

BOARD OF DIRECTORS
Holiday Inn Resort
Wrightsville Beach, NC
April 30, 2016

Meeting was called to order at 9:01 a.m. by President Brett Plummer. Plummer noted that we would be at Asheville in September. He welcomed Anne Horne and stated that she was previously Secretary to the Board and has been a part of the association for a long time.

ROLL CALL: Members present: Plummer, Cox, Campbell, Eberhardt, Harris, Few, Lunsford, Rhodes, Hare, Mather, Sharpstene and Thornton.

Members absent: Burgin, Brown, Campbell, Diaz and Moore. Pam said all but Diaz had contacted her.

Cox made a motion to excuse the absences of Burgin, Brown, Campbell and Moore. Eberhardt seconded. Motion carried.

Cox made a motion not to excuse Diaz. Eberhardt seconded. Motion carried.

Plummer noted that this was Diaz's third unexcused absence. Our by-laws state that three unexcused absences result in automatic removal from the board. Diaz will be notified that he is no longer on the board.

Pam said she has had two individuals express interest in joining the board. Brett said we need to reach out to them and get a feel if they are still interested. Also, if anyone knows of anyone else who would be interested in serving on the board. We will vote on the replacement at the September board meeting and the replacement will be installed in November.

Harris and Eberhardt, whose terms are expiring in 2016, both stated they would like to remain on the board.

Noe Avellaneda of New World Van Lines joined the meeting. Plummer said he appreciated his interested and thanked him for attending.

MINUTES for the February 20th meeting were distributed. Cox made a motion to approve the minutes; Eberhardt seconded. Motion carried.

TREASURER'S REPORT: Pam stated that Burgin received the Treasurer's Report and approved of it.

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| CONVENTION FUND | \$ 646.87 |
| MONEY MARKET | 67,805.20 |
| REGULAR CHECKING | 1,025.02 |
| SCHOLARSHIP FUND | 9,387.43 |
| CD #1 | 11,307.60 |
| TOTAL | \$90,172.11 |

Harris made a motion to approve the Treasurer's Report. Cox seconded. Motion carried.

COMMITTEE REPORTS

BY-LAWS: No changes requested; no report necessary.

CONVENTION: Cox stated that we need to decide on a theme for the convention. She named several. Harris said he liked Movers Moving Forward. The board agreed.

Cox said we've got our nice backdrop and she would get some greenery for the stage. Setup will be simple.

Plummer said he could get Leslye to help with the creative aspects. He also said that David Rushing has a contact for a speaker, Joe Menza. Thornton said that Chuck White would be a great speaker. Plummer said we were also considering Scott Michael from AMSA.

Cox said she would like to see the Friday night awards banquet be more serious this year, showing respect for the individuals who win our awards. She would like for Plummer to emcee Friday night.

Saturday night would be the fun night, with the fun awards. It was suggested to look into a casino night or bingo.

Thursday night will be a cocktail hour only. Sponsors asked for the opportunity to take their clients out to dinner. Pizza would be available in the hospitality suite for those who are interested.

The board discussed training opportunities for Saturday afternoon. Sales and estimating break out session and drivers break out session were both mentioned. Cox said they would be a good idea, if we can use the board to conduct the sessions.

Plummer said he wanted another panel during the business session. Our membership seems to get a lot from them.

Plummer said he wants to get different people involved. He also likes the education aspect. We can call contact movers in the local area to get them to send their people to

the break- out sessions and Saturday night. He said he could help facilitate one for sales and estimating – talking about best practices.

Mather suggested having an educational seminar about the electronic logs requirement. We could get some of the vendors who sell them to explain how their products help you meet the requirements. Rand McNally, Trak N Trace and Fleetmatics are three companies that were mentioned.

Plummer said we don't want to favor one vendor over another. They would have to be willing to sponsor the session. He said it is up to the board to generate the interest.

Tire vendors were also suggested as a good choice for a new vendor.

Eberhardt said that Saturday afternoon breakouts were a good idea. He would like to see one on the EOBRs. We should try to get prizes for the attendees of breakout sessions also.

Cox said Plummer and she would be in charge of putting on the ceremonies for Friday night. She would ask Leslye to do Saturday night.

LEGAL/LEGISLATIVE/INSURANCE: Lunsford reported that she went to her first meeting with Commissioner Beatty, Commission staff, Public Staff , the Highway Patrol and Attorney General staff.

She reported that there are presently 281 certificated carriers, with 23 applications pending. The Commission is looking to start charging an application fee due to the large number of applications. Pam said there have been over 60 applications filed in the past year. They are hoping that they can get the fee without having to go to the General Assembly; their staff is researching current Utilities law to see if it could apply. Gil Dunnagan had discussed with Commission staff about how easy it was to get a certificate – just pass background check and have insurance.

Mather said you had to have a lawyer to get SC authority; they have hearings. Plummer said he couldn't get SC authority on his own.

Commission staff reported that Carolina Pack N Load, an illegal mover who had a hearing in December, was fined \$3,000.

Plummer said this was a very good meeting. Sgt. Ingold of the Highway Patrol reported that they are trying to educate the District Attorneys about the laws concerning moving and their importance. They issue citations, but sometimes have a hard time getting them enforced.

Pam is going to send the Move It Guide out to the membership again. We need to get the word out to everyone.

Plummer said we also have to remind people about using *HP to turn in illegals to the Motor Carrier Division. You have to ask for Motor Carrier Division to get people who know about moving.

BellHops has applied for authority. It has been protested by Gil Dunngan. Since they have no trucks, they are trying to get authority with a bond. DMV will be making the decision as to whether the bond is sufficient, in place of cargo insurance.

Mather said advertising is the only place to fight them.

Lunsford said the goal is to have a sting operation in Asheville. She is working to get the Highway Patrol on Board.

Also, the Highway Patrol wants the Commission to attend the District Attorney Association, Sheriff Association and Police Association's meetings to help explain how moving laws affect the public. The NCMA will also attend these meetings.

Hugh Harris, an assistant attorney general, attended the meeting for the first time. He knows the district attorneys. First time we had a representative from the Attorney General's office in years. Lunsford is planning on visiting her local DA.

MILITARY AFFAIRS: See written report submitted by Rhodes.

The no refusal policy is still in effect. SIT at origin is an option, if the shipper agrees to it and it is decided at the pre-move meeting.

If a reweigh is ordered, it better be completed. You will be suspended immediately.

Pro Gear Items need to be inventoried with detail as to what the pro gear is. Only 2,000# pro gear is allowed now. Don't argue with a shipper as to what is pro gear. Just do a detailed inventory. The shipper is informed about the pro gear requirements during their briefing.

There will be lots of Code 2 shipments this year, for shipments traveling more than 800 miles without a delivery address.

Mather said constructive weight is back to 7 lbs per cube.

There are new forms for Non-Temp Storage.

There is a new Secretary of State review for all TSPs, to make sure the TSPs are in compliance with state laws.

There are still problems with crating procedures – SDDC is saying all crating has to be done at residence – even for motorcycles. They say to crate it on the truck.

Base access is still horrible. The automated system is horrible. Make people you are going to hire go to the front gate first and see if they can get on base. Do that before drug testing. If they can't get on base, you don't need to hire them.

Rhodes said Ft. Bragg tried to say you had to print out inventories from a hand-held computer. SDDC said the rule says legible copy – an e-mailed copy is sufficient.

NEW MEMBERS DEVELOPMENT: See written report submitted by Thornton. He said he likes what he sees in the numbers. We've gotten five new moving member and two associate members since February.

Pam will send out the corporate sponsorship spread sheet to the entire board.

Plummer said he'd like to see the committee have a conference call to work on getting more associate members. You don't always get results the first time you talk to someone. It works by planting seeds.

PUBLIC AFFAIRS/TARIFF OVERSIGHT: Pam said the Flat Rate TV packing charge has been submitted to Thornton. He has to file it with the Commission.

SCHOLARSHIP: Pam reported that we had one applicant for the four-year scholarship whose application was mailed on time, but not delivered. It was returned to her by the post office. We had not applicants for the two-year scholarship. She asked how to proceed.

Thornton made a motion that we accept the one applicant as a winner and that we extend the deadline for the two-year scholarship until the end of the month. Cox seconded. Motion carried.

Pam will get information out to the membership next week, with a deadline of the end of May.

SEMINAR TRAINING: Hare reported that we tried to hold a Drivers and Crew Seminar, but we didn't have sufficient interest. We will be polling the membership to see what they want to do.

TECHNOLOGY IT: Plummer said that both proposals were fairly comparable in price.

Don Reid's proposal to have our website be a leads generator was considered. The proposal was denied. Our site is designed to inform consumers and our members, not a business website. We want to give our vendors more opportunity to connect with our members and to make the website more modern.

Plummer said the board was not in a position to vote on the two website choices. Pam is to resend the two choices to everyone. Look at the proposals and their work. The board will have until Friday to cast their vote.

EXECUTIVE DIRECTOR: See written report submitted by Pam.

OLD BUSINESS:

Old business was covered in the Committee Reports.

NEW BUSINESS:

OFFICE MAX/OFFICE DEPOT PLAN: Pam presented their plan. Harris said he found that you could get better prices than what these plans offer.

Harris made a motion that we not participate; Cox seconded. Motion carried.

EXECUTIVE SESSION: Plummer asked the guests to leave the room.

NEW MEMBERS:

B&W Moving; Two Men And A Truck, Norfolk; Movealldotcom, LLC and Sparta Moving and Storage, LLC

Harris made a motion to accept all into the membership; Cox seconded. Motion carried.

Harris made a motion to adjourn; Eberhardt seconded. Motion carried.

Meeting adjourned at 11:45 a.m.