it easy to work hard and do what is right in our industry.

Our company's involvement with the Ohio Trucking Association began in the late 1980's when we received our contract carrier authority. Joining OTA was more of an obligation at that time. However, when our parents retired in 1997 and I was named president and CEO of our company it wasn't long before we became much more involved with OTA.

No different than any organization, "you get out of it what you put in." Being a part of the invaluable work that OTA does regarding legislative advocacy, safety, and promotion of a great image of trucking, has been incredibly rewarding.

This last year has been extremely challenging with all the COVID uncertainties. However, I could not be prouder, or more impressed with the way that Tom Balzer and the OTA staff has managed the entire operation. We have remained a vibrant and relevant force with our lawmakers, never lost focus of our mission, and have remained profitable.

Trucking in Ohio continues to be one of the most important economic drivers for our state, which is filled with great opportunities. However, we must all work together to achieve great victories for our industry. Therefore, every trucking company with a presence (domiciled or pass through) in Ohio should strongly consider becoming an active member.

Respectfully,

Ed Nagle

President, CEO
Nagle Companies
2021 Ohio Trucking Association Chairman



I have always said that I am extremely lucky to be able to work for an industry that is so vital to the U.S. economy. Looking back over the extraordinary events of 2020, I can honestly say that the members of the trucking industry were the true saviors during the pandemic crisis. As the old saying goes, "Without Trucks America Stops." In the year of COVID, the country quickly learned what that statement truly means.

Not surprisingly though, it didn't start that way. Early on in the emergency planning debates there were loud discussions about how essential the industry was, as well as specific comments about sectors of the industry being "more essential" than others. We at the Ohio Trucking Association started our fight and never let off the gas, representing the best interests of the entire industry to make sure every one of our member businesses had a chance to continue to operate.

We know that while some sectors of the industry did well in 2020, many struggled, and unfortunately some didn't make it. We know this because from the very start, we engaged our members through weekly webinars, bi-weekly newsletters, and daily phone calls. In fact, we made it a priority for each staff member to call members and see how we could help them, by asking what support we could provide and questions we could answer.

Just like you, we never stopped. We identified and overcame the obstacles and government policies that made operating difficult. Two things stick out in my mind as truly significant accomplishments. First, we developed a one-stop COVID-19 resource center that provided our members with up-to-date information, including a print-and-go packet of documents that allowed your drivers to have all the necessary documents in their trucks to operate. Second, we were the only Ohio association to host an in-person annual conference after March 15th, and one of only four state trucking associations to do so.

I am very proud of the work we did to support our members in this pandemic. The staff really embraced the mantra of adapt and overcome. We have learned a lot about what programs, products and services we can offer and have better identified the needs of our members. We are continuing to revamp and expand our program mix to meet the new needs of our members and, as always, will continue the fight to protect the best interests of the trucking industry.

Thomas A. Balzer, CAE

President and CEO
Ohio Trucking Association

OTA MEMBERSHIP SNAPSHOT



2020 LEGISLATIVE REVIEW

The end of 2020 marked the conclusion of the 133rd Ohio General Assembly. Like so many who welcomed the new year, many were happy to see the end of the legislative session, which was marred by a corruption scandal involving former Ohio House Speaker Larry Householder (R-Glenford). Householder was indicted in July 2020 on racketeering charges in an alleged \$61 million bribery scheme to pass a \$1.3 billion bailout of two nuclear power plants operating in northern Ohio. Shortly after news of the scandal broke, the House of Representatives ousted the former Speaker and replaced him with Rep. Bob Cupp (R-Lima) to serve the remainder of the session.



While the Householder scandal and the state's response to the COVID-19 pandemic dominated the legislative agenda for much of 2020, we did see a flurry of activity in December, as lawmakers attempted to put the finishing touches on dozens of bills before the end of the year. While social distancing and limited in-person meetings made traditional advocating somewhat challenging, the Ohio Trucking Association (OTA) continued to successfully represent its members before Ohio's policymakers.

One bill that saw final approval was HB 308, which addressed the long-debated issue of providing coverage through the Bureau of Workers' Compensation (BWC) to first responders for PTSD without an accompanying physical injury. OTA has expressed concerns with granting BWC coverage for so called

“mental-mental” claims and testified before lawmakers. OTA was happy to see HB 308 amended in the Senate with language that removes the coverage from BWC and instead, creates a framework for a separate “Post-Traumatic Stress Fund.” The changes made in the Senate also commissions a study to provide information so that legislators can make better decisions for a long-term solution. The study is due by October 1, 2021. HB 308, as amended by the Senate, was quickly passed by both chambers and signed by the governor.

Another bill that successfully crossed the finish line before the end of session was SB 33. Nearly two years after its introduction, and almost a full year since the bill was reported out of committee, the legislation was passed by the House. The Senate subsequently concurred with House amendments to the bill. SB 33 is intended to address the laws concerning protecting critical infrastructure from damage caused by protestors. The contentious legislation had been subject to several demonstrations as opponents filled committee rooms to protest the bill. SB 33 strengthens criminal offenses for damaging critical infrastructure and creates an offense of improper organizational involvement in such incidents. The OTA worked with lawmakers to ensure trucking terminals and freight transportation facilities were included in the definition of “critical infrastructure” and thus, protected under the bill.

Another measure that was passed during lame duck session was SB 68, which was introduced to permit indigent Ohioans to perform community service instead of paying a fee to reinstate their license. The bill was amended by the House to allow Ohioans between the ages of 21 and 65 to apply for an eight-year driver’s license, which would include CDLs. The 8-year CDL renewal was originally introduced by Rep. Derek Merrin (HB 372). The Ohio Trucking Association testified in support of both HB 372 as well as the amendment that was added to SB 68. SB 68 was passed by the House with unanimous support and also received broad support from the Senate before being signed by the governor.

The 134th Ohio General Assembly started this January as newly and re-elected members were officially sworn into their positions. The new legislative session also means new leadership teams in both chambers. The Senate, where Republicans hold a 25-8 majority, will be led by Senator Matt Huffman (R-Lima). The House, which despite the scandal saw their majority increase to 64-35, will be led by Rep. Bob Cupp (R-Lima) who was reelected to the chamber’s highest position. The first major test for the 134th General Assembly will be the state’s operating and transportation budgets. The transportation budget, which was introduced in February, must be passed and signed by March 31st. The main operating budget must be enacted by June 30th. We have also seen the introduction of nearly 300 bills in the first three months of the 134th General Assembly. While the budget bills will attract most of the attention, other pending legislation could easily move during the first half of 2021. As legislative activity begins to pick up, OTA stands ready to continue advocating on behalf of its members before Ohio’s elected officials in the 134th General Assembly.





OTA'S COVID-19 RESPONSE

From the start of COVID-19, the Ohio Trucking Association represented the interests of trucking and moving companies across Ohio. Our work ensured that members had a seat at the table through this troubling time. In addition to aggressive representation, we took a very proactive approach to serving our member's needs.

Beyond the health concerns and plans for a quarantine, the government was attempting to define what businesses were going to be shut down with the stay-at-home orders. The Governor's office had varying levels of discussion about what sectors of our economy would be allowed to operate. For example, we saw that drive thru and carry out food services were permitted, while dine in was strictly prohibited. While many considered commercial transportation to be "safe" from the stay-at-home orders, conversations occurred on different sectors of the trucking & moving industries and what commodities would be allowed (household products, fuel, and food) and which commodities would not be allowed (non-essential consumer products). The Ohio Trucking Association was there for the industry every step of the way, educating policy makers on why all sectors of the industry are essential.

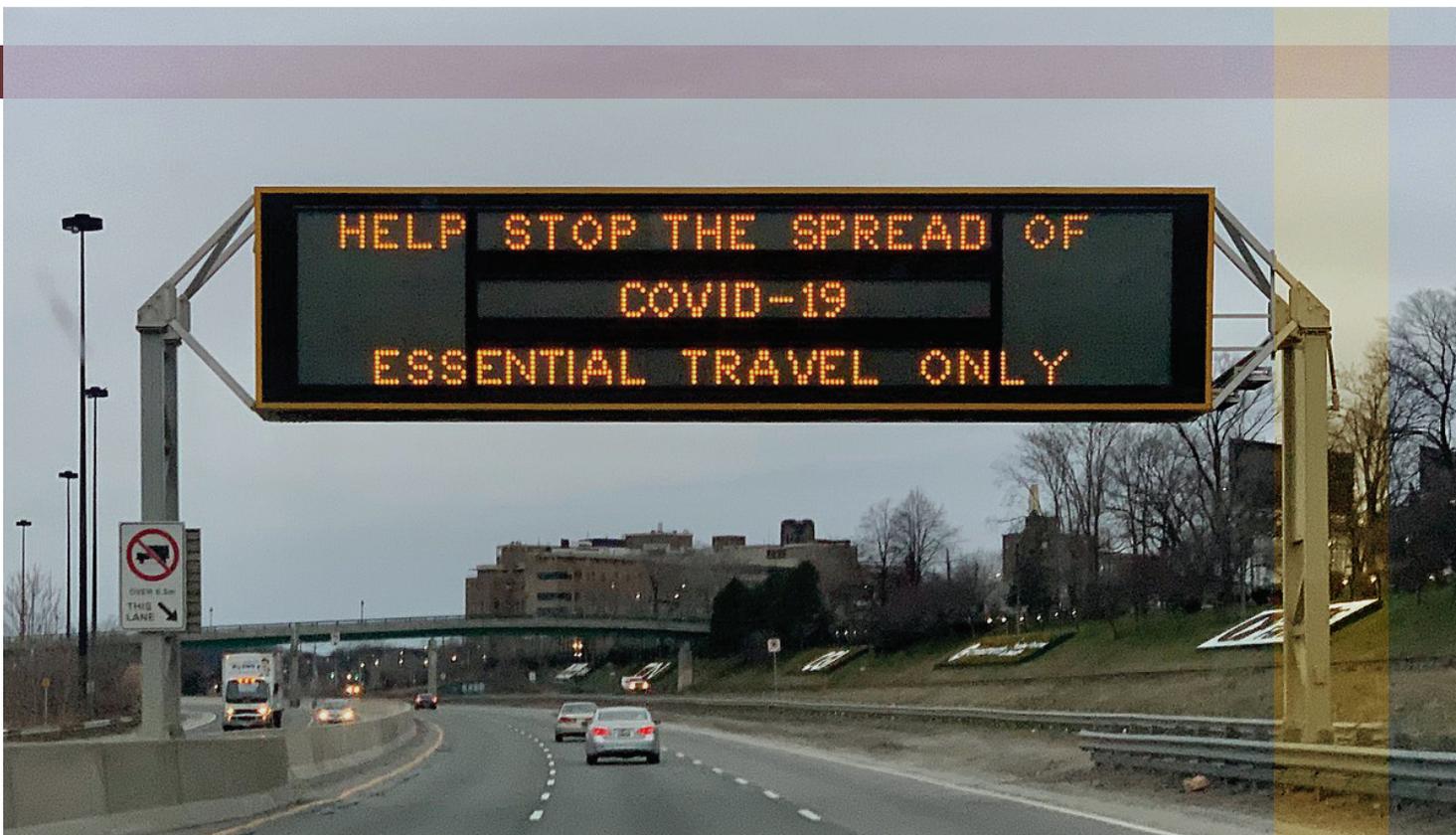
When conversations began about how government agencies would begin limiting services, it became very apparent that the Bureau of Motor Vehicles would be greatly impacted. OTA promptly went into action, lobbying for the state of Ohio to automatically extend the expiration date of any CDL and

vehicle registrations that were set to expire during the pandemic. This work ensured our trucks and drivers would remain on the road, instead of waiting in long lines or facing fears of an inability to renew. When the Ohio Legislature took up the issue, they deemed it such a great idea they not only extended CDL expiration dates, but the expiration dates of all licenses in the state. This represented a powerful illustration of the Association's ability to influence decision-making at the highest level.

Along with the extension of the CDL renewal, OTA knew that the expiration of Medical Examinations would also be a significant burden on the industry. Drivers faced the real potential of going to medical facilities overrun by COVID-19 patients, putting them in harm's way. The Ohio Trucking Association worked with the American Trucking Associations and other state trucking associations to work with the Federal Motor Carrier Safety Administration to provide extensions of Medical Examinations for CDL drivers.

As new orders and changes to existing regulations were announced, OTA quickly developed both a public facing and member-only Resource Center. Updated frequently, as much as hourly at the height of the initial wave of announcements, the Resource Center allowed both members and non-members of the Ohio Trucking Association to have access to the most current information on the decisions being made that impacted their business. Additionally, OTA members had access to all the necessary documents needed, including employee informational posters, certificates of essentiality and in-cab documents on registrations, extensions and overweight permits.

Most importantly, the staff of the Ohio Trucking Association made our members the top priority during this crisis. We did our very best to pick up the phone and call OTA members to learn how their businesses were doing, what more we could be doing to help and to answer any questions they may have had. At the Ohio Trucking Association, we understand that our member needs come first and that as a staff we have a great responsibility to be proactive in addressing those needs.



OTA HOSTS IN-PERSON ANNUAL CONFERENCE IN SEPTEMBER



The Ohio Trucking Association hosted the 2020 OTA Annual Conference, presented by Pilot Flying J, on Sept. 21-22 in Columbus. Over 145 in-person and virtual attendees joined our exhibitors and sponsors for the event. The conference featured outstanding programming, opportunities to network and the ability to connect with leading industry suppliers.



Rebecca Brewster, President & COO of the American Transportation Research Institute (ATRI) and Steve Bryan, Founder of Vigillo and Trucking Industry Entrepreneur, each shared important and timely presentations focused on the future of trucking and CSA scores. Former Ohio State running back and two-time Heisman Trophy winner Archie Griffin also delivered a motivating and inspirational keynote and interacted with attendees during a lively Q&A session. In addition to the keynotes, conference participants were also able to participate in a variety of breakout sessions led by OTA members.

DURING CONFERENCE, A NUMBER OF COMPANIES AND PROFESSIONALS WERE RECOGNIZED FOR THEIR SERVICE AND DEDICATION TO THE INDUSTRY.

JIM SUBLER

Classic Carriers, Inc., was recognized as outgoing Chairman of the Board

JERRY MILLER

Brown Transport, Inc., was named Safety Professional of the Year

PAUL WILLIAMS

Wooster Motor Ways, was recognized as the Hall of Honor Recipient

J.W. DIDADO

ELECTRIC, SPADER FREIGHT SERVICES, TAYLOR DISTRIBUTING COMPANY & PITT OHIO were awarded Fleet Safety Awards for their 2019 safety record

J.W. DIDADO

ELECTRIC received the Small Division President's Trophy and **PITT OHIO** was awarded the Large Division President's Trophy

JEFFREY ROSE NAMED 2019 DRIVER OF THE YEAR



On Friday, August 14, the Ohio Trucking Association named Jeffrey Rose of YRC Freight the 2019 Driver of the Year at the annual Driver of the Year Banquet, presented by Great West Casualty Company.

Rose has been employed with YRC Freight for the past 28 years and has driven more than 3.3 million accident and incident free miles during his professional driving career. He is a prominent member of the YRC Freight R36 Safety Team as well as a YRC Freight Safety Trainer. Rose works closely with the Ohio Highway Patrol and Ohio Motor Carrier Enforcement in numerous officer training and motoring public safety initiatives and ambassador programs.

OAM MERGER AND TARIFF RECAP

The Ohio Trucking Association completed its merger with the Ohio Association of Movers in 2020, allowing all OAM members full access to OTA membership and benefits. At the same time, the OAM Tariff, the official rates charged by members for intrastate Household Goods moves, along with local rates and individual carrier exceptions, underwent a thorough review. A tariff revision committee made recommendations on rate adjustments to the OAM board, which were approved.

The new Tariff, designated Number 52, was approved by the Public Utilities Commission of Ohio (PUCO) on November 6. Individual carriers had the rest of the month to submit changes to their local rates and exceptions, and the first revision was submitted on December 9. Revisions to the Tariff will continue to be made, as needed, until the next full Tariff update, scheduled to take place in Spring 2022.

VIRTUAL AND HYBRID TRAININGS



While it seemed that everything came to a screeching halt during COVID-19, the Ohio Trucking Association knew that there had to be creative ways to continue delivering the exceptional programming to which members have become accustomed. Having offered webinars through Zoom for a couple years already, we took that platform to a whole new level as in-person trainings and best practices discussions were moved online. Even though stay-at-home orders, and later, corporate travel bans, forced us to press the pause button on in-person events for a few months, we were able to resume a limited in-person schedule of compliance trainings, consisting of both virtual and in-person options, while respecting social distancing guidelines.

In addition, OTA featured its first Hybrid training session, covering Hours-Of-Service rules and the ELD mandate. This allowed for 8 attendees to join OTA at its training center in Westerville, while an additional 18 registrants participated virtually. The success of this session provided a model on which to develop additional trainings, using this format. Members can look forward to choosing the style of trainings they wish to take part in, as well as the content that interests them the most.

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FOR MORE INFORMATION ON SAVINGS OPPORTUNITIES WITH OUR ENDORSED PARTNERS
please visit our website at www.ohiotrucking.org/ or contact Nick Miller at Nick@OhioTrucking.org.