

AGENDA
KAPA-KRMCA ANNUAL BUSINESS MEETING

January 15, 2021
Zoom Call

1. Anti-Trust Statement
2. KAPA-KRMCA Staff and Presidents Introductions
3. Proposed slate of Directors and Officers for 2021
 - KAPA
 - KRMCA
 - M & T
4. 2020 Financial recap
5. 2020 Membership #'s recap
6. Awards and Recognitions (**NOTE: This Agenda Item Will Begin Promptly @ 2:00PM**)
7. 2021 BOD Approved Budget
8. Recap of committee activities
9. 2020 Legislative Session Recap
10. 2021 Legislative Session outlook
11. Questions/concerns/comments from membership
 - COVID Impacts - KDOL
 - State/Fed Regulatory - KDHE, MSHA, OSHA
12. Adjourn



ANTITRUST POLICY STATEMENT

The Kansas Aggregate Producers and the Kansas Ready Mixed Concrete Association assigns the highest priority to full compliance with both the letter and the spirit of antitrust laws. Agreements among competitors that unreasonably limit competition are unlawful under federal and state antitrust laws, and violators are subject to criminal fines and incarceration, civil fines, and private treble-damage actions. Even the successful defense of the antitrust litigation or an investigation can be very costly and disruptive. It is thus vital that all meetings and activities of the Associations be conducted in a manner consistent with the Association's antitrust policy.

Examples of illegal competitor agreements are those that attempt to fix or stabilize prices, to allocate territories or customers, to limit production or sales, or to limit product quality and service competition. Accordingly, it is inherently risky and potentially illegal for competitors to discuss under Association auspices, or elsewhere, the subjects of prices, pricing policies, other terms and conditions of sale, individual company costs (including planned employee compensation), the commercial suitability of individual suppliers or customers, or other factors that might adversely affect competition.

It is important to bear in mind that those in attendance at Association meetings and activities may include competitors, as well as potential competitors. Any discussion of sensitive antitrust subjects with one's competitors should be avoided at all times, before, during, and after any Association meeting or other activity. This is particularly important because a future adversary may assert that such discussions were circumstantial evidence of an illegal agreement, when viewed in light of subsequent marketplace developments, even though there was, in fact, no agreement at all.

If at any time during the course of a meeting or other activity, Association staff believes that a sensitive topic under the antitrust laws is being discussed, or is about to be discussed, they will so advise and halt further discussion for the protection of all participants. Member attendees at any meeting or activity should likewise not hesitate to voice any concerns or questions that they may have in this regard.

KAPA-KRMCA

Slate of Officers and Directors for 2021

Submitted for membership ratification January 15, 2021

KRMCA

Neal Morris, President	Board term expires 2024
Mike Allen, Vice President	Board term expires 2022
Justin Crain, Secretary/Treasurer	Board term expires 2023
Chris Eichman, Past President	Board term expires 2023
Tom Starkey, Director	Board term expires 2024
Tim Zynda, Director	Board term expires 2022
Michael O'Brien, Director	Board term expires 2022
Brian Durr, Director	Board term expires 2023
Dan Woodward, Director	Board term expires 2022

KAPA

Shawn Riley, President	Board term expires 2024
Gregg Conner, Vice President	Board term expires 2023
Ramon Gonzalez, Secretary/Treasurer	Board term expires 2023
Jake Lauer, Past President	Board term expires 2023
Nadine Stannard, Director	Board term expires 2024
Dane Barclay, Director	Board term expires 2022
Steve Sloan, Director	Board term expires 2022
Kelly Briggs, Director	Board term expires 2024
Sam Harshman, Director	Board term expires 2024
Patrick Clift, Director	Board term expires 2024
Chad Gerhardt, Director	Board term expires 2024

M & T

Scott Navarro, President	Board term expires 2022
Jay Taff, Vice President	Board term expires 2023
Darrell Anthony, Past President	Board term expires 2022

Curt Kitson, CMAF Director

	2017 YTD Actuals				2018 YTD Actuals				2019 YTD Actuals				2020 YTD Actuals				2020 Approved Budget				2021 Proposed Budget			
	KAPA	KRMCA	General	Total	KAPA	KRMCA	General	Total	KAPA	KRMCA	General	Total	KAPA	KRMCA	General	Total	KAPA	KRMCA	General	Total	KAPA	KRMCA	General	Total
Ordinary Income/Expense																								
Income																								
Restore Kansas																								
Member Dues	121,648	105,555	0	227,203	113,789	112,677	0	226,466	105,400	107,036	0	212,436	100,260	130,926	-235	230,951	110,000	110,000		220,000	120,000	130,000		250,000
Associate Dues	26,228	24,236	0	50,464	19,556	19,278	0	38,834	21,809	21,119	0	42,928			48,281	48,281	24,000	24,000		48,000				50,000
Promotion Grant	0	62,559	0	62,559	0	60,666	0	60,666	0	59,670	0	59,670	61,500		61,500		60,000		60,000	60,000			60,000	
Annual Convention	0	0	46,830	46,830	0	0	39,818	39,818	0	0	48,982	48,982			41,270	41,270		50,000	50,000				0	
Birdie Bash	0	0	26,196	26,196	0	0	26,795	26,795	0	0	34,052	34,052			27,185	27,185		30,000	30,000				30,000	
Legislative Reception	150	150	2,650	2,950	0	0	3,200	3,200	0	0	4,289	4,289			2,700	2,700		3,000	3,000				3,000	
Other Meetings & Projects	0	0	0	0	0	0	0	0	0	0	0	0			0	0		0	0				0	
Directory & Newsletter	0	0	380	380	0	0	3,000	3,000	0	0	3,140	3,140			3,000	3,000		3,000	3,000				3,000	
Interest Earned	1	1	3	5	510	165	0	675	186	186	1	373			663	663		350	350				500	
KRSP Management Fee	0	0	901	901	0	0	0	0	0	0	0	0			35,059	35,059		0	0				0	
Total Income	148,027	192,502	76,960	417,488	133,855	192,786	72,813	399,454	127,395	188,011	90,463	405,869	100,260	192,426	157,923	450,609	134,000	194,000	86,350	414,350	120,000	190,000	86,500	396,500
Gross Profit	148,027	192,502	76,960	417,488	133,855	192,786	72,813	399,454	127,395	188,011	90,463	405,869	100,260	192,426	157,923	450,609	134,000	194,000	86,350	414,350	120,000	190,000	86,500	396,500
Expense																								
Automobile Expense	2,870	2,870	0	5,741	3,919	3,919	0	7,838	5,548	5,302	0	10,850	4,521	4,521		9,042	6,000	6,000		12,000	6,000	6,000		12,000
Annual Convention Cost	0	0	17,187	17,187	0	0	32,263	32,263	0	0	43,135	43,135			40,599	40,599		40,000	40,000				0	
Birdie Bash Cost	0	0	19,191	19,191	0	0	22,778	22,778	0	0	21,206	21,206	9,083	9,083	876	19,042		20,000	20,000				22,000	
Legislative Reception Cost	0	0	3,867	3,867	3,039	0	0	3,039	0	0	6,106	6,106	750	750	3,542	5,042		6,000	6,000				5,000	
Other Meetings & Projects Cost	1,586	1,036	190	2,812	534	1,305	3,155	4,993	465	915	0	1,380	137	137		274		3,000	3,000				500	
Public Affairs	6,420	6,420	0	12,841	237	771	0	1,007	947	4,593	0	5,540	287	287		574	2,500	2,500		5,000	1,000	1,000		2,000
Promotion - Workshop/Seminars	0	9,331	0	9,331	11	11	0	22	541	5,784	0	6,325			1,789	1,789		5,000	5,000				4,000	
Promotion - Mailings	307	514	0	821	0	0	0	0	0	0	0	0				0		500	500				500	
Promotion - Other	446	3,343	0	3,789	1,601	2,556	0	4,158	1,740	1,951	0	3,691			2,216	2,216		3,700	3,700				5,700	
Board Expense	488	492	0	980	420	420	0	840	809	809	0	1,619	55	55		110	500	500		1,000	500	500		1,000
Committees	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	100	100		200	100	100		200
Supplies	2,186	2,233	0	4,419	1,496	1,496	0	2,991	2,678	2,467	0	5,145	1,224	1,224		2,448	2,000	2,000		4,000	2,000	2,000		4,000
Postage	829	826	0	1,655	842	842	0	1,683	895	895	0	1,790	758	758		1,516	1,000	1,000		2,000	1,000	1,000		2,000
Printing	21	21	0	43	0	0	0	0	0	0	0	0	0	0		0	100	100		200	100	100		200
Telephone	1,234	1,233	0	2,467	2,692	2,692	0	5,385	2,559	2,559	0	5,118	2,333	2,333		4,666	2,500	2,500		5,000	2,500	2,500		5,000
Rent & Utilities	12,049	12,050	0	24,099	12,345	12,345	0	24,689	14,059	14,059	0	28,118	12,790	12,790		25,580	14,000	14,000		28,000	14,000	14,000		28,000
Repairs & Maintenance	0	0	0	0	104	104	0	207	57	57	0	115	0	0		0	100	100		200	100	100		200
Managing Director	73,011	109,517	0	182,528	63,021	63,021	0	126,041	66,290	66,290	0	132,581	73,963	73,964		147,927	69,060	69,060		138,120	74,060	74,060		148,120
Admin & Promo Coordinator	19,713	29,570	0	49,284	24,294	24,294	0	48,588	25,729	25,729	0	51,458	27,429	27,429		54,858	26,808	26,808		53,616	26,808	26,808		53,616
Payroll Expenses	0	0	0	0	0	0	0	0	0	0	0	0			0	0		0	0				0	
Payroll Taxes	7,102	10,645	0	17,747	6,407	6,407	0	12,814	6,933	6,933	0	13,866	7,611	7,611		15,222	6,750	6,750		13,500	7,000	7,000		14,000
Employee Insurance	8,807	8,807	0	17,613	8,544	8,544	0	17,088	8,362	8,362	0	16,724	8,362	8,362		16,724	8,500	8,500		17,000	8,500	8,500		17,000
Employee Retirement	2,875	2,875	0	5,750	4,301	4,301	0	8,601	4,514	4,514	0	9,028	3,630	3,630		7,260	4,653	4,653		9,306	3,500	3,500		7,000
Contract Labor	4,732	4,732	0	9,463	3,763	3,763	0	7,526	3,023	3,023	0	6,046	4,305	4,705		9,010	3,500	3,500		7,000	4,500	4,500		9,000
Automobile Mileage	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	300	300		600	300	300		600
Travel & Entertainment	4,562	5,268	0	9,830	4,574	7,871	0	12,446	4,331	4,331	0	8,662	1,829	1,829		3,658	4,000	4,000		8,000	4,000	4,000		8,000
Equipment Leasing	1,515	1,515	0	3,031	2,828	2,828	0	5,657	2,013	2,013	0	4,027	2,391	2,391		4,782	2,000	2,000		4,000	2,300	2,300		4,600
Property & Casualty Insurance	979	979	0	1,958	349	349	0	698	1,160	1,160	0	2,320	1,250	1,250		2,500	2,000	2,000		4,000	1,500	1,500		3,000
Dues & Subscriptions	11,252	10,532	0	21,784	9,687	9,521	0	19,208	19,628	19,528	0	39,156	14,596	15,095		29,691	12,500	12,500		25,000	12,500	12,500		25,000
Legal & Audit	6,069	6,644	0	12,714	1,345	1,920	0	3,265	1,385	1,920	0	3,305	0	0		0	2,000	2,000		4,000	500	500		1,000
Other Taxes	1,231	1,219	0	2,450	756	756	0	1,512	-243	-243	0	-487	-48	-48		-96	800	800		1,600	800	800		1,600
Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0			0	0		0	0				0	
Contingencies	0	0	0	0	0	0	0	0	0	0	0	0			0	0		0	0				0	
Misc. & Credit Card Serv.	1,698	1,798	10,227	13,724	1,601	1,601	0	3,202	1,704	1,704	0	3,408	1,992	1,992		3,984	1,800	1,800		3,600	1,800	1,800		3,600
Total Expense	171,984	234,619	50,663	457,266	161,268	176,180	58,196	395,644	179,220	188,823	70,447	438,490	179,801	180,681	56,022	415,698	174,671	180,671	74,700	430,042	176,568	181,068	33,200	391,836
Net Ordinary Income	-23,957	-42,118	26,297	-39,778	-27,413	16,606	14,617	3,809	-51,825	-812	20,016	-32,621	-79,541	11,745	101,901	34,105	-40,671	13,329	11,650	-15,692	-56,568	8,932	53,300	5,664

MEMBERSHIP REPORT - JANUARY 2021

	2016	2017	2018	2019	2020	2021
KAPA Members	43	43	43	40	38	36
KRMCA Members	54	53	55	45	43	40
M&T Members	73	78	82	68	68	66
Educational Members	1	1	1	1	2	2
TOTAL MEMBERS	171	175	181	154	151	144