

IFI Bulletin www.incentivefederation.org

November/December 2017

**Incentive Federation Members Encouraged to Elect Board of Directors**

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| **Who does the Incentive Federation represent?**The Incentive Federation is the only organization whose membership and leadership includes all the industry’s national trade associations, as well as individual companies. It is under The Incentive Federation umbrella that the collective interests of the Incentive Marketing Association (IMA), the Promotional Products Association International (PPAI), The Incentive Research Foundation (IRF), and Society for Incentive Travel Excellence (SITE) are discussed, nurtured and advanced. |
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| **IFI Mission Statement****The Incentive Federation is dedicated to promote, protect and research the incentive field, encompassing recognition, promotional products and related**  **promotions.** |

promotions.

The Federation’s Bylaws provide that the IFI members should elect the Board of Directors annually to one-year terms.

The following members, who are completing a term on the Board in 2017, have been re-nominated to serve one-year terms on the Board of Directors beginning January 1, 2018:

Paul Bellantone, CAE, President, Promotional Products Association International

Richard Blabolil, CPIM, President, Marketing Innovators International

Karen Wesloh, CAE, CMP, Executive Director, Incentive Marketing Association

Brian Galonek, CPIM, President, All Star Incentive Marketing

Sean Roark, CPIM, Executive Vice President, IncentPros, Inc.

Michelle Smith, CRP, CPIM, Vice President, Marketing, O.C. Tanner

Melissa Van Dyke, President, The Incentive Research Foundation

The following members have been nominated to serve their first one-year terms beginning January 1, 2018.

Carl Anderson, Manager, Global Employee Recognition, Delta Airlines, and Representative for the Recognition Professionals International

Michael Donnelly, President, Hinda Incentives

Richard L. Low, CPIM, Vice President, Special Markets, Citizen Watch Company of America, Inc.

All IFI members were sent a ballot by email to complete and return by **November 27, 2017**. If you haven’t yet returned your ballot, please do so on Monday, November 27.

**Employee Achievement Awards Exclusion in Danger of Repeal**

For the past few weeks George Delta, IFI's Legal Counsel, and I have been closely monitoring the two tax simplification and reform acts proposed in the U.S. House of Representatives and the U.S. Senate. If you have followed the news you are aware that the House passed its version of the Tax Cuts and Jobs Act on November 16. That bill includes a provision that repeals 274(j) and therefore the preferential exclusion from taxes for employee service and safety awards. That's the bad news.

The good news is that the U.S. Senate Finance Committee completed its markup of the Tax Cuts and Jobs Act and voted it out of the committee, also on November 16. The Senate bill does not have a corresponding provision to repeal 274(j). We were aware that the Senate bill did not propose to repeal 274(j), and we want now to encourage and thank the members of the Senate Finance Committee for being supportive of our interests.

The Senate Majority leader has said he would ask the full Senate to consider the bill after Thanksgiving. If the bill is passed, and that's no certainty, the Senate and the House will have a conference committee to work out the differences between the two versions of the bill. When the full Senate considers the bill after Thanksgiving, and especially when the conference committee begins its work, there's a good prospect that some effort to repeal 274(j) could be brought forward, so we'll have to stay alert.

So, with all that said, we are asking IFI members to send a letter to the Republican Senators on the Senate Finance Committee, or if you wish, to the Senators of your choice to express the need for them to continue supporting the exclusion from taxes for employee service and safety awards. We are suggesting letters to the Republican Senators only because we recognize that Democrats are not likely to vote for the bill at all. We could be surprised.

Please review a sample letter [here](http://www.incentivefederation.org/wp-content/uploads/2017/11/IFI-Sample-Letter-on-Section-274j-doc.doc) you can use and tailor your comments as appropriate. You'll note there are places to insert your details about your company and state. The letter is generic, so feel free to add any specific details you feel are important. I have also provided a link to the Senate Finance Committee members, which you can use to click on the Senator for an appropriate address by accessing his/her website. You'll also find that you can email your letter through their websites. The second link is to the full Senate.

<https://www.govtrack.us/congress/committees/SSFI>

[https://www.senate.gov/senators/](https://www.senate.gov/senators/contact/)



Now is the time to send one or more letters. We appreciate your support. The tax exclusion our industry has enjoyed and benefited from for many years is in jeopardy. We need your action and support. Thanks, Steve

**2017 Board of Directors**

Chair – **Paul Bellantone**, CAE, President, Promotional Products Association International

First Vice Chair, Associations – **Karen Wesloh**, CAE, CMP, Executive Director, Incentive Marketing Association

Second Vice Chair, Associations – **Kevin Hinton**, CIS, CEO, Society of Incentive Travel Excellence

Third Vice Chair, Associations – **Melissa Van Dyke**, President. The Incentive Research Foundation

Vice Chair, Corporations – **Michelle Smith**, CRP, CPIM, Vice President, Marketing, O.C. Tanner

Treasurer – **Sean Roark**, CPIM, Senior Vice President, IncentPros, Inc.

Secretary – **Kimberly Carrette**, Senior Manager, Canon Professional Services, CanonUSA

Director - **Richard Blabolil**, President, CPIM, President, Marketing Innovators International

Director **– Brian Galonek**, CPIM, President, All Star Incentive Marketing

Director – **Kimberly Abel-Lanier**, Vice President and General Manager, CultureNext, Maritz Motivation

Solutions

Executive Director and Counsel – **George Delta**, Esquire

Staff:

Managing Director - **Steve Slagle**, CAE

**Questions/Concerns?**

Contact: Steve Slagle, IFI Managing Director, at steves3309@gmail.com or 864-710-6739.