

**Board of Directors’ Meeting Minutes**

**Monday, November 4, 2019**

Westgate Las Vegas Resort & Casino

3000 Paradise Road, Conference Rooms 7 & 8

Las Vegas, NV 89109

**Open Board Meeting**

Noon – 2:15 p.m.

**Executive Session**

2:30 p.m. – 5 p.m.

**Officers:**

Darren Huggins, Chairman

Keith Egan, Vice-Chair, Community Involvement

Kerry Angers, Vice Chair, Industry Involvement

Doug Schlueter, Secretary

Brian Driehorst, Treasurer

Barry Barbee, Director-at-Large

**Staff/Administration**

Bill Garoutte, President & CEO

Linda Sulkala, Program Manager, NABC™ Recycled Rides™

George Avery, Program Manager, NABC™ F.R.E.E. ™

Katie Pharr, Strategic Projects Manager

Debby Robinson, Victory Management Group

Dale Ross, Victory Management Group

**Board of Directors**

*See attached attendance sheet:*

Darren Huggins, Chairman

Gerald Poirier

Barry Barbee

Kerry Angers

Gene Lopez

Debbie Teter

Domenic Brusco

Clint Marlow

Chuck Sulkala

Kristle Bollans

Luke Harris

Kevin Creegan

Arlo Johnson

Anthony Natale

Doug Schlueter

Brian Driehorst

**Past Presidents**

George Avery

Stacy Bartnik

Chuck Sulkala

**Guests**

Matt Immerfall, All-Star Autolights

Damien Reyna, CARSTAR

Ben Clymer, Jr., Ben Clymer's Body Shop

Paul Williams, HONK Roadside

John Heinsburg, Connected Claims Services

Paul Grant, Find Pigtails

**An NABC BOD Quorum was Present**

**PLEASE SEE ATTACHED AGENDA FOR THIS MEETING**

**Welcome, Introductions & Anti-Trust Statement –** *Darren Huggins*

* Meeting was called to order by Chairman Huggins
* The Anti-Trust Statement was recognized and read by Chairman Huggins

Introductions were made following by reading of the National Auto Body Council Vision Statement and Mission Statement

**Vision Statement:**

Automotive collision repairers are admired professionals.

**Mission Statement:**

To develop, implement and promote community-based initiatives that exemplify the professionalism and integrity of the collision repair industry

**Approval of Minutes –** *Doug Schlueter*

* NJ Board Meeting 2019

Minutes were reviewed and a motion was made, seconded and approved unanimously to accept the Minutes of the meeting presented.

**Treasurer’s Report –** *Brian Driehorst, Bill Garoutte*

* + 2020 Budget Review/Approval

Driehorst shared the financial reports for the months of June, July, and August and noted that he has not yet received financial documents for the month of September. He reported that NABC ended August with a net income of $177,947.40 or $66,964.40 ahead of what was budgeted.

The proposed 2020 budget shows revenue of $691,000, about a $50,000 increase, and an operating expense of $666,988, which would give NABC a surplus, if on budget, of $24,109 for 2020. President Garoutte noted that every committee submitted their budget and every request was covered.

Motion was made to accept the 2020 budget, which was seconded. The 2020 budget was unanimously approved.

**Chairman’s Views and Perspective -***Darren Huggins*

Chairman Huggins shared his heartfelt thanks and congratulations to the NABC team and provided a topline of accomplishments in 2019. He noted that NABC has matured greatly in the last 24 months. He also recognized that NABC has many new players in key positions that have brought better more relevant thinking, processes, procedures and deliverables to the constituent base. Chairman Huggins said the NABC’s progress on every metric has exceeded the last high water mark in every category and noted that NABC is on track to meet or exceed every goal set in FY 2019 and expects that trajectory to continue in 2020 and beyond.

Chairman Huggins thanked the NABC staff, including Bill, Katie, Linda & George, the strategic partners -- 1.800.Charity Cars, Victory Management Group Team, The AEG Team & Chicago Law Partners – and the Executive Committee for their leadership, including Keith, Kerry, Elizabeth, Doug, Barry and Dom.

He also recognized the NABC committees for their leadership:

Awards: Marie & Debbie

Marketing: Debbie & Kristle

Membership: Arlo & Anthony

Fundraising: Gerry, Brandon & Liz

Governance: Stacy and Bill Mayer

Finance: Bill Mayer, Elizabeth & Brian

NABC DDI: Gene Lopez and Brandon Rodridguez

NABC F.R.E.E.: Michael Jordan and Greg Brown

NABC Recycled Rides: Doug Schlueter and Kevin Creegan

Special Events: more than we can mention

Chairman Huggins reinforced that the NABC goal of remaining to be a relevant force within the industry and being good thought leaders for ourselves, for our constituents and the communities where we live and work. He shared his pride in the collective accomplishments and in his service as the Chairman during this time of transformation.

**President’s Report & Comments –** *Bill Garoutte*

President Garoutte also recognized the staff members, outside resources and committees for their collaboration and achievements. He noted that AEG had been notified of the end of their contract on February 29, 2020, and that steps were in place to transition their responsibilities.

He reinforced that the NABC fiscal performance is strong and will continue so based on the budget just approved. He did make a plea for more engagement from all of the board seats to be actively engaged in the programs and committees.

President Garoutte acknowledged that the team was shifting resources from tactical to strategic to focus on future growth and delivering value to the NABC constituents. He provided a preview of the NABC luncheon set on Wednesday, November 6, and how it reflected the growth and maturity of the organization.

**Committee Presentations –** *Keith Egan &* *Committee Co-Chairs*

* **Distracted Driving Initiative** *(see attached presentation)*
* **NABC F.R.E.E.TM** *(see attached presentation)*
* **NABC Recycled Rides®***(see attached presentation)*
* **NABC Recycled Rides® for Schools** *(see attached presentation)*

**Committee Presentations –** *Kerry Angers & Committee Co-Chairs*

* **Membership** *(see attached presentation)*
* **Marketing** *(see attached presentation)*
* **Fundraising** *(see attached presentation)*
* **Awards** *(see attached presentation)*
* **Bylaws**

**Any “Parking Lot” Items –** *Bill Garoutte and Doug Schlueter*

**Old Business –** *Darren Huggins & Bill Garoutte*

* + Annual Meeting/Elections 2019
	+ Palm Springs

**New Business –** *Darren Huggins*

**Board Meeting Adjournment**

Darren Huggins made motion to end Open Meeting and Clint Marlow seconded. Motion passed unanimously