

2019

Annual Membership Report



WE GROW BECAUSE OF YOUR SUPPORT.

The North Carolina Trucking Association continues to grow because of your support. We work with legislators and regulators on initiatives that enable NCTA members to do their job every day. Although this industry can be challenging, we've chosen to be a part of something that is vitally important to the state and national economies.

You are a valued part of this mission. We are grateful for your membership, your feedback, your engagement, and most importantly, your commitment to the betterment of this industry.

Through this annual report, we capture the progress we've made in the past year, and accurately depict our vision and mission for the future. We are proud of our progress and look forward to continued growth. NCTA is poised to achieve even more in the upcoming year, becoming increasingly effective in supporting our mission as we sharpen our skills. We hope that you share in our pride and continue to be an active and engaged member.

TOP REVENUE GENERATORS



MEMBERSHIP DUES



ANNUAL SPONSORSHIP PROGRAM



NCTA EVENTS

TOP EXPENSES



CONFERENCES & MEETINGS



MEMBERSHIP PROMOTION / ADVOCACY



STAFF

NCTA IS PROUD TO REPORT SEVERAL STATE-WIDE VICTORIES THIS YEAR:

Build NC Bond Act: NCTA worked closely to ensure proper infrastructure and funding, while protecting members from unfair taxation.

Resolving the NCDOT Funding Shortfall: We created an alternative financing mechanism that will provide NCDOT with the funding necessary to tackle North Carolina's most pressing transportation projects.

Industrial Commission Appointments: North Carolina needs a fair and balanced worker's compensation system. While NCTA traditionally monitors the appointment process, our association made the unprecedented decision to oppose a Governor's nominee who would have sharply shifted the balance of the commission. As a result of our work with other like-minded organizations, we were successful in defeating that candidate and the seat was filled by another nominee.

NCTA was successful in stopping the effort by trial lawyers to use the amount billed rather than the actual amount paid in computing damages. Trial lawyers are continuing to work to create phantom damages in the upcoming session.

In 2017, The North Carolina Reinsurance Facility imposed a surcharge on all state trucking firms to cover their mounting debt of over \$100 million. This surcharge would apply to commercial liability coverages, including bodily injury liability, property damage liability, medical payments, uninsured motorists, and underinsured motorist's premiums. The Facility has announced its intention to continue the surcharge for three additional years. NCTA asked the Facility's board to wait and see if its revenue would catch up before extending the surcharge. However, they announced their decision to impose a 14.61% surcharge on all motor carriers in North Carolina. Through NCTA's intervention, the surcharge was reduced to 7.83%. The NCTA officials hoped to steer the Facility to address the deficit in other ways, such as including higher premiums on actual policies and operational improvements that could reduce the Facility's costs. The Facility has two possible revenue streams: premiums on policies and levying surcharges on other motor carriers.



NCTA Members meeting with North Carolina Legislators to discuss industry issues on Trucking Day, 2019



Meeting with the North Carolina Reinsurance Facility staff, 2019

Membership Benefits

50

events

2,104

attendees

170

driver competed in the Truck Driving Championship

51

competed in the Top Tech Challenge

17

were students from diesel & heavy equipment community college



Ryan Chambers, NCTA Chairman, speaking at the Annual Membership Conference, 2019

EVENTS & CONFERENCES

NCTA gives its members plenty of opportunities to attend various events and conferences each year, such as our Annual Management Conference, which entered into its 90th year in 2019. This conference brings together key decision makers from carriers and shippers, as well as leaders in the trucking industry at large.

AWARDS & RECOGNITION

Every year, our members have the opportunity to be formally recognized and awarded for a variety of different services.

This includes Safety Professional of the Year, Human Resources Professional of the Year, Maintenance Professional of the Year, Driver of the Year, and our Safety Awards.



Wayne Whitley

Safety Professional of the Year



Stacy Earnhardt

Maintenance Professional of the Year



Robert Baity

Driver of the Year

LEGISLATIVE VOICE

This year, 21 NCTA members traveled to Washington, D.C. to meet with the North Carolina delegation. We participated in a training session hosted by the American Trucking Association. This association is directly involved in D.C.'s political landscape. An issue discussed includes the DRIVE-Safe Act, a bill which allows drivers under the age of 21 to cross state lines. Currently, drivers under 21 cannot cross state lines while working. This means a driver cannot drive less than 30 minutes from Charlotte, NC, to Fort Mill, SC, but can make longer trips within state lines. This bill is important to the future of our industry, because it affords more routes to drivers, which means more career opportunities in our industry. As the industry is facing a severe driver shortage, a change in this ruling would lift limitations and give a younger demographic incentive to enter into the profession.

The NCTA members in attendance met with 1 US senator, 7 members of Congress, and 5 staff members of Congress of the North Carolina delegation. Members were able to explain to lawmakers why certain bills matter, and delegates gained a new understanding on the issues facing the trucking industry. We are excited about the relationships we've built through this opportunity, and look forward to the future results of attending these meetings.



21

members traveled to Washington D.C. to meet with the North Carolina delegation

13

meetings with decision makers in one day

WE MET WITH:

1

US senator

7

members of Congress

5

staff members of Congress



NCTA members in Washington D.C. to meet with the North Carolina delegation at the Call on Washington, 2019

National Level Priorities

DRIVER SHORTAGE

This is a serious concern of the NCTA. We continue to advocate for Congress and federal agencies to develop a national apprenticeship program to attract, train and retain safe 18-20-year-old interstate drivers to the industry. We identify unique requirements and issues associated with expanded driver recruitment of women and minorities.

TRANSPORTATION INFRASTRUCTURE, CONGESTION, AND FUNDING

We advocate for long-term highway funding through an increase in the fuel tax or other direct user fees, and prevent additional diversion of revenue to non-highway projects. We seek to increase funding for federal-aid highway programs that focus on funding highways with significant freight volumes. Our goal is to create a new funding program to focus federal resources on truck bottlenecks on major freight corridors.

DRIVER RETENTION

Our retention strategies are based on driver feedback and driver tenure data. Our goal is to create an online compendium of retention strategies and best practices, customizable and searchable by carrier fleet size and sector. We seek to quantify the relationship between safety technology deployment (e.g. cameras, speed limiters, active braking systems) and driver satisfaction and retention.

ECONOMY

We advocate for reforming or repealing ineffective and burdensome regulations that add to industry costs without providing benefits, and continue to advocate for trade and economic policies that will further stimulate the economy.

CSA

We are advocating for FMCSA to expand the list of crash types currently available for review and reclassification as non-preventable as part of the federal crash accountability pilot program. Our work with FMCSA ensures that the recommendations of the congressionally-mandated National Academies of Sciences review of CSA are successfully implemented.

HOURS OF SERVICE

We push for increased flexibility in the current sleeper berth provision, and research the impact of the 30-minute rest break requirement on truck parking shortages. Our analysis of how HOS rules might be modified for highly automated trucks will lead to the identification of what research and data would be necessary to justify future rule changes.

DRIVER DISTRACTION

We encourage harsher penalties and more aggressive enforcement of distracted driving violations for drivers of all vehicle types and advocate for national standards for distracted driving laws for all motorists. We recognize the growing role of automated technologies, identify solutions that support safe technology usage in the truck cab, and seek to discover how they will affect our field.

DETENTION OR DELAY AT CUSTOMER FACILITIES

We research the safety and economic impacts of customer detention on truck drivers and trucking operations. It is important to examine the potential for creation of a "Shipper of Choice" database to reduce detention times for carriers and drivers. We also work to quantify impacts on detention times that may have occurred since the ELD mandate.

INSURANCE COST AND AVAILABILITY

NCTA will conduct industry cost-benefit analysis on the newest safety technologies to better quantify the potential crash reductions and expected return-on-investment from deployment. Our goal is to develop compendium of carrier best practices that mitigate insurance premium increases, and research insurance availability and cost impacts resulting from nuclear verdicts.

TORT REFORM

NCTA advocates for reasonable limits on non-economic damages. We research trends in and industry impacts resulting from nuclear verdicts and develop model legislation to protect motor carriers from forced information disclosure when they participate in public-sector research.



NCTA and members of Congress meeting to discuss national trucking priorities, 2019

1 MEMBER VALUE

We continually seek to add new value for our members. We work to promote diversity in the industry to encourage everyone to seek careers in this field. This is why we've established the NCTA Women in Trucking Council, one of our main initiatives for 2020. Our goal is to acknowledge accomplishments, minimize obstacles, and create awareness of opportunities to a more diverse group of candidates.

2 EDUCATION

We seek to enhance our programming by offering webinars and seminars. Our goal is to develop a more formal education program. This will not only increase the quality of education for current drivers, but provide more incentive for newer drivers to become a part of this industry.

3 ADVOCACY

Being an advocate for North Carolina truckers, and for the trucking industry as a whole, is a foundational component of our efforts. Advocacy efforts and continued strategies remain a pivotal part of our plan for 2020. This includes our team's trip to Washington, D.C., to speak with delegates about the issues facing the trucking industry.

4 IMAGE & PUBLIC RELATIONS

We seek to build up the reputation of the trucking industry as a whole in 2020. Part of our efforts include our Women in Trucking Council, which will aid in bringing a more diverse group of drivers to North Carolina. NCTA also built a state public relations campaign, promoting the North Carolina trucking industry.

NCTA Staff

CRYSTAL COLLINS

President



Crystal Collins has served as the President of the NCTA since April 2010. She works to protect, educate and promote the interests of the NCTA. Collins, a registered lobbyist, advocates on behalf of the industry against unfair governmental regulations and initiates favorable legislation before the North Carolina legislature.

Prior to accepting her current role, Collins served as the Vice President of Membership at the American Trucking Associations for seven years. Collins currently serves on several committees, including the NC Truck Parking Study, NC Statewide Freight Advisory Committee, and NC Moves 2050 Plan Statewide. She served on the No Tolls I-95 Board of Directors and has represented the NC trucking industry on a variety of NCDOT Councils and Advisory Groups.

LINDSEY HARRIS

Office Manager



Lindsey Harris joined the NCTA in 2018, and now serves as office manager, bookkeeper, and data specialist.

Lindsey previously owned her own bookkeeping company, serving mostly small businesses. Upon the birth of her third child in 2014, Lindsey switched careers to be a full-time mother to her three children. Lindsey received her bachelor's in kinesiology and a minor in nutrition at James Madison University within three years while also obtaining EMT and personal trainer certifications. She and her husband Jake, live in Cary, NC, with their three children.

AMY BALLARD

Event Specialist



Amy Ballard works as Event Specialist for NCTA. She is responsible for planning and executing the NCTA Safety and Human Resources and Technology and Maintenance Councils, Annual Councils Conference, Truck Driving Championship/Top Tech, and NCTA seminars. Prior to joining NCTA, Amy worked for the Institute for National Security Analysis (INSA) as the Operations Coordinator. Amy worked closely with the Intelligence Community to fine tune an academic program that would produce a new generation of Intelligence Analysts. Amy partnered with several organizations to establish an internship program that would be offered to their top students, leading to a two year internship with one of several highly sought federal agencies.

STEVE MASSEY

Regulatory Specialist



Steve Massey joined NCTA's team as a part-time regulatory specialist. He assists motor carriers with their local, state, and federal questions, working in partnership with the NC State Highway Patrol.

Steve began his work with the North Carolina Department of Motor Vehicles in 1989. Throughout his 30-year career in law enforcement, Steve earned and maintained certifications in Commercial Vehicle Safety Administration (CVSA part A and B) including all CMV inspections, Cargo Tank, and Hazmat. After retirement, Steve joined the Franklin County Sheriff's Department as Training Coordinator. He currently serves as the Chief of Police for the town of Bunn, NC. Steve lives in Zebulon with Jill, his wife of 14 years.

Board of Directors

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Unifi Manufacturing, Inc.
Yadkinville, NC

Bree Bryant

Eagle Transport Corporation.
Rocky Mount, NC

Lance Collette

Eagle Transport Corporation
Rocky Mount, NC

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Best Logistics Group, Inc.
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Thermo King Central Carolinas
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Goldberg Segalla
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ADUSA Transportation LLC
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Barnes Transportation Services, Inc.
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Best Logistics Group, Inc.
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Longistics Transportation, Inc.
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Mike Martin

Best Logistics Group, Inc.
Kernersville, NC

Amy Medlin

Epes Transport System, LLC
Greensboro, NC

Randal Menscer

MMX Transportation, Inc.
Fayetteville, NC

Thomas Moriarty

Special Event Transportation
Winston-Salem, NC

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McGriff Insurance Services
Greenville, SC

Gerald Myers

Edwards Wood Products Inc. Transportation
Marshville, NC

Melissa Nishan

Epes Transport System, LLC
Greensboro, NC

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Mebane, NC

Kevin Sherritze

Joe Morten & Son, Inc.
Knoxville, TN

Ralph Stanley

Brown Trucking Company
Lewisville, NC

Mike Stevens

Red Classic Transit, LLC
Charlotte, NC

Marc Tucker

Fox Rothchild LLP
Raleigh, NC

Ken Tyree

Excel Truck Group
Charlotte, NC

Larry Tysinger

Triad Freightliner Of Greensboro, Inc.
Greensboro, NC

Badger Underwood

Underwood & Weld Co., Inc.
Spruce Pine, NC

Gordon Underwood

Mineral City Transport, LLC
Spruce Pine, NC

Jeff Wafford

UPS
Louisville, KY

John Williams

Tidewater Transit Co., Inc.
Kinston, NC

Jeff Wilson

Wilson Brothers Milling & Trucking Co.
Bear Creek, NC

David Yarbrough

Yarbrough Transfer Company
Winston-Salem, NC

Officers

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Chambers Transportation Services, Inc.
Midland, NC

Keith Barnes

NCTA | 1st Vice Chairman

Barnes Transportation Services, Inc.
Wilson, NC

Luke Mangum

NCTA | Vice Chairman

Mangum's, Inc.
Wilson, NC

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All State Express, Inc.
Kernersville, NC

Jerry Sigmon, Jr.

NCTA | Immediate Past Chairman

Cargo Transporters, Inc.
Claremont, NC

Crystal Collins

NCTA | Secretary

North Carolina Trucking Association
Raleigh, NC

2020 NCTA Events



Annual Management Conference, 2019

The Annual Management Conference brings together leaders in the industry with the mission to promote, develop, and facilitate educational thought providing topics and inspiring keynote speakers.

ANNUAL MANAGEMENT CONFERENCE

July 19-21, 2020

MAY

JUL



TRUCK DRIVING CHAMPIONSHIP

May 8-9, 2020

The Truck Driving Championship allows for drivers to demonstrate their knowledge and skills for a chance to compete in the National Truck Driving Championship hosted by the American Trucking Association. Developed to encourage safe driving habits and instill pride within both driver and company, the TDC is an event that brings NCTA members together for a little healthy competition.



TOP TECH CHALLENGE

May 8-9, 2020

The NC Top Tech Challenge is a state competition that offers technicians the opportunity to show off their skills. The two-day event includes a written test followed by the completion of a series of individual skills stations, a rotating technician training fair, concluding with a banquet and award ceremony.

Each year at the Annual Council Conference the North Carolina Trucking Association honors trucking companies for their fleet and industrial safety performance based on specific criteria. These coveted awards are given to companies that have competed and are being honored as the safest trucking companies operating in North Carolina.

ANNUAL COUNCILS CONFERENCE

October 11-12, 2020



A day and half providing peer-to-peer networking, education, career building/coaching and keynote speakers. We are excited to premiere this conference summit along with the NCTA Women in Trucking.

NCTA WOMEN IN TRUCKING COUNCIL SUMMIT

November 5-6, 2020



SEP

OCT

NOV

CALL ON WASHINGTON

September 22-24, 2020

The Call on Washington is a unique event that puts members of the trucking industry in rooms and hallways with the members of Congress. They are face-to-face with the very people who draft and enact legislation that affects the trucking industry – both negatively and positively. The industry professionals are able to unite and provide mentorships, and share their struggles and solutions to the everyday situations they face in their own companies.



Call on Washington, 2019

