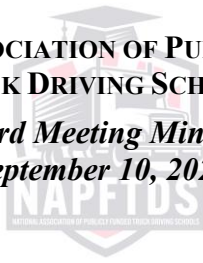


**NATIONAL ASSOCIATION OF PUBLICLY FUNDED
TRUCK DRIVING SCHOOLS**

***Board Meeting Minutes
September 10, 2025***



The following members were in attendance:

- | | | |
|-------------------------------|--------------------------|---------------------|
| 1. Atwood, Cindy | 8. Fontes, Mary | 15. Tulk, Donnie |
| 2. Behnke, Rob | 9. Frindt, Tina | 16. Turner, Celeste |
| 3. Blair, Missy | 10. Garsee, Martin | 17. Vincent, Lesley |
| 4. Buechel, Bill | 11. Inman, David | 18. Nikole Willing |
| 5. Cervantes, Lynette | 12. Quackenbush, Deborah | 19. Zdrojewski, Dan |
| 6. Clarks-Pritchard, Douglass | 13. Schultz, Jill | |
| 7. Diaz, Tony | 14. Thorpe, John | |

The following members were not in attendance:

1. Latigo, Lorie

CALLED TO ORDER: By Donnie Tulk at 9:30 a.m., C.S.T.

Approval of Minutes, August 13, 2025. Review of minutes.

MOTION: To approve August 13, 2025 minutes by Deborah Quackenbush; 2nd by Lynette Cervantes. ***Motion Carried.***

Treasurer's Report. Rob Behnke reviewed the following treasurer report. Tina Frindt has been doing a lot of work behind the scenes. Good Job! Good question on CD fluctuation from month to month – understanding that there are fluctuations not only within the month but every 6-months. Tina Frindt called Wells Fargo – explained the small number is a sweep, total amount is not truly determined until you hit the 6-months. Normal account – cd 2 lines that we add together. True amount is not determined on the CD until it hits the end of the 6-months. Deborah Quackenbush on sweep – you don't get credit if you close out before the 6-month ends. The CD amount should never go below and this is where the fluctuation was. The next one was less. Tina Frindt shared that we have no worries. Rob Behnke shared that our vision is a lot clearer.

<u>Income</u>	<u>Aug-25</u>	<u>TOTAL</u>	<u>Budget - 2025</u>
Dues	\$ 375.00	\$ 24,962.50	\$ 56,125.00
Partners (Silv,Gold,Plat)	\$ -	\$ 67,500.00	\$ 65,000.00
Conference Registrations	\$ -	\$ 35,100.00	\$ 35,100.00
Meals/Banquet Fee	\$ -	\$ 1,725.00	\$ 1,725.00
Meal/Conference Sponsorships	\$ -	\$ 17,000.00	\$ 17,000.00
Regional Sponsorship	\$ 2,000.00	\$ 9,000.00	\$ 15,000.00
Promotional Sales	\$ -	\$ -	\$ -
Advertising - Learning Curve	\$ 250.00	\$ 1,000.00	\$ 1,500.00
MultiView/MultiBrief	\$ -	\$ -	\$ 500.00
Misc.	\$ -	\$ 994.45	\$ 873.48
	\$ 2,625.00	\$ 157,281.95	\$ 192,823.48
			82%

<u>Expenses</u>	<u>Aug-25</u>	<u>TOTAL</u>	<u>Budget - 2025</u>
Executive Director Stipend	\$ 2,565.00	\$ 20,520.00	\$ 30,010.50
Administrative Assistant Salary	\$ 4,246.80	\$ 25,480.80	\$ 36,805.60
Finance/Technical Assistant Fee	\$ 1,350.00	\$ 8,783.76	\$ 14,576.26
Office Supplies	\$ 180.33	\$ 1,572.77	\$ 2,150.00
Office Equipment	\$ 8.46	\$ 373.49	\$ 108.00
Postage/Shipping	\$ -	\$ 1,130.08	\$ 1,350.00
QuickBooks Fees	\$ 120.84	\$ 770.09	\$ 1,194.00

Credit Card/Bank Fees	\$	32.16	\$	2,678.09	\$	2,250.00
Telephone	\$	-	\$	205.05	\$	312.00
Conference Costs	\$	-	\$	45,085.74	\$	45,085.74
Regional Meeting/Reg Costs	\$	-	\$	2,740.28	\$	15,000.00
Legal Expenses - McCarty Law	\$	-	\$	-	\$	220.00
CLA Accountant Fees	\$	-	\$	-	\$	3,250.00
Website	\$	45.99	\$	880.99	\$	670.00
WI Dept. of Fin Lic/Report Fees	\$	-	\$	54.00	\$	45.00
Federal Income Taxes Annual	\$	-	\$	-	\$	-
WI Income Taxes Annual	\$	-	\$	-	\$	-
Payroll Taxes	\$	1,259.50	\$	10,641.21	\$	16,308.96
Marketing	\$	-	\$	3,870.00	\$	4,120.00
Sponsorships	\$	-	\$	1,000.00	\$	1,000.00
Misc.	\$	165.43	\$	795.33	\$	1,200.00
Travel Expenses						
Executive Director	\$	858.47	\$	6,233.48	\$	8,500.00
President	\$	-	\$	-	\$	-
Board Member:	\$	-	\$	-	\$	-
Crissie Moffet:	\$	-	\$	936.37	\$	936.37
Other: Tina Frindt	\$	-	\$	1,550.29	\$	1,445.06
Total Expenses	\$	10,832.98	\$	135,301.82	\$	186,537.49
				\$	21,980.13	73%
Checkbook Balances						
Bank of America	\$	118,070.04	\$	-	\$	6,285.99
Wells Fargo	\$	125,921.07				
Wells Fargo CD	\$	53,018.34				
	\$	178,939.41				

MOTION: To approve September Treasurer Report by Lynette Cervantes; 2nd by Celeste Turner. ***Motion Carried***

President's Report. Donnie Tulk shared that the English Language Proficiency enforcement intensifying across states with Oklahoma documenting non-domiciled CLP issuance and enhanced monitoring protocols. State-by-state variations in implementation creating compliance challenges for multi-state training operations. Service Oklahoma leadership reporting AC1 Visa and work impacts affecting fewer people than anticipated, though specific data not provided

Executive Director Report. Region 3 & 5 - Michael Kuebler did a great job! Great facility. MCC Leases trucks and none of them are over 5 years old. English as a second language is a hot topic for everyone –everyone needs to include in their training. Everyone received the letter that was sent to Secretary Duffy. We haven't received a response, but have been getting great responses from individuals we've sent it too. Several Board members were at Region 3 & 5 meeting. There were several Board members present and a retreat was talked about to work on the bylaws in Tucson, AZ at Region 1 & 2 meeting. Crissie Moffet to send to all Board members on their attendance at a retreat in Arizona. Dan has had great ideas on membership and incorporate them in our bylaws. Board members please review so that we can have a draft at the retreat. John Thorpe gave good ideas and incorporate them in the opening session. Martin Garsee stated that FMCSA's TPR cleanup failure represents a critical threat to legitimate CDL Training providers with 86 fraudulent entities still operating as of the meeting date, despite September promises to remove hundreds. A Joint advocacy letter sent by NAPFTDS and CVTA to Secretary Duffy with no response received, indicating a need for escalated pressure. This letter was also sent to NAPFTDS membership. A meeting with Secretary Duffy is planned through Bryan Snyder with Andy Polliack and Martin Garsee leading delegation to express urgent concerns at highest federal level. Data integrity concerns mounting as ATRI study on new entrant drivers will include TPR entities, potentially skewing research on training efficacy.

Board retreat proposed for January 30-31 (half day Friday 12-6 p.m. and Saturday 8-12 weekend preceding conference to finalize bylaws revisions and membership category expansion.

Committee Reports. 1) Carrier: Celeste Turner finally has a couple carriers from 2 different college and I haven't gotten that far. 2) Conference/Nomination: Martin Garsee shared that a committee meeting has been set up for October 13. Chris Spears will be speaking at conference – there are 4-5 other speakers that have confirmed with Martin Garsee. The golf event didn't receive a positive response so anyone wanting to golf is on their own. Dan Zdrojewski -had a discussion with a member at Region 3 & 5, stated that the

Association doesn't have details on the agenda and it is a hard pitch to administration to receive approval. This should be done for both regionals and conferences. John Thorpe shared that he hears it is the 'same old stuff'. The more we talk with other schools and the more they get involved the better it is for the Association. Theme for this year's conference should be '**Better Together**'. Rob Behnke shared that Charisse Jones from FVTC created a mentorship program. Rob Behnke will share this information with John Thorpe and see if she would present at this year's conference. Douglass Clarks-Pritchard shared that their school does a 30-hour instructor boot camp detailed including simulator level completion, 35 J.J. Keller chapters, and supervised ride-along experiences to ensure new instructors understand complete student learning journey. Mentorship program development proposed by multiple schools addressing critical need for systematic instructor development beyond initial hiring. Instructor burnout addressing through potential motivational speaker engagement focusing on career longevity and professional satisfaction in repetitive training environments. Several things such as cross-school collaboration, private-public sector bridge building and CVTA instructor certification program.

3) Education: John Thorpe trying to fine tune for the Conference. Trying to look at our membership for training. John Thorpe shared that Lorie Latigo has come up with some training solutions. Anything that would peak our attendee's interest. We want it to be worthwhile.

4) Finance: Finance Committee continues to do a great job.

5) Marketing/ Social Media: Media Outreach – Radio Nemo strategic presence with scheduled appearances by Tony Diaz and Martin Garsee in October and previous successful presentations by Douglass Clarks-Pritchard and Missy Blair. Bill Buechel requested Region 3 & 5 pictures be sent to Joe Kob to put out on Facebook and LinkedIn.

6) Membership: Dan Zdrojewski is excited about the membership committee data that is being collected. Tina Frindt is doing a cold email campaign delivering exceptional results with 175 emails sent yielding 4 registrations and only 7 bounce backs. Tina Frindt is doing stuff I've wanted to do for years. Tina Frindt getting calls and registrations for regionals and many responses. I pulled some data national average if you send out 400 emails, you'll get 1 registration out of it. Tina Frindt has gotten 175 with 4 regional registrants. Tina Frindt worked with Dan Zdrojewski on email and what was in the email 2 of us got what we wanted out of it. Just sent Region 1 & 2 last night so hope we get more. I am sharing with Martin Garsee and Dan Zdrojewski who the prospective member community colleges are that they feel welcome and get them as members. Corporate partnership expansion with Trucker Path joining as Silver Partner at \$2,500 level, bringing over 1 million user base and multi-stakeholder value proposition. What did come up about member Region 3 & 5 – listened to NE Trucking Association – provide free membership to the association. Membership committee – we have retention to look at as well. Members seeing a constant renewal.

7) Regionals: Regional sponsorship revenue has reached \$17350. Region 3 & 5 meeting impact with 7 first-time attendees and 19 total schools, representing highest attendance across all five regionals to date. At the Region 3 & 5 meeting, State association benefits with Nebraska Trucking Association offering free membership to all technical colleges statewide. Wyoming expansion opportunity identified with Ed Kimes expressing interest in hosting 2026 regional meeting for Region 1 & 2. Crissie Moffet asked Board members that attended Region 3 & 5 meeting send positive comments to include in the Learning Curve Publication.

8) Regulatory: Jill Schultz reviewed the following report:

Med card waiver extended

CDL holders and motor carriers may now use paper medical cards for 60 days after a medical exam. This is an extension of the agency's original waiver that allowed for the use of paper med cards for up to 15 days. The waiver, effective until October 12, 2025, was issued due to delays in fully implementing Phase 2 of the CDL Medical Certification Integration (NR11) across all states.

Jill Schultz, Regulatory Committee, NAPFTDS Copyright 2025 J. J. Keller & Associates, Inc. All rights reserved.

MOTION to Adjourn by Martin Garsee, 2nd by Lynette Cervantes. Motion Carried.

REMINDER! NEXT REGULAR MEETING: October 8, 2025, 9:30 a.m., C.S.T.