



**NABC May Virtual Board Meeting  
Meeting Materials Presented on May 6, 2020**

**NATIONAL AUTO BODY COUNCIL**  
**Board of Directors CLOSED Online Board Meeting**  
**Wednesday, May 6, 2020 - 1:00 PM - 5:00 PM CDT**

[Our Vision](#)

Automotive Collision Repairers are Admired Professionals

[Our Mission](#)

To develop, implement and promote community-based initiatives that exemplify the professionalism and integrity of the Collision Repair Industry

**BOARD MEETING MINUTES**

**1:00 PM – 1:45 PM**

- **Welcome, Roll Call, Introductions & Anti-Trust Statement – *Darren Huggins***
  - Please see attached attendance report for BOD Members
- **Approval of BOD Meeting Minutes January 13, 2020 – *Doug Schlueter***
  - Motion to Approve as presented and Seconded – Approved Unanimously
- **Chairman’s Views and Perspective - *Darren Huggins***
- **President’s Report & Comments – *Bill Garoutte***
- **Treasurer’s Report – *Brian Driehorst & Bill Garoutte***

**1:45 PM – 2:40 PM**

**Membership Report – *Arlo Johnson, Anthony Natale and Katie Pharr***

**Committee Presentations – *Liz Stein & Committee Co-Chairs***

- **NABC Distracted Driving Initiative™ -- *Gene Lopez, Kristle Bollans, Matt Immerfall***
- **NABC F.R.E.E.™ – *George Avery***
- **NABC Recycled Rides® -- *Doug Schlueter, Linda Sulkala***
- **NABC Recycled Rides® 4 Schools – *Doug Schlueter, Linda Sulkala***

**Break: 15 minutes**

**2:50 PM – 3:55 PM**

**Committee Presentations – *Clint Marlow & Committee Co-Chairs***

- **Awards – *Kevin Creegan, Clint Marlow***
- **Fundraising – *Gerry Poirier and Liz Stein***
- **Governance – *Stacy Bartnik, Chuck Sulkala***
- **Marketing – *Kristle Bollans, Debbie Teter, Matt Immerfall***

**3:55 PM – 4:10 PM**

- **Old Business – Membership Matrix/Agreements**
- **New Business – Elections and Committee Leadership**
- **Now/Next/New Normal**
- **Open Board Meeting Adjournment**

### NABC Board of Directors Attendance

		NABC Board of Directors Attendance Records					
		P. Springs 1.14.19	Dallas 4.3.19	Princeton 8.15.19	SEMA 11.4.19	P. Springs 1.13.20	Dallas 5.6.20
		FTF	FTF	FTF	FTF	FTF	OnLine
Bill	Garoutte	Green	Green	Green	Green	Green	Green
Linda	Sulkala	Green	Green	Green	Green	Green	Green
George	Avery	Green	Green	Green	Green	Green	Green
Katie	Pharr	Green	Green	Green	Green	Green	Green
Debby	Robinson	Green	Green	Green	Green	Green	Green
Elizabeth "	Sullivan	Green	Green	Green	Green	Green	Green
Darren	Huggins	Green	Green	Green	Green	Green	Green
Clint	Marlow	Green	Red	Green	Green	Green	Green
Liz	Stein	Green	Green	Green	Green	Green	Green
Doug	Schlueter	Green	Green	Green	Green	Green	Green
Brian	Driehorst	Green	Green	Green	Green	Green	Green
Barry	Barbee	Green	Green	Green	Green	Green	Green
Domenic	Brusco	Green	Green	Red	Green	Green	Green
Kerry	Angers	Green	Green	Green	Green	Green	Green
Keith	Bell	Green	Green	Red	Green	Red	Green
Kristle	Bollans	Green	Green	Green	Green	Green	Green
Kevin	Creegan	Green	Green	Green	Green	Green	Green
Keith	Egan	Green	Green	Green	Green	Green	Green
Paul	Grant	Green	Green	Green	Green	Green	Green
Luke	Harris	Green	Green	Green	Green	Green	Green
Matt	Immerfall	Green	Green	Green	Green	Green	Green
Arlo	Johnson	Red	Green	Green	Green	Green	Green
Michael	Jordan	Green	Green	Red	Red	Yellow	Green
Gene	Lopez	Green	Green	Red	Green	Green	Green
Anthony	Natale	Green	Green	Red	Green	Green	Green
Gerry	Poirier	Green	Green	Green	Green	Green	Green
Debbie	Teter	Red	Green	Green	Red	Green	Green
Randy	Wittig	Green	Green	Green	Red	Green	Green
George	Avery	Green	Green	Green	Green	Green	Green
Guy	Bargnes	Green	Green	Green	Green	Green	Green
Stacy	Bartnik	Green	Green	Green	Green	Green	Green
Brandon	Devis	Green	Green	Green	Green	Green	Green
Ed	Dollar	Green	Green	Green	Green	Green	Green
Marco	Grossi	Green	Green	Green	Green	Green	Green
Lorene	Lombardi	Green	Green	Green	Green	Green	Green
Nick	Notte	Green	Green	Green	Green	Green	Green
Chuck	Sulkala	Green	Green	Green	Green	Green	Green
Russell	Thrall III	Green	Green	Green	Green	Green	Green
Doug	Webb	Green	Green	Green	Green	Green	Green
Tom	Welsh	Green	Green	Green	Green	Green	Green

**NATIONAL AUTO BODY COUNCIL**  
**Board of Directors Events**  
**Monday, January 13, 2020 - 12:00 PM-7:00PM PT**  
***Hilton Palm Springs - Horizon 1***  
***Palm Springs, CA***

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**BOARD MEETING MINUTES**

**OPEN SESSION**

- Welcome, Introductions & Anti-Trust Statement were addressed by Darren Huggins
- Approval of BOD Meeting Minutes November 4, 2019 presented by Doug Schlueter – **APPROVED Unanimously**
- Approval of 2019 Annual Meeting Minutes November 6, 2019 presented by Doug Schlueter – It was determined that the Annual Meeting Minutes were not to be reviewed or approved until the next Annual Meeting in 2020
- Treasurer's Report presented by Brian Driehorst and Bill Garoutte
  - This report was received from AEG the Friday before the Board Meeting and was unaudited. It was distributed during the course of the meeting
- Chairman's Views and Perspective - *Darren Huggins*
- President's Report & Comments – *Bill Garoutte*
  - 2020 Board Meetings were discussed and most specifically about the late summer Board Meeting. It was determined and **Approved Unanimously** that we would have our summer Board Meeting in conjunction with the St. Louis Golf Fundraiser the day following the golf event. Summer Board Meeting will be September 22, 2020 at Enterprise Corporate Headquarters in St. Louis.
- Planning Meeting Direction & Comments – *Darren Huggins*

Committee Presentations – *Liz Stein & Committee Co-Chairs*

- NABC Distracted Driving Initiative™
- NABC F.R.E.E.™
- NABC Recycled Rides®
- NABC Recycled Rides® for Schools

Committee Presentations – *Clint Marlow & Committee Co-Chairs*

- Awards
- Fundraising
- Governance
- Marketing
- Membership
- Old Business
- New Business
- Open Board Meeting Adjournment

The Board of Directors went into an Executive Session following the adjournment of the Open Board Meeting

## NABC Q1 Financial Report

11:34 AM 05/04/20 Accrual Basis	<b>National Auto Body Council</b> <b>Balance Sheet</b> As of March 31, 2020	
	ASSETS	Mar 31, 20
Current Assets Checking/Savings		
10001 . Total Cash Accounts		
10010. Heartland Bank-Operating	148,146.17	
10012. Heartland Bank-Money Market	200,028.16	
10015 . Checking - Associated Bank	27,558.12	
10020 . Debit - Associated Bank	8,633.15	
Total 10001 . Total Cash Accounts	384,365.60	
	384,365.60	
Total Accounts Payable	10,384.80	
Total Current Liabilities	10,384.80	
Total Liabilities	10,384.80	
Equity		
Opening Bal Equity	106,525.07	
Retained Earnings	289,294.22	
Net Income	815.73	
Total Equity	396,635.02	
TOTAL LIABILITIES & EQUITY	407,019.82	
Total Checking/Savings	384,365.60	
Accounts Receivable		
12000 . Accounts Receivable	5,350.00	
Total Accounts Receivable	5,350.00	
Other Current Assets		
Expense 13000 . Prepaid Operations Expense	24,228.22	
Expense 13300 . Prepaid Events Expense	19,225.00	
Total Other Current Assets	43,453.22	
Total Current Assets	427,818.82	
14000. Website Design Fees 14001 . Accumulated Depreciation	404,168.82	
Total Fixed Assets	404,168.82	
TOTAL ASSETS	831,987.64	
LIABILITIES & EQUITY	831,987.64	
Liabilities	8,150.00	
Equity	(5,299.00)	
Total Liabilities	2,851.00	
Total Equity	407,019.82	
TOTAL LIABILITIES & EQUITY	407,019.82	
Liabilities		
Current Liabilities		
Accounts Payable		
20300 . Account Payables	10,384.80	

	Mar20	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income / Expense Income</b>				
<b>40050 MEMBER DUES</b>				
40052 \$100 Individual (Patron)	100.00	0.00	100.00	100.0%
40055 \$1000 Gold (Association)	1	0.00	1,000.00	100.0%
40057 \$5000 Diamond (Level 2 Partner)	0.00	0.00	0.00	0.0%
40058 \$10000 Level 1 Partner	10,000.00	0.00	10,000.00	100.0%
40059 \$400 / \$500 SSO	8	0.00	8,000.00	100.0%
40060 \$800 / \$1000 MSO	5,500.00	0.00	5,500.00	100.0%
<b>Total 40050. MEMBER DUES</b>	<b>24,600.00</b>	<b>0.00</b>	<b>24,600.00</b>	<b>100.0%</b>
<b>40200 FUNDRAISING REVENUE</b>				
40300 REGISTRATION FEES	1	4,300.00	(2,650.00)	38.37 %
40500 EVENT REVENUE	0.00	0.00	0.00	0.0%
40700 SPONSORS	31,000.00	55,000.00	(24,000.00)	56.36 %
<b>Total 40200 FUNDRAISING REVENUE</b>	<b>32,650.00</b>	<b>59,300.00</b>	<b>(26,650.00)</b>	<b>55.06%</b>
41000 INTEREST & DIVIDENDS	44.80			
90000 Miscellaneous	(16,034.70)			
<b>Total Income</b>	<b>41,260.10</b>	<b>59,300.00</b>	<b>(18,039.90)</b>	<b>69.58 %</b>
<b>Expense</b>				
51000 POSTAGE & SHIPPING	2,071.35	1,497.00	574.35	138.37%
51100 PRINTING & COPIES	506.80	1,493.00	(986.15)	33.95 %
51200 COMMUNICATIONS	356.80	283.00	73.80	126.08%
51300 SUPPLIES	2,627.10	\$6500.00	2,062.51	465.05 %
51400 BANK & CREDIT CARD FEES	494.54	770.00	(275.46)	64.23 %
51500 WEBSITE & DOMAINS	11,482.41	0.00	11,482.41	100.0%
51600 INSURANCE	0.00	0.00	0.00	0.0%
51700 MANAGEMENT FEES	5,568.00	1,500.00	4,068.00	371.2%
51800 LEGAL & ACCOUNTING	4,404.99	1,500.00	2,904.99	293.67%
51900 MARKETING & PUBLIC RELATIONS	17,039.00	4,700.00	6,339.00	234.87%
52000 CONTRACTED SERVICES	10,166.00	22,459.00	(7,293.00)	67.53 %
52100 PROFESSIONAL DUES & MEMBERSHIPS	0.00	0.00	0.00	0.0%
52200 EDUCATION & TRAINING	0.00	292.00	(292.00)	0.0%
52300 TRAVEL & LODGING	2,828.12	4,121.00	(1,292.88)	68.63 %
52400 AUTO & MILEAGE	1	150.00	928.43	718.95%
52500 FOOD & BEVERAGE	439.00	467.00	(28.00)	94.0%
52550 FUNDRAISING EVENT FEES	0.00	0.00	0.00	0.0%
52575 SPONSORSHIP	0.00	0.00	0.00	0.0%
52600 AUDIO VISUAL	247.50	42.00	205.50	589.29%
52800 AWARDS & RECOGNITION	3,281.50	58.00	3,223.50	5,657.76%
52850 PRIZES	0.00	0.00	0.00	0.0%
52900 TRADESHOW EXPENSE	0.00	0.00	0.00	0.0%
52950 MEMBER / RR RECEPTION	0.00	0.00	0.00	0.0%
53500 GIFTS & CONDOLENCES	0.00	42.00	(42.00)	0.0%
<b>Total Expense</b>	<b>61,592.00</b>	<b>39,939.00</b>	<b>21,653.00</b>	<b>154.22%</b>
<b>Net Ordinary Income</b>	<b>(20,331.90)</b>	<b>19,361.00</b>	<b>(39,692.90)</b>	<b>(105.02%)</b>
<b>Net Income</b>	<b>(20,331.90)</b>	<b>19,361.00</b>	<b>(39,692.90)</b>	<b>(105.02%)</b>

Ordinary Income / Expense Income				
40050 MEMBER DUES				
40052 . \$100 Individual (Patron)	500.00	5,000.00	(4,500.00)	10.0%
40055 . \$1000 Gold (Association)	1,000.00	10,000.00	(9,000.00)	10.0%
40057 . \$5000 Diamond (Level 2 Partner)	10,000.00	80,000.00	(70,000.00)	12.5%
40058 . \$10000 Level 1Partner	40,000.00	200,000.00	(160,000.00)	20.0%
40059 . \$400 / \$500 SSO	14,500.00	64,000.00	(49,500.00)	22.66%
40060 . \$800 / \$1000 MSO	9,300.00	48,500.00	(39,200.00)	19.18%
<b>Total 40050 . MEMBER DUES</b>	<b>75,300.00</b>	<b>407,500.00</b>	<b>(332,200.00)</b>	<b>18.48%</b>
40200 FUNDRAISING REVENUE				
40300 . REGISTRATION FEES	17,950.00	25,400.00	(7,450.00)	70.67%
40500 . EVENT REVENUE	12,401.00	1,000.-00-	1,401.00	112.74%
40700 . SPONSORS	76,000.00	143,000.00	(67,000.00)	53.15%
<b>Total 40200 FUNDRAISING REVENUE</b>	<b>106,351.00</b>	<b>179,400.00</b>	<b>(73,049.00)</b>	<b>59.28%</b>
41000. INTEREST & DIVIDENDS				
90000 . Miscellaneous	J)			
<b>Total Income</b>	<b>113,651.00</b>	<b>586,900.00</b>	<b>(413,081.42)</b>	<b>29.51%</b>
<b>Expense</b>				
51000. POSTAGE & SHIPPING	(8,534.70)	4,330.00	1,382.32	131.92%
51100 . PRINTING & COPIES	2,656.69	4,154.00	(1,497.31)	63.96%
51200. COMMUNICATIONS	1,214.29	849.00	365.29	143.03%
51300 . SUPPLIES	5,712.32	7,950.00	2,337.97	230.25%
51400. BANK & CREDIT CARD FEES	1,663.31	2,310.00	(646.69)	72.01%
51500 . WEBSITE & DOMAINS	11,494.58	12,500.00	(1,005.42)	91.96%
51600. INSURANCE	4,132.37	0.00	0.00	0.0%
51700 . MANAGEMENT FEES	8,018.00	9,500.00	(1,482.00)	84.4%
51800. LEGAL & ACCOUNTING	7,505.57	4,500.00	3,005.57	166.79%
51900 . MARKETING & PUBLIC RELATIONS	16,697.75	29,500.00	(12,802.25)	56.6%
52000 . CONTRACTED SERVICES	498.00	67,377.00	(13,879.00)	79.4%
52100 . PROFESSIONAL DUES & MEMBERSHIPS	285.00	1,000.00	(715.00)	28.5%
52200. EDUCATION & TRAINING	0.00	876.00	(876.00)	0.0%
52300 . TRAVEL & LODGING	9,482.01	13,063.00	(3,580.99)	72.59%
52400 . AUTO & MILEAGE	2,562.96	825.00	1,737.96	310.66%
. FOOD & BEVERAGE	22,436.99	21,301.00	1,135.99	105.33%
52550 . FUNDRAISING EVENT FEES	12,947.50	20,878.00	(7,930.50)	62.02%
52575 . SPUNDRSRIP	0.00	0.00	0.00	0.0%
52500. FOOD & BEVERAGE	3,538.08	5,126.00	(1,587.92)	69.02%
52600. AUDIO VISUAL				
52800 . AWARDS & RECOGNITION	3,281.50	1,474.00	1,807.50	222.63%
52850 . PRIZES	5,267.33	2,800.00	2,467.33	188.12%
52900 . TRADESHOW EXPENSE	0.00	0.00	0.00	0.0%
52950. MEMBER / RR RECEPTION	0.00	17,000.00	(17,000.00)	0.0%
53500 . GIFTS & CONDOLENCES	0.00	126.00	(126.00)	0.0%
<b>Total Expense</b>	<b>172,394.85</b>	<b>221,284.00</b>	<b>(48,889.15)</b>	<b>77.91%</b>
<b>Net Ordinary Income</b>	<b>815.73</b>	<b>365,616.00</b>	<b>(364,800.27)</b>	<b>0.22%</b>
<b>Net Income</b>	<b>815.73</b>	<b>365,616.00</b>	<b>(364,800.27)</b>	<b>0.22%</b>