

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING
April 29, 2017
Greensboro, NC

Call to Order Time: _____

Brett Plummer

Roll Call

Pam Stanley

Minutes

February 11, 2017

Pam Stanley

Treasurer's Report

2017 Treasurer's Report

Dru Burgin

Committee Reports

By-Laws

Convention

Legal/Legislative/Insurance

Military Affairs

New Members Development/

Corporate Sponsorship

Public Affairs/Tariff Oversight

Scholarship

Seminar Training

Executive Director

Robert Farnum

Kathy Cox

Tony Harris/Felicia Lunsford/Matt Sharpstene/
Tripp Moore/Kathy Cox

Steve Rhodes

Rick Thornton/Josh Oliver/Jerry

Hare/Mike Mather

Todd Campbell

Robert Farnum/Matt Sharpstene

Jerry Hare/Dru Burgin

Pam Stanley

New Business

Meeting with Commissioner Beatty

Brett Plummer

Old Business

Moving Pads

Robert Farnum

Executive Session

New Members:

Southeast Moving & Storage

Adjourn Time _____

CONVENTION COMMITTEE

Kathy Cox, Chairman

April 29, 2017

We have decided on our logo for the convention. It has already been posted to our Facebook and Twitter pages.



Our location will be the Courtyard by Marriott at Carolina Beach, October 19-21.

We have lined up Randy Reeves of Wells Insurance to give a Cyber Liability presentation and are working on other speakers. Pam has in negotiation with Podium – an online presence manager to have them come.

Tony Harris is working on the location for our golf tournament and hopes to have it lined up soon.



27 April 2017

Report to the Board – Military

-SDDC conducted Open Season for new entrants into the DP3 program. The last day to submit packages was 25 April. No word yet on number of submissions or on the number of packets that have survived the first cut. SDDC has put a special concentration on attempting to increase the number of origin TSPs to support domestic traffic in several channels and North Carolina is one of those channels.

-North Carolina is one of the States/Territories that have been granted an extension through 10 October 2017 for compliance with the Real ID Act.

-SDDC is moving forward with their intention to implement Phase III of DP3. That phase will see both NTS and DPM come into DPS. They are looking to install it into the system sometime in May 2018.

-The only publicly released information on the results of SDDC's Deep Dive Review have been comments from Lt Col Jenson that the "system was far more vast and complicated than anyone realized." At this juncture, I am not sure what, if anything, SDDC intends to do with what they found. My suspicion is that they found a good number of internal issues and just don't want to "air their dirty laundry."

-Capacity issues this summer: Again, no ability to refuse shipments. Blackout reporting by agents to TSPs is going to be critical. Short fuse expansion to 10 days is viewed as a key tool. Additional tools are going to be Code 2 (mandated at 10 percent), DPM and "proactive quality assurance."

-SMO is currently "on tour" and rumored to be ruthless during their inspections to insure that all warehouses are up to speed prior to peak season.

-While the 2017 National Defense Authorization Act passed by Congress on 8 December 2016 contained a provision that permitted the TWIC to be the sole proof of identity when entering any of the nation's 700 military installations, Installation Commanders still have the authority to set their own requirements for unescorted access, so there are still come lingering issue.

Very Respectfully,



Steve Rhodes

NEW MEMBER DEVELOPMENT/

CORPORATE SPONSORSHIP

Rick Thornton, Josh Oliver, Jerry Hare & Mike Mather

April 29, 2017

	2017	2016
Associates	24	27
Branch	15	14
Regular	163	162
TOTAL	202	203

New Mover Members since the last board meeting:

Southeast Moving & Storage, Wilmington, NC

New Associate Members since the last board meeting:

HUB International
Tier One Relocation

SCHOLARSHIP COMMITTEE

Robert Farnum & Matt Sharpstene

April 29, 2017

This year, the association has had eight applicants for the four-year scholarship.

We had no applicants for the two-year scholarship, so the Scholarship Committee extended the deadline until May 8.

Both winners will be notified on May 10.

Most applications were incomplete this year, so Pam is working on revising the application so there is a check list of every document that is needed. Previously, that information was included on the procedures checklist, but it needs to be on the application so it is not missed.

NCMA Board Meeting
Saturday, April 29, 2017
Greensboro, NC

Seminar Training Committee
Dru Burgin/Jerry Hare

North Carolina MRT will be held in Raleigh on Wednesday May 17, 2017 from 9:30am-4:30pm, in the Flag Conference Room. The address is 3900 Wake Forest Rd, Raleigh NC 27608.

We are planning another ELD Seminar for the convention this year in Carolina Beach for Friday or Saturday. We need to work on the time and day. I have contacted Dennis Whitaker with Wheaton and he can attend for the training. I just need to let him know the day and time.

If anyone has any other training needs, please discuss them with Dru or Jerry.

Thank You,
Seminar Training Committee

EXECUTIVE DIRECTOR'S REPORT

April 29, 2017

Pam Stanley

Tariff training seminars will continue to be held on a regular basis. We are still getting very good attendance at these seminars. They continue to be the best recruiting ground for new members. Next seminar will be Wednesday, May 17 in Raleigh. We will be back in Raleigh in June. Traditionally, we don't hold a MRT seminar in July because attendance is bad. Cynthia Smith will be retiring the end of July. Hopefully, Kris Rajeev will be hired to take her place.

I would like the board's opinion on having a Member Marketplace on the website. I want a place where it would be easy for me to add what members need to buy and what they have available to sell. I would also like to open this up to the associate members – they can announce sales, new products, etc. there. I would like for it to be an improvement over what we have now, which is very simple. I'd like to see it look a lot better, with pictures added. This is something that I can do and get the word out.

I have been working on increasing our social media presence. We are on Facebook, LinkedIn and now on Twitter. I am trying to post and retweet on a weekly basis.

I've been getting a lot of tariff questions, which is a good thing. I always encourage our members to call me with questions, instead of worrying about it. Most questions I can answer without having to look them up.

Forms are still going very well. We have had just over \$50,000 in sales last year. So far this year, we have sold \$18,500.

I have continued to work on the website. If there are changes or additions that need to be made, please let me know. I'm learning how to do the back end.

My schedule – I will be off Friday, May 5 for a wedding in Roanoke. I will out of the office June 5-8 at the National Council of Moving Associations annual meeting. And, for those who don't know yet, my daughter Beth is expecting my first grandchild on October 10. Luckily, she lives in Wilmington, which would work nicely with our convention being at Carolina Beach October 19-21.