



CTPMA April Board Meeting
Monday, April 8 and Tuesday, April 9, 2024
Courtyard Houston Downtown Convention Center
916 Dallas Street, Houston, TX
Meeting Room: Texas I (Springhill Suites Tower)

In attendance: Richard Bechtel, Larry Mitchell, Grady Gaubert, Bob Boswell, Gart Brooks, Robert Giffin, Todd Sitton, Nathan Crum, Grant Crum, Ric Mayers, David Schumacher, Scott Hohnstein, Edward Stroehrer, Mike Simmons, Genevieve Hedland-Hill

1. Welcome/Call to Order Crum
 - President Nathan Crum called the 2024 CTPMA Spring Board Meeting to order at 1:01pm Central. He welcomed everyone to Houston.
 - Crum stated that the solar eclipse will taking place about 1:25pm. We will take a break so people can view it.

2. Antitrust Statement Review Crum
 - Crum stated that the statement is included in the agenda packet. He asked everyone to review it and reminded board members that pricing, proprietary information is not to be discussed. He gave everyone a minute to review.

3. Secretary's Report Boswell
 - a) July Minutes Review and Approve
 - Secretary Bob Boswell asked if everyone reviewed the minutes of the July 2023 meeting and state any changes. No changes were noted.

A motion was made by Larry Mitchell to approve the 2023 CTPMA July Board Meeting minutes. A second was made by Richard Bechtel. The motion was passed.

4. Treasurer's Report McBarnet/
 - Genevieve Hedland-Hill stated that Alec McBarnet was unable to join the Spring board meeting.
 - She added that she did send McBarnet the financial reports that are also included in the agenda packet.
 - a) 2023 Year End Hedland-Hill
 - She noted the 2023 Year End report and reminded everyone that the financial loss was due to the additional expense tied to the change in management and the overlap in leadership positions.

 - b) 2024 YTD Financials
 - Hedland-Hill noted the 2024 profit and loss report. She stated that they continue to receive 2024 membership dues in addition to some 2023 outstanding payments. She noted that the list of members who have not paid their 2024 dues are included in the agenda packet.
 - Hedland-Hill stated that one item she would like to add to the agenda is the closing of the Woodforest bank account.

-She noted that the closest Woodforest branch is located within a Walmart store about 10 miles from the office. The bank staff is not permitted to handle large deposits, which often holds up deposits into the CTPMA bank account. She asked for permission to move the account to either Bank of America or US Bank.

-Crum asked for clarification which banks are currently used by CTPMA. Hedland-Hill replied that Fifth Third Bank is the primary bank for incoming funds. The Chase account was used as a savings depository and most of those funds were moved to the Charles Schwab CD. The Woodforest account is the only account used for paying bills.

-Ric Mayer asked why we have three banks. Crum noted the bylaws state that there is a maximum amount of money permitted in any one bank account.

-Crum asked if we could just use Fifth Third. Hedland-Hill stated that she would set up a money market account at Fifth Third and use the existing checking account for paying bills. She added that it would be easier for management and the accountant.

A motion was made by Nathan Crum to approve the closing of the CTPMA Woodforest Bank account and move the funds to the Fifth Third account. A second was made by Richard Becketl. Th motion was passed.

5. CTPMA Membership Recruitment

All

-Crum stated he'd liked to review the prospective membership list in GrowthZone and scrub for those who have gone out of business.

-He noted that the unpaid member list in the agenda packet is continuing to be cleaned up. Many have mailed checks to the wrong address or the invoice went to a person who is no longer at the company.

-Crum stated some of the names on the list.

-Mayers stated we should remove Diamond Gasoline and Parr's Inc. from the membership database. Gary Brooks stated he knows a number in Atlanta that are not members.

-Mayers asked about getting a list from Chevron. Crum stated he will ask for it.

-Crum noted that when asked previously, they did note they have a large number of Direct Serve, but not necessarily marketers.

-Mayers stated he thought we were interested in reaching out to Direct Serve. Crum replied that if we did reach out, he'd like to set a parameter on minimum number of stations. Todd Sitton asked Crum to clarify if he means minimum stations or minimum volume.

-Crum replied that thought a minimum station number is best. Mayer proposed a 25 station minimum.

-Crum stated that Grant Crum will be taking over for Dale Heinze, who is retiring sometime in 2025.

-Crum stated he did ask Chevron how CTPMA could best help Chevron. He stated that Direct Serve was a response.

-He asked the board if there are any pros and cons to bringing in Direct Serve companies.

-Grady Gaubert asked how many Direct Serve companies exist, outside of California, that have a minimum of 25 stations. Crum replied he thinks there are 25-30 Direct Serve companies that have the minimum.

-A question was asked on what is the difference between Direct Serve and Marketer. Crum stated it's geography. Direct Serve is a dealer and companies can be both. Marketers cannot move into a Direct Serve market.

-Scott Hohnstein stated he thought Chevron was bringing the lubricant marketers and retail marketers together for one of their Chevron meetings.

-He added that if Chevron is merging, it makes sense to have CTPMA merge committees and membership as well.

- Boswell stated if Chevron wants us to include Direct Serve, it makes sense to do it.
- Crum added that he would confirm with Chevron that they are ok with inclusion of Direct Serve companies into CTPMA.

A motion was made by Bob Bowell to permit Direct Serve companies, with a minimum of 25 Chevron stations, to join CTPMA. A second was made by Ric Mayers. The motion was passed.

6. CTPMA Commercial Products Committee Update

Giffin

- Robert Giffin stated he has a few things he wants to discuss, including the discussion topics shared with Chevron.
- Giffin stated he took the April 2023 CPC notes and reframed them for 2024. The committee met in March and added to or removed some items from the list in anticipation of Tuesday's meeting.
- He stated that the request to Chevron was to put the answers in writing but Chevron was not going to do that.
- Giffin stated there a few things he wanted to pose to the group.

a) Committee Members and Participation

Giffin

- Giffin stated he wants to make sure that everyone on the current committee wants to be a part of it and if not, replace them. He also questioned many members should be on the committee.
- He asked if there is a way to reach all CTPMA members to solicit topics from the full membership. This gives value to the membership. Hedland-Hill replied that a survey can be sent to the full membership to get their feedback, input, etc. She also suggested we send information on the CTPMA committees – what they do, how they add value to CTPMA membership.
- Giffin stated that CITGO designates board members to reach out to a set of marketers to get their opinions, feedback, etc. Multiple board members do this to get feedback from full membership.
- He asked if we should solicit a list of questions from Chevron to the CPC, much like CPC does to Chevron.
- Gaubert stated he's been on the marketer council for a number of companies (Shell, etc.). All encourage marketer council members to poll a region and bring the feedback to the council. He thinks CTPMA is competing with marketer councils. How do we differentiate ourselves from the councils?
- Giffin stated he had the conversation at the Lubricant Marketers Council and suggested we get feedback from others, not just committee members. The philosophy of the Council has changed. They no longer want to solicit feedback. It's now more of a sounding board for their ideas, not issues from outside.
- Hohnstein noted that he and Gaubert were on the same councils. Issues were drafted up and the council voted to identify the top three. It's no longer the member's agenda, but the council's agenda.
- Giffin stated that, going forward, the committee will review the answers given to their current questions by the Chevron team and, in advance of the next CTPMA Board Meeting, the CPC committee will review and add new topics.
- Crum stated that Retail Marketer Councils seem more "humble". They want to hear what the marketers have to say. Also, there are so many small guys that are, or were, members that CTPMA can help.
- Hohnstein suggested doing the survey to the membership again. That was successful in year's past.

-Crum noted, that with regard to committee size, he doesn't want to turn people away that want to be involved. Hohnstein stated he was once an observer and maybe hold the committee meetings where others can sit in and listen.

-Action Item – Giffin will poll the current Commercial Products Committee members to see who is interested in staying on the committee.

-Action Item – Hedland-Hill will send the current list of all CTPMA members by location.

b) Establish Environmental/Sustainable/Government (ESG) Committee Crum

-Crum stated the one thing he sees at Council meetings and Brand meetings is related to political advocacy, alternative fuels, etc. He wants to know how CTPMA can be of more help to Chevron. One response to the question is for CTPMA to do anything to advocate for members and Chevron on alternative fuel options.

-Becktel stated he thinks the discussion needs to be driven by Chevron. They need to tell CTPMA what they want us to do.

-Crum noted the DC Fly In, where they meet with lawmakers.

-Crum stated that CTPMA needs more fuels people. He added that he can't be President for life. Crum stated he will stay on CPC and Grant Crum will move onto the Retail Committee. This would allow him to take the lead on an ESG Committee as this is on the top of the mind at Chevron.

-He asked if everyone is ok for him to approach the idea with Chevron. Becktel agreed. Gaubert noted it's part of retail, so does it need to be a stand-alone committee or a subset of retail committee.

-Crum stated that Chevron's lobbying firm is giving presentations at some Council meetings.

-He added that CPC may need to discuss alternative fuels but not sure they want to. 70% of diesel sold in CA is not petroleum-based.

-Crum stated that the CPC should be called Lubricants Committee as that's what it is.

-Hohnstein stated he works with Chevron on government affairs and their big push is getting the right people elected in states where Chevron has operations.

-Mayers stated he thinks Chevron needs to think broader in their support of PACs.

-Crum stated he will look into ESG committee and Chevron's thoughts a bit more and report back. Gaubert stated an ESG committee would be more directed to government, not consumers.

-Mayers stated he'd like Chevron to support all state PACs.

-Hedland-Hill confirmed that CPC members can be contacted to confirm their participation on the committee.

7. CTPMA Retail West Committee Update

Mitchell

-Larry Mitchell stated that the retail notes in the agenda packet are the 2023 discussion topics that were reviewed and either updated or eliminated. Both retail committees added new topics to the list for 2024.

-Mitchell went through the list of discussion topics.

-Mayer stated they are having a lot of invoicing issues. It happened as early as last week and it's causing a lot of extra work.

-He asked for an update on the partnership with Toyota.

8. CTPMA Retail East Committee Update Mayers
a) Lewis Replacement
-Mayers stated he reached out to Chevron regarding a replacement for Wenda Lewis on the Retail East Committee.
-A few Florida marketers were discussed.
-Mayers was going to reach out again and see if anyone is interested in joining the committee.
9. Chevron Meeting Review Crum
-Crum went through the schedule for the Monday dinner and for Tuesday's meetings at the Chevron officers.
10. 2024 CTPMA Board and Committee Meetings Crum
-Crum stated that we need to schedule the October meeting with Chevron. He will mention it to the Chevron team.
11. 2025 CTPMA Business Forum Location Discussion Hedland-Hill
-Crum stated that a location needs to be chosen for the 2025 CTPMA Business Forum.
-Hedland-Hill showed the list of potential locations, most in the Southeast and a few in Texas.
-It was suggested that we confirm the locations of Chevron's 2025 meetings so as not to overlap.
-Crum stated he will mention it to Chevron on Tuesday.
12. Open Discussion All
13. April Meeting Schedule
14. Dinner with Chevron, Monday, April 8th at 6:30pm @ Xochi - The Flavors of Oaxaca
1777 Walker St., Suite A, Houston, TX 77010, P: 713-400-3330
15. Meeting with Chevron, Tuesday, April 9th
Location: Chevron Office Building, 1500 Louisiana Street, Houston Texas
Breakfast - 7:30am – 8:15am
Meeting(s) - 8:30am – 10:30am
Break - 10:30am – 11:00am
Tour of Chevron Offices - 11:00am – 12:00pm (Optional)
16. Adjourn