**BOARD MINUTES**  
ABA Spring Board Meeting  
May 1-2 2019  
Washington, DC  
Capital Hilton

### Members in Attendance

<table>
<thead>
<tr>
<th>Doug Anderson</th>
<th>Warren Dickinson</th>
<th>John Percy</th>
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<tbody>
<tr>
<td>Chris Anzuoni</td>
<td>Mike Dickson</td>
<td>Peter Picknelly</td>
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<td>Eugene Berardi Jr.</td>
<td>David Eaton</td>
<td>Polina Raygorodskaya</td>
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<td>Ben Blunt</td>
<td>Ron Eyre</td>
<td>Karen Sanders</td>
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<td>Harry Blunt</td>
<td>Terry Fischer</td>
<td>Mikie Shepler</td>
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<td>Stephanie Brooks</td>
<td>Alan Glickman</td>
<td>Ian Smart</td>
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<td>Cindy Brown</td>
<td>Kim Gryzwacz</td>
<td>Al Spence</td>
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<td>Linda Burtwistle</td>
<td>Jim Jalbert</td>
<td>Francis Tedesco</td>
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<tr>
<td>Luke Busskohl</td>
<td>Tom JeBran</td>
<td>Bill Torres</td>
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<tr>
<td>Michael Colborne</td>
<td>Craig Lentzsch</td>
<td>Francois Tremblay</td>
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<tr>
<td>Bryan Cole</td>
<td>John Miller</td>
<td>Buddy Young</td>
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<tr>
<td>Roman Cornell</td>
<td>Ron Moore</td>
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<tr>
<td>Don DeVivo</td>
<td>TJ Morgan</td>
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### Members Not in Attendance

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<tr>
<th>Jonathan Berzas</th>
<th>John Meier</th>
<th>Stephanie Lee</th>
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<tr>
<td>Julia Conway</td>
<td>Camilla Morris</td>
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<tr>
<td>A.J. Kinney</td>
<td>Steve Woelfel</td>
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### Guests & Speakers

<table>
<thead>
<tr>
<th>Kaeli Andersen</th>
<th>Peter Beinart</th>
<th>Jackie Eaton</th>
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<tr>
<td>Mary Baker</td>
<td>Pete Borowsky</td>
<td>Brad Eyre</td>
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<tr>
<td>Ron Bast</td>
<td>Brenda Borwege</td>
<td>Ron Eyre</td>
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Opening Remarks
ABA Chairman Don DeVivo welcomed the board to the Capital Hilton.

Approval of the Previous Meeting Minutes
A motion was passed to approve the minutes from the Marketplace Board Meeting at the Louisville Marketplace meeting in Louisville, Kentucky on January 25, 2019.

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

- ABA has implanted a new phone system that will allow staff to communicate with members more effectively
- The ABA sponsorship sales position has moved to Washington DC, following the retirement of Jana Fields
- Peter highlighted travel industry revenue as an area of potential concern for the association
  - The reason for this decline could be related to a decline in group tour focus
  - State budgets have also tightened, which means CVB’s have less money to spend
• ABA is developing member brochures that will be based on membership segments
• ABA Marketplace 2019 was a successful event, and ABA will look to build off that positive momentum
• ABA is still looking for a location for the 2023 Marketplace
• The ABA Communications Department has implemented a “live chat” function for the website that has allowed better communication with members
• The Foundation has received two anonymous donations totaling $500,000
• The Board of Governors determined that the 2018 Motorcoach Census would be skipped in favor of focusing on the 2019 census
• The Board of Governors has approved the “Environment Benefits Study of Motorcoach Travel”
• The BOG has also approved “The Federal Transportation Federal Subsidy Study”

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 discussions about rates, components of rates, or competition

• Rick Schweitzer discussed the FAST Act and how it could potentially impact the facilities in various states
  o ABA has contacted some of these facilities to learn more about their terms and conditions for the motorcoach industry
• Schweitzer suggested that ABA needs to send another letter to Massachusetts DOT
  o Schweitzer believes that sending the letter to the Massachusetts DOT will send a message to other state DOT’s
• The pre-emption petition that has been filed by ABA regarding the California Rest Break topic will be published in the Federal Register soon
• Rick added that the other pre-emption petition regarding the San Francisco Airport inspection policies will possibly be added to the Federal Register
• Peter Picknelly raised a question about the best strategies for disputing incorrect toll charges in places like the Ted Williams Tunnel in Boston

Audit Committee Report

ABA CFO Eric Braendel presented the Audit Report.

• ABA missed its budget in 2019, incurring a loss of $188,000 not including investment activity
  o The publication revenue and marketplace revenue were lower than budgeted
• Eric Braendel notified TD Bank that ABA would not be meeting the expected Cash Flow Ratio for the coming year, and added that ABA is taking steps in 2019 to ensure that missing this ratio will not happen again
• ABA received a waiver from TD Bank
A motion was passed to accept the audit report.

**Finance and Budget Committee Report**

The Finance and Budget Committee Report was presented by Eric Braendel.

- ABA Revenue for YTD is $5,170,000
  - An increase of $287,000 from the year before
- The 2019 Marketplace Revenue looks slightly inflated due higher Sponsorship Passthroughs related to the Marketplace closing event
- Expenses increased by $180,000 from the previous year
  - Most of this increase is attributed to the Marketplace Sponsorship Passthrough expense related to the closing event.
- ABA took on a new administrative cost by switching the phone system to a Ring Central phone system and adding an automated Accounts Payable system called Mineral Tree
  - Ring Central costs less than the old phone system
- ABA is looking at moving away from Great Plains accounting software over to Sage Intact
- ABA plans on looking at possible re-financing options in the coming year related to the loan on the 111 K property
- Ron Eyre asked a question regarding whether any of the other 111 K tenants have sold their condos in the building
  - Braendel stated that the current building owner, Rubenstein Partners, inquired about ABA’s interest in selling the floor back to them

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

ABA Board Member John Miller delivered the BusMARC Report.

- BusMARC had 65 attendees at a meeting in Louisville at Marketplace
- Miller noted that there were some attendance issues because of overlaps with BISC
- BusMARC is exploring a partnership with the Trucking Maintenance and Repair Council about industry standards
- Mr. Miller said that BusMARC will look to be more “shop-focused”

**Strategic Safety Report**

ABA Board Member Buddy Young provided the Strategic Safety and BISC update.

- 2018 was the first year that BISC ended “in a financial positive” thanks to support from sponsors
- 21 sessions were held at the BISC winter meeting
- BISC has been conducting quarterly conference calls with each committee
- TSA will be at the summer BISC meeting to discuss cyber security
- The BISC summer meeting will have a session to address the current state of the opioid crisis in the industry and the legalization of marijuana
• BISC is celebrating its 20th year in existence

**BusPAC Report**

The BusPAC Report was delivered by ABA Board Member Peter Picknelly.

• BusPAC aims to raise $100,000 annually
• As of the Board Meeting, 68 percent of the Board of Directors had not given to the BusPAC
• In 2019, BusPAC participated in 11 political events and contributed $15,000 to campaigns
  ○ 3 events have been sponsored by BusPAC
• ABA is looking to preserve its fuel tax exemption, and avoid the probable increases that will come from trying fund the impending infrastructure bill
• Doug Anderson met separately with Congressman Mike Kelly to address the fuel tax exemption

**Guest Speaker**

• ABA Vice President of Government Affairs and Policy Suzanne Rohde introduced the Deputy Staff Director to Congressman Sam Graves, Jack Ruddy, who spoke about his role on the Transportation and Infrastructure Committee.

**2020 Marketplace Outlook**

Marketplace Chairman Luke Busskohl brought the Board up to speed on developments regarding ABA’s Annual Meeting and Marketplace 2020.

• Busskohl said that he is looking forward to ensuring good education sessions and the success of BusWorld Academy at the 2020 Marketplace event

**ABA Foundation Report**

The ABA Foundation Report was presented by ABA Board member Tom JeBran.

• JeBran noted that there has been an increase in applications for the Foundation Scholarship Program
  ○ Mr. JeBran highlighted the new “Scholarship in a Box” informational initiative
• The current Foundation revenue is $189,000 and expenses were $80,000
• The Foundation will look to start new research projects including: Driver Pay Structures, Environmental Benefits of Motorcoach Travel, and the Federal Transportation Subsidies Study
• Two anonymous donors have agreed to give the Foundation a total of $500,000 to go towards research if the Foundation raises $1,000,000

**Guest Speaker**
ABA President and CEO, Peter Pantuso introduced guest speaker Peter Beinart to speak about the American political landscape.

**Membership Report**

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

- Lia Zegeye said that the membership count is trending in the right direction from April 2018
- ABA will be reaching out to Western States to try to expand the number of operators
- Zegeye added that ABA Membership staff is hoping to target non-members who attended 2019 Marketplace
- The Membership Department will be conducting monthly new member webinars
- Zegeye will be attending Bienvenue in Quebec, Canada to try to reach potential members in that region of Canada

**Meetings Report**

ABA Senior Vice President of Meetings and Education Lynn Brewer presented the Meetings Report.

- Lynn Brewer emphasized that ABA is always seeking to get more Buyers to the ABA Marketplace
  - Many of the Marketplace attendees have been bringing less delegates than in the past
- Marketplace 2019 had a record number of motorcoaches on the event floor: 22
- Marketplace Exhibitors have continued to trend in the direction of buying more space for the Marketplace floor
- ABA will offer complimentary airport transportation for the 2020 Marketplace
- Scatterjoy Acres will be the 2020 ABA Gives Back Charity
- The ABA Meetings Department will be working hard to make sure there will be ample space for Marketplace Events at the venues in Omaha

**Communications Report**

ABA Director of Communications & Media Relations Melanie Hinton delivered the communications report.

- ABA Communications has been emphasizing the recent efforts of the GAP team
- ABA put out its first annual report since 2004
- Melanie Hinton described the new ABA “Let’s Talk” initiative to try to highlight the value that ABA can bring to its new members
- ABA has continued to utilize the “live chat” function on the website
- Hinton thanked Kim Gryzwacz for the success of her Marketplace promotional videos
- Hinton encouraged the Board of Directors to provide testimony for why they are excited to attend Marketplace in Omaha
ABA has sent out 20 releases since January

Hinton reminded the Board that ABA continues to be a good resource for crisis communications

**Government Affairs Report**

The Government Affairs Report was provided by ABA’s SVP Suzanne Rohde, on Tuesday, May 1.

ABA continues to pursue 3 objectives through the annual appropriations process:
- Increased funding for the Intercity Bus Security Grants program
- Language to pressure the National Park Service (NPS) to modify the April 2018 fee/fee structure changes
- Language to pressure FMCSA to complete the rule to revise the 2015 Lease & Interchange rule

ABA leadership held a successful day of Hill meetings in support of an infrastructure/reauthorization bill, in March

As part of this Board meeting, several attendees will also be meeting with Legislators while in town.

A panel of ABA consultants provided updates on ABA advocacy activities:
- K&l Gates gave an update on advocacy concerning ABA appropriations objectives
- Lippes Mathias gave an update on advocacy concerning the NPS issue
- Capitol Tax Partners gave an update on infrastructure funding initiatives and other tax matters

Congresswoman Eleanor Holmes Norton provided an update on Congressional activities related to infrastructure/surface reauthorization

Jack Ruddy, Minority Deputy Director of the House Transportation Committee, provide Ranking Member Sam Graves’ views on infrastructure/reauthorization legislation

FMCSA Administrator Martinez provided an update on the Agency’s regulatory/administrative matters of interest to the motorcoach industry’sPAC

Paul Lewis, from the ENO Center for Transportation, discussed his research on benefits of transit contracting

On Wednesday morn, ABA/BusPAC held a successful event with Congressman Richard Neal, Chairman of the House Ways & Means Committee

**Radar Issues**

Peter Picknelly asked about the potential for the existence of an electric or hybrid bus
- Ian Smart said that there are electric buses being tested with a target range of 200 miles
- Francois Tremblay said that employee or transit shuttles might be the more practical application for electric vehicles because there will be more room for batteries in the
cargo section of the vehicles and they return to charging stations at the end of the day
  o Don DeVivo mentioned that there will be seminar on electric buses at BusWorld Academy in Omaha
  • Chris Shepler encouraged the Board to attend BISC because of the direction it can provide for ABA member companies and employees like his who do not run coaches but still need to deal with customer movement
  • Suzanne Rohde described the importance of providing comments on ABA issues that will be appearing in the Federal Register

*The Board made a motion to go into Executive Session.*