

NCMA BOARD OF DIRECTORS
MAY 16, 2015
RENAISSANCE BY MARRIOTT
ASHEVILLE, NC

Meeting was called to order 9:00 a.m. by President Tripp Moore

ROLL CALL:

Members present: Moore, Plummer, Burgin, Hare, Thornton, Campbell, Eberhardt, Harris, and Lunsford

Members absent: Cox, Ray, Brown, Diaz, Few, Rhodes and Barrett.

Plummer made a motion to excuse all absences; Eberhardt seconded. Motion carried.

MINUTES: Minutes from the January 10TH meeting were distributed. Eberhardt made a motion to approve the minutes; Burgin seconded. Motion carried.

TREASURER'S REPORT:

CONVENTION ACCOUNT	\$ 2,990.21
MONEY MARKET	51,088.23
REGULAR CHECKING	2,173.27
SCHOLARSHIP	10,904.96
CD	<u>11,279.34</u>
Total	\$78,436.01

Plummer asked why the forms expense was higher than the forms income. Pam said that orders for the new forms were placed and paid for in December. However, they were not shipped and paid for until January. The same is true for the shipping charge. Shipping is only for the forms. All other mailings are classified as postage.

Harris made a motion to accept the Treasurer's Report; Hare seconded. Motion carried.

COMMITTEE REPORTS

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

CONVENTION: See written report submitted by Plummer. Plummer said the convention would be November 5-7 at the Crabtree Marriott in Raleigh. They are in the process of redoing the hotel and it should be a great venue. He is working on getting Eliot Avent, the NCSU baseball coach to speak. He has also asked the 82nd Airborne Chorus to perform the National Anthem. Since we are in Raleigh, we will be inviting the Commissioners and staff to attend. He has talked to the head of the Wake County Economic Development to speak, as a welcome to Raleigh.

Leslye Plummer said is working on having the head of the BBB of Eastern NC to speak. She is also asking them to be a sponsor. They can help our members with marketing and we can help them get new members.

Plummer said we would be having the awards banquet on Friday night again. He feels that went well last year. All the sponsors are able to attend. Pam said she liked having the room so full for the banquet. Plummer said everyone seemed to like having Saturday night as a relaxed deal.

Plummer said we were contemplating on whether or not to have a band on Friday night. One being considered is Dune for \$1,200. Pam said she would like for us to look about the time constraints, depending on the activities planned for Saturday night. She would hate to pay a lot of money for a band that would only have time to play one set.

Plummer said the theme for the convention is Fit for the Future. There are two ideas for being fit – physically fit and business fit. We are thinking of some questions, with board members manning stations and administering the fitness tests. We may need some help with the questions. Plummer said he wants and needs input from the board about the convention.

Burgin said we could use some Wii's for games also.

We are going to have a Long Carry Contest – everyone will be issued a pedometer at registration. There will be a prize for the most steps on Saturday night.

Leslye said she is thinking about maybe offering everyone a smoothie at the registration desk, if the hotel will allow it – similar to when we had apple cider in Asheville.

Friday night will be the banquet again. Plummer said he felt it went good having it on Friday night. Leslye said she'd like to do some fun awards again. She's not sure if they will be voted on or determined by the committee. Plummer said he would like some moving awards in addition to the fitness awards listed on the outline.

Plummer said we would also move the live auction to Friday night since there will be more attendees.

Saturday night 's theme will be Go Hard or Go Home. Leslye said we were thinking about doing some low-impact group fitness like Zumba or cross fit.

Plummer said the golf tournament would be at Wildwood Green; their price was very good. He'd like for us to get a bus or van for transportation to the golf tournament.

Plummer said he thinks we've got some good games for Saturday night planned. We won't get a band; just use music.

He would like more board involvement in the convention. We've got a good framework and we have time to get it together.

Leslye showed her plan for the stage, with boxes set up on each side, with a start and finish banner over the step and repeat banner we have. We will be selling sponsorship spots to put their logo on the boxes.

Pam said she feels we need some new sponsors. Brown said they had sponsorship levels. Pam said we did that in the past; we have gone to more event sponsors. The sponsors like having their name on an event more.

Brown said his old association also had the sponsors' logos on their letterhead. Moore said we could the logos more at the convention. Pam said we don't use a lot of letterhead any more. Brown said they also had sponsor purchase tables for the banquet. Pam said that caused a lot of problems for AMSA.

Pam stressed that we have a certain amount of money we have to have to put on for the convention. Our current sponsors give about the same amount every year. Giving them more opportunities to sponsor doesn't necessarily mean more money. We need more sponsors.

Plummer said we don't want to be greedy, but we are very affordable. He feels we can ask for more money. Plummer asked if sponsorship for the big events could be split between two vendors. Pam said yes; we have done that in the past frequently. Plummer asked if it was bad if we made money on the convention; no. We want to meet our expenses and make a little money. Pam said most associations want to make lots of money on their conventions; we tend to make ours break even. Plummer said he'd like to make more money so we could afford to go to better places. Is there a way we could subsidize the room rates so they would be affordable? Not known how to do that. He would also like to do some offsite events and go more upscale.

RICK THORNTON ISSUED A CHALLENGE TO THE BOARD – EACH BOARD MEMBER TO GET ONE NEW SPONSOR FOR THE CONVENTION.

Moore said that we've got an awesome start. We are open to new energy and new ideas.

Five minute break.

LEGAL/LEGISLATIVE/INSURANCE: no report submitted; no report necessary.

MILITARY AFFAIRS: See written report submitted by Rhodes/Thornton.

Thornton reported that the DOD had eliminated the blackout rule; shipments had to be accepted. It is been a challenge getting everything covered and finding the people to help you out everywhere. They did change the short fuse shipments from 5 days to 10 days which will help. He feels there are less moves this year. Burgin asked about non-temp shipments. She wanted to know that if you refuse a shipment you are suspended for 21 days – when does the 21 days start. Thornton said they will let you know.

Thornton said his crews have had a problem with some dirty houses; be sure to let QC know if you are dealing with a house that is a health hazard. You do not have to handle those types of moves.

NEW MEMBERS DEVELOPMENT: Brown passed the new brochures out. He asked Pam to get an updated list of non-members to the board. Pam said she would get an updated list from the Public Staff at the MRT class on Wednesday. Brown had asked Pam to develop a letter to use to send to prospective members. Plummer asked for a letter to give to sponsors. It helps to have a mover approach a prospective sponsor.

Pam is to get letters out to board this week. If anyone needs additional brochures, contact Pam.

PUBLIC AFFAIRS/TARIFF OVERSIGHT: TV boxes will be discussed under Old Business.

SCHOLARSHIP: Pam reported that we had 5 applicants for the 4-year scholarship and 2 applicants for the 2-year scholarship. Both winners will be at the convention in November. Pam asked if we needed to have a foundation set up for the scholarship. Some other states do. She said that the scholarship used to be a line item in the budget. The board has been more aggressive in raising money for the scholarship and no longer has to contribute from the general budget; the scholarship has become self-funding. Moore said he would check if a foundation is necessary.

SEMINAR TRAINING: See written report submitted by Hare/Burgin. Hare reported that we held a Claims/Valuation Seminar in Fayetteville with a very good turnout. We got good feedback from those who attended. It was very information and we got a lot of information out to the members.

We had scheduled a Drivers/Crew seminar for April in Statesville. Very small turnout so it was cancelled. It was felt that was too late in the year. We had traditionally held that seminar in February or March. Hare would like to try to have another seminar this fall. Pam suggested November after the convention.

EXECUTIVE DIRECTOR: See written report submitted by Pam.

NEW BUSINESS

NCUC PRESS RELEASE & MEETING WITH COMMISSIONER BEATTY: Moore reported that our communication lines are still very good with the Commission. They are working on a sting operation. They have been taking proactive steps dealing with the illegals.

Campbell asked what could be done about UHauls being rented out for moving. That is hard to handle. Lunsford said she reported one to the Highway Patrol.

See attached press releases from the Commission. These are ready to distribute. Pam is waiting on approval from the Commission to release the Move It consumer cards. She will distribute these to the members and put them on our website and Facebook page as soon as she gets the ok.

VENDOR SERVICE AWARD: Moore reported that Kathy Cox wants the Vendor Service Award to be named for Bill Trimble.

Eberhardt make a motion to change name of the vendor service award to Bill Trimble Vendor Service Award. Plummer seconded. Motion carried.

Pam said she attended his wake and it was great. There was good representation from the moving industry. Debra had the James Dorman award on display there.

Eberhardt said we needed to change the by-laws to add the vendor service award.

Thornton made a motion to change the by-laws to add the vendor service award; Brown seconded.

Motion carried.

NPP PROGRAM: Moore said this company had contacted the association about being a provider. There would be no cost. Plummer said they should join the association. Pam said she would check with other

states at the National Council meeting in June and see if they have dealings with this company. The board can also check out their website.

PROBLEM BETWEEN TWO MOVERS: Moore said he was contacted by one member who had a complaint about another member who was advertising as "the most referred mover". They wanted to know if the board could do anything about this. It was noted that we cannot prove their marketing claims.

OLDBUSINESS:

Plasma TV packing charge. Barrett asked for prices to be sent in. He submitted the following proposal for the cost of the box.

\$ 50.00 - cost of box (estimated)

\$122.00 - 2 man hours to pack and 2 hours to unpack (\$30.50/hour per MRT)

\$ 43.00 - 25% to cover overhead (rent, utilities, insurance, etc)

\$ 53.75 - 25% profit (we are a for profit business)

\$268.75 - MRT cost (people can discount if they want)

Plummer said to call flat screen TV charge, not a plasma TV charge.

Thornton has clip crate that you can use over and over again.

Pam said that since only two movers submitted invoices, she contacted United Brokerage and Victory and they both wrote letters stating what their costs were.

The item would have to be added to Item 1 – Packing/Unpacking; Item 2-Overtime Packing/Unpacking and Item 3 - Containers

Recommended that the line item be FLAT SCREEN TV 60" or less.

Moore said that he would talk to Barrett and make final recommendations to the board as to what the charge should be.

Any board member could send Moore what their van line charges for these boxes.

WEBSITE UPDATE: Moore reported that Few said he would contact his web provider about building a new website. His estimate to rebuild from scratch was \$6500. See written proposal.

Pam said the website was last update in 2006.

Hare said he feels that the update would benefit every mover in the state.

EXECUTIVE SESSION:

Official vote for new members:

Best Bet Moving

Cary Moving

Ballantyne & Beyond Moving (sale and transfer)

Eberhardt made a motion to accept all; Harris seconded. Motion carried.

Eberhardt made a motion to adjourn; Harris seconded.

Motion carried.

Meeting adjourned at 11:40 a.m.