BOARD MINUTES
ABA Marketplace Board Meeting
January 25, 2019
Louisville, KY

Members in Attendance
Douglas Anderson  David Eaton  Peter J. Pantuso, CTIS
Chris Anzuoni  Ronald L. Eyre  John H. Percy, Jr.
Eugene J. Berardi, Jr.  Terry Fischer  Peter A. Picknelly
Bill Blankenship  Alan Glickman  Karen Sanders
Ben Blunt  Kim Grzywacz, CTIS  Mikie Shepler
Harry W. Blunt, Jr.  James Jalbert  Chris Shepler
Stephanie Brooks  Thomas G. JeBran  Ian Smart
Linda Burtwistle  Daryl G. Johnson  Linda Spruill, CTIS
Mike Butts  A.J. Kinney  Francis Tedesco
Bryan Cole  Stephanie Lee  William Torres, Jr.
Julia Conway  John R. Meier  Francois Tremblay
Dane Cornell  John Miller  Nicole Twigg, CTIS
Donald A. DeVivo  Ronald R. Moore  Steve Woelfel
Warren Dickinson  Thomas Morgan  Charles T. Young, Jr.
Mike Dickson  Camilla Morris, CTIS

Members Not in Attendance
Michael Colborne  Craig Lentzsch  Al Spence
Tony Fiorini  Thomas Morgan
Steve Haddad  Polina Raygorodskaya

Guests & Speakers
Ronald R. Bast  Jack Forbes  Charles Nolen
Alex B. Berardi  Nicole Fritz  Al Smith
Jonathan Berzas  John Henry  Gregory Tedesco
Roman Cornell  Matthew Moore
Tom DeMatteo  Ryan Nicklin

Staff
Eric Braendel  Andrew Newhart  Lia Zegeye
Lynn Brewer  Suzanne Rohde
Brandon Buchanan  Richard P. Schweitzer
**Opening Remarks**

ABA President and CEO, Peter Pantuso, welcomed the board to Louisville, KY and explained that Chairman Don DeVivo would be joining later because of a travel delay. Peter welcomed the new board members and guests in the room.

**Welcome to Louisville**

Karen Williams welcomed ABA to Louisville for a second time. Karen discussed the renovations that the Kentucky International Convention Center had undergone since the last ABA Marketplace held in Louisville. Nicole Twigg explained how the proceeds from the ABA Gives Back Event would be used at the Backside Learning Center at Churchill Downs. Nicole played a video demonstrating the difference that the Backside Learning Center makes on the lives of the workers at Churchill Downs.

**2019 Marketplace Update**

Marketplace Chairman Kim Grzywacz provided the Marketplace Update.
- Kim G. highlighted how social media has positively impacted connecting people at Marketplace in Louisville
- There are 22 coach displays on the Marketplace floor, the most ever at Marketplace
- There are 88 signed sponsorship contracts with 18 new sponsors in 2019
  - MCI has become the sponsor of Women in Buses
- Kim noted that the Impexium Database could not accommodate Marketplace 2019, so TEAM was used for Marketplace in Louisville.

**Approval of the Meeting Minutes**

A motion was passed to approve the minutes from the ABA Fall Board Meeting in Sonoma, CA.

**President’s Report**

ABA President & CEO Peter Pantuso covered the following subjects during his report:
- Peter Pantuso began his report by noting that the Board Meeting would be shortened this year so that a CEO Roundtable discussion could take place.
- Pantuso mentioned that the 4th quarter of 2018 was an especially busy quarter for the Government Affairs team
- ABA has maintained the same number of staff, but Jake Argarin has moved from the Meetings Department to the Membership Department
- ABA saw a $190,000 net loss in 2018. Increased spending on lobbying and government affairs can account for some of this loss.
- Marketplace locations have been secured for the next few years. ABA will be travelling to Omaha in 2020, Baltimore in 2021, Grapevine in 2022 and Downtown Nashville in 2024. There is a vacancy for 2023, and Peter Pantuso and Lynn Brewer are looking to
take into account new factors, such as weather and event space, when making the ultimate determination on a Marketplace location.

- **Government Affairs and Policy** - Peter Pantuso talked about the efforts of the team that have gone into lobbying efforts in 2018, however he also pointed out that the last two Congresses have had difficulties passing spending bills. Pantuso stated that ABA has been receiving responses from some of the 20 transportation agencies that the Board has written letters to regarding relative transportation pricing compared to public transit.

- **Communications** - ABA has put out a couple of statements in the past quarter, including a message to Representative Bill Shuster. ABA also issued a statement about the impact that the Federal Government Shutdown has had on ABA’s members. The communications teams has also started a “chat function” on the ABA website.

- **Foundation** - The Foundation has been more focused recently on long-term giving. Two anonymous donors have donated $500,000 to the Foundation on the basis that they will give two dollars for every dollar the association raises. “Scholarship-in-a-Box” has been added to the scholarship program for 2019.

**Counsel’s Report**

General Counsel Rick Schweitzer provided an update.

- Rick began his presentation by reminding the board that the meeting would be conducted under ABA’s anti-trust laws.

- Rick reminded the board that any highways built using funds from the FAST Act have to give the same toll price to motorcoaches as they would to transit buses.

- ABA sent letters to 20 different tolling facility operators in 2018 inquiring about the ways in which they were charging motorcoaches that came through their facilities.
  - Massachusetts DOT had a few facilities that proved to be an exception to complying with the FMCSA Regulations, and a few ABA Board members sent letters asking the Massachusetts DOT to comply.
  - There is an ongoing discussion between the Massachusetts DOT and the FMCSA about whether the three facilities in question should be treated the same way as the rest of the facilities.
  - Rick cited the bridges in Louisville as an example of recent success when it comes to engaging regulators.

- Rick spoke about the pre-emption petition that has been filed about buses at the San Francisco Airport, and expects the petition to be positively received.

- Rick also talked about the impact of California’s “Meal and Rest Break Rules” on the industry.

**Scheduled Service Council Report**

The Scheduled Service Council Report was presented by Board Member T.J. Morgan.

- T.J. Morgan began by explaining that the tour and regular route meetings were combined because so many of the same factors are present in both industries.
• Board Member Terry Fischer has been experiencing issues with his “Polyad” group at National Parks
• T.J. mentioned that there has been a decline in passengers going to Chicago as a byproduct of the “Party Bus Ordinance” in the city
• Mr. Morgan stated that he thinks that retaining bus drivers has been a major obstacle for operators

**Governance Committee Report**

Committee Chair John Meier presented his report on the Governance Committee to the Board.

- John Meier relayed that Mike Butts of Visit Charlotte, Nicole Twigg of Louisville Tourism, and Tony Fiorini of Silverado Stages were scheduled to rotate off the Board of Directors.
- John Meier also reported that Johnathan Berzas of Fullington Trailways, Cindy Brown of the Boston Ducks, and Kim Grzywacz of CIT Signature Transportation have been recommended as potential members of the Board of Directors. Luke Busskohl was recommended to serve as the 2020 Marketplace Chairman.
- John stated that Ron Eyre from Eyre Bus would be departing the Board of Governors. Pete Smith of Smoky Mountain Resorts will be added to the Board of Governors.
- John Meier added that Ron Moore will no longer be eligible for the Executive Committee due to term limits. Ben Blunt will be recommended for the Executive Committee as a Fixed-Route Representative. Steve Haddad will roll off the Executive Committee at the end of his second term. Bill Torres will be added to the Executive Committee for the At-Large Position. Michael Colborne will be added to the Executive Committee as a Permanent Invite Guest.

*The Board of Directors Voted to Approve the Proposed Representatives for the Board of Governors.*

**BusPAC Committee Report**

The BusPAC Report was presented by Committee Chair Peter Picknelly and ABA Senior VP of Government Affairs and Policy, Suzanne Rohde.

- Peter Picknelly reported that BusPAC has $230,000 in the bank
  - BusPAC raised $74,000 and spent $52,500 in 2018
  - Peter Picknelly noted that amount raised fell short of the $100,000 goal set at the beginning of the year
- Picknelly pointed out that 61% percent of the ABA Board of Directors contributed to BusPAC
  - 65% of eligible board members participated
- Picknelly shared that BusPAC contributed fairly evenly to both of the major political parties
• Peter Picknelly advocated for 100% Board support in the future, highlighting the Administrative Fund that allows participation from Board members who already contribute to another PAC as well as non-U.S. Board members

Environmental Committee Report

TJ Morgan delivered the Environmental Committee Report.
• The ABA Environmental Committee met on January 11th to discuss the applicants for the winners of the Green Spirit Award
  o T.J. Morgan announced that the winner of the 2019 Green Spirit Award is MTR Western

Finance and Budget Report

ABA CFO Eric Braendel gave a financial report.
• The ABA Revenue for the year ending in December 2018 was $6,265,000
  o The 2018 revenue came in $270,000 below what had been budgeted for the year
  o Eric Braendel noted that this can be attributed to the lower than expected revenue from ABA Publications as well as lower than expected revenue from ABA Marketplace 2018 in Charlotte
  o Other income for 2018 was about $200,000 ahead of budget
    ▪ This line item is composed of three things:
      • Contract services
      • Affinity Income from partnerships with other entities
      • Subleasing space for the 111 K Street ABA Office
      • Expenses for 2018 were $6,455,000, meeting the expectations of the budget
• ABA’s Investment Portfolio for 2018 had losses of about $320,000
  o ABA’s Portfolio Market Value at the end of December 2018 was $4,650,000
• BusWorld estimates that BusWorld Academy at ABA Marketplace in 2020 will have expenses around $50,000
  o BusWorld and ABA believe that raising $50,000 in sponsorships will be attainable

Bus Industry Safety Council (BISC) Report

BISC Chairman Al Smith provided an update on BISC.
• Al Smith reminded the Board that Loretta Bittner from FMCSA is a member of the BISC Executive Committee, and helps to update the council on regulatory change
• Al Smith stated that a highlight from 2018 was a November webinar presented by J.J. Keller on OSHA
• Smith shared that the BISC Chairman participated in a Fall Meeting in which the NTSB had a broadcast with around 375 attendees nationwide
• BISC has added two at-large committee members in the last year
  o Eric Gregory has been added as a representative for BISC West
  o Ronna Weber has been added as a representative from the School Bus Council
• Pam Martinez will be the BISC chair for 2019

**Strategic Safety Committee Report**

Alan Glickman delivered the Strategic Safety Committee report. Items covered include:
• Alan Glickman stated that revenues for BISC in 2017 were $39,000 and expenses were $81,000
• Glickman highlighted that revenue in 2018 for BISC was $55,000 with expenses of $56,000
  o Glickman expects that BISC will break even in 2019

**Time & Place Committee Report**

Gene Berardi provided the Time & Place Committee Report.
• 2019 Board Meetings
  o Spring Meeting – May 1st in Washington DC at the Capitol Hilton
  o Fall Meeting will be at the Breakers Hotel in Palm Beach, FL
• 2020 Board Meetings
  o Spring Board Meeting will take place at the Conrad Hilton in Washington DC
  o Fall Board Meeting will take place in Asheville, NC
• 2021 Board Meeting
  o Spring Board Meeting will be back at the Conrad Hilton in Washington DC
• Upcoming Marketplace destinations
  o 2020 will be in Omaha, NE
  o 2021 will be in Baltimore, MD
  o 2022 will be in Grapevine, TX
  o 2023 is still be determined
  o 2024 will be in Nashville, TN

**Government Affairs and Policy Report**

ABA Vice President of Government Affairs and Policy Suzanne Rohde provided an overview of 2018 government affairs activities and an outlook on prospective 2019 activities.
• Suzanne Rohde reported that the Democrats regained control of the House of Representatives by gaining 40 seats
• Rohde noted that the government has been in a partial shutdown, as Congress had not approved all of the appropriations bills for the year
  o Rohde pointed out that FMCSA was still running despite the Department of Transportation not being funded
• Rohde mentioned that ABA is aggressively engaged on the content of the 2020 Appropriations Bill
• Suzanne stated that ABA would be pushing for a $7 million security grant for the next year’s Appropriations Bill
• ABA has met with the Acting Secretary of the Department of Interior on the impact of NPS policies
• Suzanne Rohde says ABA will want to keep an eye on whether the 2020 Infrastructure Bill will also include funds for resurfacing
• ABA will pay special attention to tolling for the 2020 Infrastructure Bill
• Rohde noted that ABA had been kicked out of discussions at the last minute regarding the FAA reauthorization bill in the Fall of 2018
• Rohde stated that ABA has made clear that the National Park Services will not eliminate their $20 million backlog on the backs of the bus industry
• UCR fees for 2019 will be lowered down to the 2017 levels, and the fees are expected to drop again for 2020
• Rick Schweitzer made note that marijuana is still a “schedule 1” drug according to FMCSA, despite the substance being decriminalized and legalized in various states

**Membership Report**

Lia Zegeye, ABA Senior Director of Membership, presented a report on the state of membership.

- Lia Zegeye emphasized the importance of recruiting members at industry events
- Zegeye stated that the membership department will look to be accommodating in the ways in which it sends invoices to members looking to renew their memberships
- Zegeye stressed the importance of making sure the Impexium Database has the correct information on ABA member companies
- The membership department will look to publicize events that will add value for members
- Zegeye underscored that the two most important goals for the department are retention and growth
- The membership department will place an emphasis on attending events that will have a robust ROI for ABA
- Each of the ABA membership counts for 2018 showed slight increases
  - The overall retention rate for 2018 was 91%

_A motion was made to amend the slate of ABA Board Directors so that Dane Cornell would relinquish his seat on the Board. The motion was approved unanimously._

**ABA Foundation Report**

Mr. DeVivo introduced ABA Foundation Chairman Tom JeBran for a report on the Foundation.

- Tom JeBran highlighted ABA Foundation Vice Chairman John Percy’s Pick-a-Purse idea that has been successful in raising funds at the 2019 Marketplace
- JeBran shared that the Foundation has implemented the “Scholarship in a Box” program
The Foundation has committed $100,000 a year for a five-year period ending in 2020

Hispanic Motorcoach Council Report

HMC Chairman Bill Torres provided an update on the Hispanic Motorcoach Council and discussed the Marketplace meeting and other upcoming meetings in 2019. Bill stated that the 2018 HMC Meetings in Miami and Laredo had very good attendance. In the year ahead, HMC will look to work with Customs and Border Patrol on border transportation issues.

The Board went into closed session.
The meeting was adjourned.