



Benchmarking TC10



CHAIRMAN: Sam Anderson, Bay & Bay
VICE CHAIRMAN: Brad Pinchuk, Hirschbach
FINANCIAL ADVOCATE: Steve Wykle, Roehl
TCA STAFF LIAISONS: Debbie Sparks
MODERATOR: Jack Porter

AGENDA:

DATE AND TIME: March 3rd, 2017
March 4th, 2017
PLACE: **Naples Beach Resort**
Naples, FL

Friday, March 3rd

I. Meeting Room Opens at 7:30am for Light Breakfast

II. Call to Order at 8AM

- Opening Comments from the Chairman
- Review the Agenda & Housekeeping
- Anti-Trust Review
- Roundtable Introductions

III. Hot Topics:

- Opportunity to go around the room and have Members discuss what they are seeing in their Freight market, and their Customer demand compared to last year at this time?

IV. Composite Review: We will do a high-level review of the current Business metrics from our October Composite.

V. Finance Survey Review

- **SURVEY NEED BY February 18th (Group discussion):**
- Use Current Survey & Update with Finance Folks
- Review Composite Data
- Focused on Macro People KPI's
- Describe functions performed by Accounting people (include CFO duties):

VI. Break at 10:00AM

VII. Payroll Department Review (Navajo Presentation)

- Review Survey Metrics
- Automation Processes Used
- Payroll Metrics Used
- Incentives Used

VIII. Billing Department Review (Hirschbach Presentation)

- Review Survey Metrics
- Automation Processes Used
- Billing KPI's and Tracking (DSO, etc.)
- Incentives Used

IX. Lunch: Noon

X. Purchasing Process (Covenant Presentation)

- Centralized Purchasing with Policies
- RFP Process for High Volume Vendors
- Purchase Order Process & Rules
- Audit & Review Process for Payables

XI. Accounts Payable Workflow (Bay & Bay, Roehl Presentation)

- Review the Survey Stats
- Use of Imaging
- Review and Audit Process
- Automated Processes Employed

XII. Break – 3:00PM

XIII. Depreciation Strategies (Decker Presentation)

- Equipment Strategies for Periods, Residuals, etc.
- Lease vs. Buy
- Business Parameters Considered when setting a strategy

XIV. High Level Tax Strategies Discussion (Roundtable Discussion)

- Each Member come prepared to address the Top 5 Strategies you are using today.
Send those 5 Strategies in Bullet Format so that Jack can include in the Presentation Slides

XV. Adjourn 5PM Group - Dinner 6PM @

Saturday, March 4th

XVI. Meeting Room open for Light Breakfast @ 7:30AM

XVII. ADMINISTRATION @ 8AM

- Old Business:
- New Business
- Meetings:
 - February 28th & March 1st, 2017: Steamboat (Recruiting & Retention)
 - Need Summer Meeting (TCA Reefer Convention? Or other July Date?)
 - November 2nd & 3rd: Biloxi (Prime invited?)

XVIII. Best Idea Session:

- Bring the Best Idea you introduced in 2016 that gave you the biggest impact on your Bottom-line Profits. **Forward me and Eddie the Electronic version of your presentation BEFORE THE MEETING!**
- Each Carrier will put \$40 in the Pool; after all presentations, we will vote for the top 2 Presenters, and they will split the pool 60/40. Good Luck!

XIX. Break at 10:00am

XX. Budgeting and Forecasting Process & Implementation (Roundtable Discussion)

- Start to Finish Process (ie. Bottom Up vs. Top Down)
- Final Agreement Process
- Implementation into your Weekly Operating Processes
- What is your Forecasted Revenue for Refer Operations in 2017?

XXI. Group Insurance Discussion - use of Brokers (Covenant Presentation)

XXII. Adjourn at 12PM: