June 23, 2017

Dear NSTA Member,

New Member Benefits and exciting changes are in store for the NSTA this year. Renew today to assure you that you share in the Benefits of Membership!

We have a very exciting year ahead with new initiatives, resources, and services designed to achieve our newly adopted strategic plan that revolves around you, Our Members, and is intended to achieve four main objectives – to provide education, industry promotion, regulatory advocacy and networking opportunities. Your Membership Renewal Packet is enclosed along with a list of current Member Benefits, information about our Award and Recognition Program, and information about new services, new service providers, and related changes that will enhance the value of your Membership in the NSTA. These Member Benefits can help you manage, develop, and retain business, save costs, and highlight your operation within you community.

- **Education** – Beginning in August 2017, NSTA Members will have access to the Business Counsel Program (BCP) provided by our new business partner RC Kelly Law Associates (RCKLA). The BCP program provides Members with legal counsel, human resources guidance, and risk management resources as a member benefit. RCKLA specializes in school transportation, serving independent school bus contractors with Legal Focus Articles, webinars, and Q&A resources for your legal needs. RCKLA will be attending the upcoming NSTA Annual Meeting in July and will be hosting a “virtual open house” for renewing Members on August 1, 2017 to introduce this new member benefit program. See the enclosed information from RCKLA to learn more about this exciting new member benefit.

- **Industry Promotion** – The NSTA continues to partner with the American School Bus Council, will continue to provide premier event locations in conjunction with our event planning provider CCI, and has added the resources of Service, Education, & Consulting, Inc. (SEC) to enhance the development of the NSTA into an even more powerful voice for independent school bus contractors. SEC is an experienced association management company with concentrated experience in student transportation. Our partnership with SEC will provide new applications, additional personnel, and experience in trade association development to increase the connections between members and to help strengthen your voice in the industry.
- **Regulatory Advocacy** – NSTA will continue and enhance the regulatory and legislative initiatives currently driven by Ronna Weber and by NSTA’s lobbyist in Washington DC, Becky Weber of Prime Policy Group, by integrating these initiatives with the efforts of the RCKLA/SEC team. The RCKLA/SEC integration will allow NSTA to separate the Regulatory Relations and Executive Director positions to increase the focused efforts that can be devoted to each critical role, increase the development of deep and effective relationships with industry regulators in Washington, and increase the value of services for all NSTA Members.

- **Networking Opportunities** – The NSTA will continue to provide forums for Members to network with industry peers and industry service/product providers. The Annual Conference, Mid-Winter Meeting, and Board/Committee meetings, planned and produced with the collaborative efforts of CCI/SEC/RCKLA, provide an opportunity to meet and exchange ideas with your industry peers. Enclosed brochures provide information about the NSTA Annual Meeting in Indianapolis on July 15-19, 2017, Committee opportunities, and upcoming NSTA events.

The result of these changes will mean that NSTA’s administrative needs will be handled by our outsourced association management company, SEC, Inc., while retaining the continuity and experience of NSTA’s existing key personnel and service providers, in addition to adding RCKLA as a valuable member resource. **We are excited about these changes and look forward to receiving your Contractor Renewal Verification and State-by-State RFP Request Form.** Please call us at 703-684-3200 if you have questions or comments. We thank you for your continued support of the NSTA!

Sincerely,

Todd Monteferrario  
NSTA, President

Blake Krapf  
NSTA, President-Elect
Dear NSTA Member,

Thank you for your continued support of NSTA! In order to provide you with the best service possible, please fill out the information below about your business including calculation of your dues and mail it to the NSTA Billing Office, fax it to 703-684-3212, or email a scanned copy to info@yellowbuses.org.

Check should be made payable to National School Transportation Association. A Credit Card Payment Authorization Form is also included in your packet if you’d like to pay by credit card.

Company Name ________________________________________ Contact Person ________________________________________

Title _______________________________________ E-mail Address _________________________________________________

Telephone ________________________  Fax _____________________  Website _______________________________________

Mailing Address ____________________________________________________________________________________________

Total Employees___________ Would others in your company like to receive the NSTA biweekly e-newsletter? Yes ☐ No ☐

If yes, please list emails for the e-newsletter distribution list below for you convenience, or include a separate sheet with names and email addresses

___________________________________________________________________________________________________________

___________________________________________________________________________________________________________

Would you like more information on joining an NSTA Committee? Yes ☐ No ☐ Which Committee? ________________

See Standing Committee Form enclosed.

Dues:

Contractor membership dues are calculated based on your active fleet size. Active fleet size refers to your active route vehicles and does not include spares. Please indicate your active fleet size below. If your fleet is between 0-749, the first vehicle is in the base fee of $150.00, and each additional vehicle is $21.00. Do not include Spares.

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<th>Fleet Size 0-749</th>
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Please indicate the payment method enclosed for your 2017-2018 Membership Dues. Check ☐ Credit Card Form ☐

Submit application and dues to: National School Transportation Association Billing Office

623 North Broad Street Lansdale, PA 19446 or email info@yellowbuses.org

Note: Contributions or gifts to NSTA are not deductible as charitable contributions for federal tax purposes. However, dues may be deductible as an ordinary and necessary business expense. Pursuant to the Omnibus Budget Reconciliation Act of 1993, 38.5% of your NSTA dues are attributable to non-deductible lobbying activity and is therefore not deductible under Internal Revenue Code Section 162 as an ordinary and necessary business expense. See your personal tax advisor for additional information.
Dear NSTA Member,

Thank you for your continued support of NSTA! In order to provide you with the best service possible, please fill out the information below about your business including fleet size and dues base fee and mail it to the NSTA Billing Office, fax it to 703-684-3212, or email a scanned copy to info@yellowbuses.org.

Check should be made payable to National School Transportation Association. A Credit Card Payment Authorization Form is also included in your packet if you’d like to pay by credit card.

Company Name ________________________________________ Contact Person ________________________________
Title _______________________________________ E-mail Address _________________________________________________
Telephone ________________________ Fax _____________________ Website _______________________________________
Mailing Address ____________________________________________________________________________________________

Total Employees__________ Would others in your company like to receive the NSTA biweekly e-newsletter? Yes ☐ No ☐
If yes, please list emails for the e-newsletter distribution list below or include a separate sheet with names and email addresses
_________________________________________________________________________________________________________

Would you like more information on joining an NSTA Committee? Yes ☐ No ☐ Which Committee? ____________________
See Standing Committee Form enclosed.

Dues:
Contractor membership dues are calculated based on your active fleet size. Active fleet size refers to your active route vehicles and does not include spares. Please indicate your fleet size range below. If your fleet is 750 or greater, your dues are a base fee constructed on fleet range. Please see the chart below. Do not include spares.

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Please indicate the payment method enclosed for your 2017-2018 Membership Dues. Check ☐ Credit Card Form ☐

Submit application and dues to: National School Transportation Association Billing Office
623 North Broad Street Lansdale, PA 19446 or email info@yellowbuses.org

Note: Contributions or gifts to NSTA are not deductible as charitable contributions for federal tax purposes. However, dues may be deductible as an ordinary and necessary business expense. Pursuant to the Omnibus Budget Reconciliation Act of 1993, 38.5% of your NSTA dues is attributable to nondeductible lobbying activity and is therefore not deductible under Internal Revenue Code Section 162 as an ordinary and necessary business expense. See your personal tax advisor for additional information.

Rev. 05.18.2017 KRS
Dear NSTA Member,

Thank you for your continued support of NSTA! In order to provide you with the best service possible, please fill out the information below about your business including calculation of your dues and mail it to the NSTA Billing Office, fax it to 703-684-3212, or email a scanned copy to info@yellowbuses.org.

Your Dues are paid by the Corporate Office. We would appreciate if you would still fill out the information below so we have the most update information of all of our members.

Company Name ________________________________________ Contact Person _______________________________________

Title _______________________________________ E-mail Address _________________________________________________

Telephone ________________________  Fax _____________________  Website _______________________________________

Mailing Address ____________________________________________________________________________________________

Total Employees_________ Would others in your company like to receive the NSTA biweekly e-newsletter? Yes ☐  No ☐

If yes, please list emails for the e-newsletter distribution list below for you convenience, or include a separate sheet with names and email addresses

_________________________________________________________________________________________________________

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Would you like more information on joining an NSTA Committee? Yes ☐  No ☐  Which Committee? _________________

See Standing Committee Form enclosed.

Dues:

Contractor membership dues are calculated based on your active fleet size. Active fleet size refers to your active route vehicles and does not include spares. **Do not include spares.**

Fleet Size (Active route vehicles, do not include spares) __________________________________________

As a Landmark Company your dues are paid by the Corporate Office. No need to send payment. Thank you for your support!

Submit application and dues to: National School Transportation Association Billing Office

623 North Broad Street Lansdale, PA 19446 or email info@yellowbuses.org
One Time Credit Card Payment Authorization Form

Please sign and complete this form to authorize the National School Transportation Association to make a one-time debit to your credit card listed below.

By signing this form you give NSTA permission to debit your account for the amount indicated on or after the indicated date. This is permission for a single transaction only, and does not provide authorization for any additional unrelated debits or credits to your account. If sending a check, please make payable to National School Transportation Association.

Please complete the information below:

I ____________________ authorize NSTA to charge my credit card account indicated below for $________ on or after ______ with the understanding that it will be processed within 7 days from receipt. This payment is for 2017-2018 Membership Dues.

Billing Address ____________________ Phone # ____________________

City, State, Zip ____________________ Email ____________________

Payment Type: ☐ Visa ☐ MasterCard ☐ AMEX ☐ Discover

Cardholder Name ____________________

Card Number ____________________

Expiration Date ____________

CVV2 (3 digit number on back of Visa/MC, 4 digits on front of AMEX) ____________________

I authorize the above named business to charge the credit card indicated on this authorization form according to the terms outline above. This payment authorization is for the goods/services described above, for the amount indicated above only, and is valid for one time use only. I certify that I am an authorized user of this credit card and that I will not dispute the payment with my credit card company; so long as the transaction corresponds to the terms indicated in this form.

SIGNATURE ____________________ DATE ____________
State-by-State RFP Request Form

From time to time the NSTA office receives requests from school districts or other entities who are considering contracted transportation. These folks are usually looking for contact information for companies to whom they can send bid specs or RFPs.

In order for us to be sure we include any members who are interested in receiving this information—and spare those who are not—we invite you to complete the following form and return it to the NSTA office by mail, fax, or email.

My company, ________________________________________________, would like to receive notification of requests for bids, RFPs, or transportation service in the following states:

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The notifications should be sent to the following contact person:

Name ___________________________________________________________
Email ___________________________________________________________
Fax ___________________________      Phone _________________________

Note: Companies with more than one regional contact should complete a separate form for each region.

Submit application and dues to: National School Transportation Association Billing Office
623 North Broad Street Lansdale, PA 19446 or email info@yellowbuses.org
The Business Counsel Program for NSTA Members

One of the core missions of the NSTA is to provide education and services to its membership, providing a return on your membership investment. **The Business Counsel Program provided by RC Kelly Law Associates is the newest NSTA Member Benefit.** RC Kelly Law Associates has worked with School Bus Contractors for over a decade. The RC Kelly team is familiar with the unique services you provide and the challenges you encounter every day. Our staff includes Attorneys, MBAs, HR Specialists, and certified teachers, who are committed to finding practical solutions for you, so you can stay focused on your core business - student transportation.

### Legal Focus Articles

RC Kelly Law publishes monthly “Legal Focus” articles for School Bus Contractors that address evolving laws and issues important to school bus operators. NSTA Members will now receive first run articles, access to the “Legal Focus on School Bus” keyword index, and copies of back articles upon request.

### Legal Q&A Services

NSTA members can receive assistance with many of their legal questions, contracts, employee issues, collections, risk management challenges, and similar business matters from RC Kelly Law Associates under the Business Counsel Program with NSTA. This arrangement allows every NSTA member access to legal counsel who has in depth understanding of your industry.

### Topical Webinars

RC Kelly Law Associates offers quarterly webinars, now available, to NSTA Members on important legal and human resources topics in your industry. **Mark your calendars, August 1, 2017 at 10am EST, for our first NSTA Webinar “Intro to the Business Counsel Program”**.

### Special NSTA Rates

If your legal needs involve more than a simple Q&A, the legal team at RC Kelly Law Associates can represent your interests at special rates discounted for NSTA Members. RC Kelly can handle your matter directly or can provide subject matter expertise for your local counsel who may know you, may know your family, but may not be fully versed in the specialized business of operating as an independent School Bus Contractor.

### Contact RC Kelly Law Associates

**How do I use the program?** Help is just a phone call or click away. Contact RC Kelly Law Associates by e-mail at help@rckelly.com or by phone at **215-896-3846**. Articles, Webinars, Q&As are provided at no charge to NSTA Members. More complex issues can be handled at special NSTA rates. View our company profile and firm details at [www.rckelly.com](http://www.rckelly.com).
NSTA Awards and Recognition Opportunities

The NSTA takes great pride in its membership and is pleased to offer a variety of ways to recognize excellence in our school transportation community. From honoring individual achievements, industry partners and outstanding leadership, we look forward to celebrating our members’ greatness.

Through a nomination process, recipients of each award are recognized at the NSTA Awards Banquet which takes place every year at the Annual Meeting & Convention. While this year’s award winners have already been selected, the 2017-2018 membership year provides a new opportunity to celebrate your success through an NSTA nomination. Please call the office if you’d like more details.

- The **Golden Merit Award** recognizes excellence in service, safety, and community responsibility.
- The **Hall of Fame Award** recognizes excellence in long-term industry efforts.
- The **Distinguished Service Award** recognizes special contributions made to pupil transportation contracting.
- The **Thomas Built Buses, Inc., Continuing Education and Professional Growth Grant** is given to a member contractor or staff to support continuing education.
- The **Outstanding Driver Service Award** is given to a school bus driver who has demonstrated exemplary safety performance and a commitment to excellence.
- The **Outstanding School Transportation Administrator Award** recognizes school transportation administrators who share our commitment to the safe transportation of our nation’s school children.
- The **Go Yellow, Go Green Award** was created to recognize a leader in the school bus industry who has demonstrated initiative and commitment in pursuing positive responses to growing environmental concerns. A single award may be presented annually to the NSTA member who, through corporate practice and industry leadership, best demonstrates the principles of NSTA’s Go Yellow, Go Green campaign.
- The **Meritorious Service Award** recognizes an individual who has displayed unparalleled vision, support and leadership toward improving pupil transportation safety and promotion of NSTA and the school bus industry.
- NSTA continues the **Green School Bus Fleet Certification program** for NSTA member contractors, and other school bus contractors wishing to be recognized for their efforts in striving to operate a more emissions responsible fleet.
Standing Committees

NSTA Members are encouraged to participate in any committee of interest. Typically, being a member of a committee means participating in a monthly conference call and at the committee meetings held at the board meetings, Midwinter Meeting and the Annual Meeting and Convention.

Association and Industry Development Committee: The Association and Industry Development Committee is responsible for most association activities pertaining to the promotion and health of the Association as well as the promotion of the school bus contracting industry. There are 6 sub-committees you can join:

- **Membership Committee:** The membership committee is focused on the growth and retention of the NSTA membership and developing new member benefits that will provide additional value to the association.

- **Marketing & Communications:** The Committee keeps members up-to-date on association activities, industry news, and important legislative activities, foster peer-to-peer communications between members, enhances communications between committees to improve efficiency and create cohesiveness and develops a standard operating procedure for internal and external communications.

- **Manufacturers, Suppliers, and Technology:** This Committee has a two-fold purpose. First, it provides the Association with regular updates on research, new product development, services, innovations on equipment and operations as well as best practices to guide the policy making of the Board of Directors. Secondly, the committee focuses on the needs of NSTA’s supplier and manufacturer partners to incorporate their needs into NSTA’s agenda and find new ways to foster meaningful interactions between supplier and manufacturer partners and the contractor members.

- **Business Development:** The Business Development Committee’s mandate is to help contractors grow market share and to develop opportunities to get more children on the yellow bus.

- **Awards & Meeting Planning:** The Awards and Meeting Planning Committee is responsible for NSTA’s Awards program and developing the program for NSTA’s Annual Meeting and Convention, Mid-Winter Meetings and all other NSTA meetings.

- **Strategic Planning:** This committee works to develop the NSTA Strategic Plan and then assists the committees in implementing the plan.

**Government Relations Committee:** This committee is one of the Association’s two overriding committees and is focused on working with legislators, regulatory agencies, on all levels to promote the interest of the school bus contractor industry. There are two sub-committees:

- **Legislative:** This committee focuses on federal and state legislation, lobbying efforts, and education of legislators and their staff. This committee works closely with NSTA’s lobbying group, Prime Policy.

- **Regulatory:** This committee works with regulatory agencies such as the Federal Motor Carrier Safety Administration and National Highway Traffic Safety Administration, among other agencies, on issues concerning the school bus industry.

**Safety and Security:** This committee oversees the planning and execution of the School Bus Driver International Safety Competition, gets involved with any safety and security issues that need to be addressed, and advises the Regulatory and Legislative Committees on safety and security issues.

**Site Selection:** The Site Selection Committee is an ad hoc committee pursuing the location of future conventions and meetings.
Help us make a difference...join a Committee!

NSTA Members are encouraged to participate in any committee of interest. This is a great way to get involved and get the most out of your membership. Typically, being a member of a committee means participating in a monthly conference call and at the committee meetings held at the board meetings, Midwinter Meeting and the Annual Meeting and Convention. Check the box and return this form to learn more! A committee member will call you to provide more detail and answer your questions.

Your Name ___________________________ Phone Number ___________________________

Company ___________________________ Email Address ___________________________

☐ Association and Industry Development Committee: The Association and Industry Development Committee is responsible for most association activities pertaining to the promotion and health of the Association as well as the promotion of the school bus contracting industry. There are 6 sub-committees you can join:

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☐ Awards & Meeting Planning: The Awards and Meeting Planning Committee is responsible for NSTA’s Awards program and developing the program for NSTA’s Annual Meeting and Convention, Mid-Winter Meetings and all other NSTA meetings.

☐ Strategic Planning: This committee works to develop the NSTA Strategic Plan and then assists the committees in implementing the plan.

☐ Government Relations Committee: This committee is one of the Association’s two overriding committees and is focused on working with legislators, regulatory agencies, on all levels to promote the interest of the school bus contractor industry. There are two sub-committees:

☐ Legislative: This committee focuses on federal and state legislation, lobbying efforts, and education of legislators and their staff. This committee works closely with NSTA’s lobbying group, Prime Policy.

☐ Regulatory: This committee works with regulatory agencies such as the Federal Motor Carrier Safety Administration and National Highway Traffic Safety Administration, among other agencies, on issues concerning the school bus industry.

☐ Safety and Security: This committee oversees the planning and execution of the School Bus Driver International Safety Competition, gets involved with any safety and security issues that need to be addressed, and advises the Regulatory and Legislative Committees on safety and security issues.

☐ Site Selection: The Site Selection Committee is an ad hoc committee pursuing the location of future conventions and meetings.
Contractor Membership Benefits

NSTA Contractor Members receive:

Exclusive Savings and Benefits Programs

- NSTA has over 20 different benefit programs that will save you money on parts, insurance, fuel, technology products, and financial services.

Insurance

- **Keystone Insurers Group** is the preferred insurance provider for NSTA members. Keystone has developed a customized insurance program for private school bus contractors providing Workers' Compensation coverage and Comprehensive Commercial Transportation Insurance. Take advantage of this long established relationship and receive the best possible combination of coverage, services and very competitive pricing. This is offered through independent Keystone insurance agents only.

Financial Services Programs

- **Wells Fargo Equipment Finance, Inc.** knows the School Bus industry and can provide consistent, professional service. Wells Fargo offers members the following services: an equipment loan; lease purchase agreement; standard and modified TRAC leases; and a line of credit.
- **Daimler Financial Line of Credit Program** allows members to open a line of credit to finance the purchase of vehicles if needed. There’s no cost to open the line and it will be available for one year. Rates are established at the time the vehicles are to be delivered and the documentation and application process is easy to understand.
- **Blue Bird Financial Services (BBFS)** program gives members access to preferred rates and special programs to make the most of their working capital.

Membership Programs

- **Bus Parts Warehouse** is a long-time supporter of NSTA, provides significant discounts to NSTA members on all kinds of parts that you use every day -- at just 15% over distributor net!
- **IC Parts/Fleetcharge Program** provides NSTA members with excellent discounts on parts for your school buses regardless of fleet size.
- **Unity Bus Parts Program**: Unity Bus Parts Program saves members on parts for their fleet. The Unity School Bus Parts Program offers NSTA members the following: across the board discounts on our entire product line; free freight on all orders $250.00 or more; same day shipping! Easy on line ordering with member discounts once they have signed on with Unity Bus Parts' office! A friendly and knowledgeable who have over 26 years of bus parts knowledge!
- **Zonar System Discount Program**: Zonar Systems Discount Program provides NSTA members will receive a 10% discount on all Zonar hardware. You can learn more about Zonar System’s products and services by visiting their website at www.zonarsystems.com.