

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING

September 26, 2015
DoubleTree Riverfront
New Bern, NC

Call to Order Time: _____

Tripp Moore

Roll Call

Pam Stanley

Minutes

May 16

Pam Stanley

Treasurer's Report

Kathy Cox

Committee Reports

By-Laws

Todd Eberhardt/Wayne Ray

Convention

Brett Plummer

Legal/Legislative/Insurance

Tony Harris/Felicia Lunsford

Military Affairs

Steve Rhodes/Rick Thornton

New Members Development

Robert Diaz/Jeff Brown

Public Affairs/Tariff Oversight

Todd Campbell

Scholarship

Travis Few

Seminar Training

Jerry Hare/Dru Burgin

Executive Director

Pam Stanley

New Business

Membership Certificates

Pam Stanley

Old Business

Website Update

Executive Session

Executive Director's Contract

Tripp Moore

2016 Budget

New Members:

Preferred Moving Company, LLC

Meek Movers

Sustainable Alliance

Marathon Movers

Campbell's Moving

Adjourn Time _____

2015 TREASURER'S REPORT

CATEGORY DESCRIPTION	2015	2014	BUDGET	DIFF
BALANCE 1/1/15	\$79,333.08	\$44,087.87		
INCOME/EXPENSE				
INCOME:				
ADVERTISEMENT THV	1,630.00	1,720.00	\$1,250.00	(\$380.00)
ASSOCIATE DUES	3,800.00	4,100.00	5,000.00	\$1,200.00
BANNER AD FOR WEB PAGE	300.00	250.00	500.00	\$200.00
BRANCH DUES	1,050.00	1,237.50	1,200.00	\$150.00
FORMS	40,678.54	22,322.44	35,000.00	(\$5,678.54)
INTEREST INCOME	65.96	44.63	75.00	\$9.04
MEMBERSHIP DUES	47,260.88	46,699.91	48,500.00	\$1,239.12
MISCELLANEOUS		158.60		
SALES TAX	2,864.37	1,522.48	2,400.00	(\$464.37)
SCHOLARSHIP	1,075.00	110.00	4,000.00	\$2,925.00
SEMINARS	0.00	0.00	500.00	\$500.00
SHIPPING	5,883.24	2,842.16	4,700.00	(\$1,183.24)
SOFTWARE	1,140.00	895.00	900.00	(\$240.00)
				\$0.00
TOTAL INCOME	\$105,747.99	\$81,902.72	\$104,025.00	(\$1,722.99)
EXPENSES:				
ACCOUNTING-PROF FEES.	585.00	580.00	600.00	\$15.00
BANK SERVICE FEES	1,990.71	1,309.49	2,000.00	\$9.29
BOARD MEETING EXPENSE	1,860.32	2,250.13	2,000.00	\$139.68
BOARD RESERVE	0.00	0.00	0.00	\$0.00
CAPITAL EXPENDITURES	0.00	0.00	2,500.00	\$2,500.00
DUES (MEMBERSHIP)	325.00	325.00	325.00	\$0.00
EXECUTIVE DIR PROF FEE	25,417.89	24,919.45	35,884.07	\$10,466.18
FORMS	39,473.82	15,992.62	27,000.00	(\$12,473.82)
INSURANCE	1,541.00	1,493.00	1,500.00	(\$41.00)
IT	2,618.41	1,403.71	3,500.00	\$881.59
LEGAL	0.00	0.00	0.00	\$0.00
MEETINGS	201.20	680.00	760.00	\$558.80
MISCELLANEOUS	0.00	0.00	255.93	\$255.93
POSTAGE	353.02	572.69	700.00	\$346.98
PRINTING	278.48	120.53	200.00	(\$78.48)
RENT	800.00	900.00	1,200.00	\$400.00
SALES TAX PAID	4,415.06	1,645.76	2,000.00	(\$2,415.06)
SCHOLARSHIPS	2,000.00	4,000.00	4,500.00	\$2,500.00
SEMINAR	100.00	0.00	400.00	\$300.00
SHIPPING	6,924.53	3,164.65	3,000.00	(\$3,924.53)
SOFTWARE	1,035.00	935.00	900.00	(\$135.00)
SUPPLIES	896.41	897.56	1,000.00	\$103.59
TAXES	3,538.00	283.00	1,000.00	(\$2,538.00)
TELEPHONE EXPENSE	1,973.57	1,993.84	2,800.00	\$826.43
TRAVEL EXPENSES	6,557.43	8,733.23	10,000.00	\$3,442.57
TOTAL EXPENSES	\$102,884.85	\$72,199.66	\$104,025.00	\$31,825.34
TOTAL INCOME/EXPENSE	\$2,863.14	\$9,703.06	\$0.00	
CONV 2014 EXPENSE		1,000.00		
CONV 2014 INCOME		14,840.00		
CONV 2015 INCOME	14,890.00			
CONV 2015 EXPENSE	175.00			
CASH ON HAND 9/25/15	\$96,911.22	\$67,630.93		

ACCT BALANCES

	9/25/2015
Acct	Balance
Capital Convention Fund	17,705.21
Capital Money Market	55,163.02
Capital Regular Checking	3,847.27
Capital Scholarship Fund	8,904.96
CD #1	11,291.16
TOTAL	\$96,911.62

2014 CONVENTION

[illegible]

2014 CONVENTION

<u>SPONSOR REGISTRATIONS</u>				BOOTH	ELEC	SPONSOR
ADVANTAGE TRUCK	1,200.00	1		1		Stage Box & Financial Partner
AEGIS INSURANCE	1,350.00	1		1		Thursday Night Drinks
CMS	2,400.00	1		1		
DAYCOS	800.00	1		1		Friday Night Cocktail
KENTUCKY TRAILER	1,650.00	1		1		
MILBURN PRINTING	800.00	1		1		Formerly Compusource
MOVERSSUITE BY EWS	800.00	1				Friday Night Drink Tickets
SUDDATH GOVERNMENT SERVICES	785.00	2		1		Hospitality Suite
THE QUARLES AGENCY	550.00	1		1		Long carry Pedometer
UNITED BROKERAGE	1,800.00	3		1		Golf Tournament & Beverage
VANLINER	1,800.00	3				Saturday Night Drinks
WELLS INSURANCE	1,550.00	1		1		\$1,000 Extra Put Anywhere
TOTAL SPONSORS	<u>15,485.00</u>	<u>16</u>	0	<u>9</u>		
TOTAL REGISTRATIONS	15,840.00	20	0			



26 September 2015

Report to the Board – Military

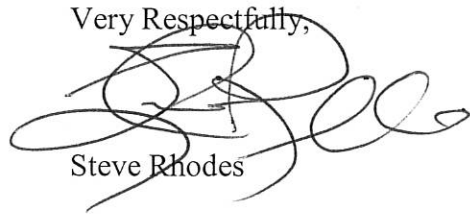
SDDC/AMSA/IAM jointly hosted a Personal Property Forum in Arlington, VA on 14 September. There were a total of 94 slides presented. I have copies of them if anyone wants them. Major issues from the PPF:

- The number of shipments awarded this past Peak Season was just under the three year average with Short Fuse booking equating to 25% for the summer versus 34% for last year. As expected due to the no refusal policy, PPSO Offer Handling Time was significantly reduced; however, the industry did see an increase in missed RDD's.
- There were a "large number" of suspensions during the season stemming from turned back shipments, missed pickups and shipment refusals.
- SDDC announced a "Channeling Concept Pilot Program" where two lanes of traffic (DC to/from San Antonio and Norfolk to/from San Diego) will be removed from standard shipment distribution and placed into a separate volume move arena with separate bidding. Total volume (both channels) is estimated at 8,000,000 pounds. TSPs are required to submit linehaul and SIT discounts off 400NG with the same discounts having application in both directions and the discounts offered must be LOWER than the TSPs current rates on file at either location at the time the bid is submitted. Minimum daily capacity commitment is 135,000 lbs per day in each direction. Closeout date for responses back to USTRANSCOM is 9 November.
- SDDC is looking at taking steps that would permit the denying of billable unpacking charge in the 400NG when it is learned unpacking was not performed. Evidently this has become a major issue identified through the Customer Satisfaction Survey comments.
- Base Access continues to be a problem . The Office of the Secretary of Defense (OSD) supports using the TWIC card but Homeland Security's background checks appear to be more forgiving to items on a prior offender's record than the Services are willing to support. Beginning on 10 October, all bases are required to implement Phase 3 of the REAL ID Act which will require some sort of Federal/State issued identification.

-SDDC has suspended their previous initiative to put all intrastate TSPs through requalification. They admitted to not having a full understanding of the capacity of the industry.

-The addition of the claim score to the Best Value Score will continue to a topic discussed with no implementation date on the horizon.

Very Respectfully,

A handwritten signature in black ink, appearing to be 'Steve Rhodes', written over the typed name. The signature is stylized with loops and a long horizontal stroke at the end.

Steve Rhodes

NEW MEMBER DEVELOPMENT

Robert Diaz & Jeff Brown, Chairmen

September 26, 2015

	2015	2014
Associates	23	29
Branch	17	16
Regular	149	140
TOTAL	189	185

EXECUTIVE DIRECTOR'S REPORT

September 26, 2015

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. We had another MRT this past Tuesday. We are having the next one in October in Raleigh.

Next issue of the *Tar Heel Van* will be published next week

The forms program has still been very busy. We have sold almost \$40,000 worth of forms this year. The Public Staff has started auditing companies to make sure they are in compliance, using the new forms. This is a slow process, but it has definitely gotten us more orders in. I've been surprised that we're still averaging \$4,000 worth of sales each month (with over \$4,500 already this month). I thought they would have slowed down by now.

We are hard at work on the convention planning and that will be taking most of my time between now and then. Next week, I'll be sending out packets again and will start making calls. Our room block expires on October 15, so get your paperwork in and make your reservations.

		FULL YEAR	FULL YEAR	FULL YEAR	FULL YEAR	1/1 - 9/23	BUDGET	PROPOSED	
CATEGORY DESCRIPTION		2011	2012	2013	2014	2015	2015	2016	
<u>INCOME/EXPENSE</u>									
INCOME:									
ADVERTISEMENT THV		\$2,190.00	1,660.00	\$562.50	1,720.00	1,630.00	1,250.00	1,500.00	
ASSOCIATE DUES		6,422.50	6,425.00	5,175.00	4,100.00	3,800.00	5,000.00	5,000.00	
BANNER AD		450.00	587.50	500.00	250.00	300.00	500.00	300.00	
BRANCH DUES		1,350.00	1,050.00	993.75	1,256.25	1,050.00	1,200.00	1,050.00	
FORMS		33,531.31	37,947.34	43,500.36	54,760.61	39,473.24	35,000.00	35,000.00	
INTEREST INCOME		456.53	207.21	167.74	69.70	65.96	75.00	100.00	
MEMBERSHIP DUES		35,033.20	45,215.04	45,430.00	49,794.00	46,885.88	48,500.00	48,000.00	
MISCELLANEOUS		100.00	0.00	0.00	158.60				
SALES TAX		2,398.16	4,477.75	2,969.17	3,761.86	2,776.24	2,400.00	2,400.00	
SCHOLARSHIP		3,568.00	2,593.39	4,670.00	4,535.00	1,075.00	4,000.00	4,000.00	
SEMINARS		799.00	5,044.51	440.00	0.00	0.00	500.00	500.00	
SHIPPING		4,496.97	250.00	6,484.31	7,017.40	5,736.24	4,700.00	5,000.00	
SOFTWARE		(115.00)	895.00	1,070.00	1,770.00	1,140.00	900.00	1,000.00	
TAX REFUND		1,436.00							
TOTAL INCOME		92,116.67	106,352.74	111,962.83	129,193.42	103,932.56	104,025.00	103,850.00	

EXPENSES:									
ACCOUNTING-PROF FEES.		575.00	575.00	580.00	580.00	585.00	600.00	600.00	
BANK SERVICE FEES		2,041.10	2,064.61	2,189.29	2,833.41	1,957.21	2,000.00	2,000.00	
BOARD MEETING EXPENSE		1,975.44	1,380.96	1,645.71	2,250.13	1,860.32	2,000.00	2,250.00	
BONDS					0.00				
CAPITAL EXPENDITURES			1,861.44		0.00		2,500.00	0.00	
DONATIONS			0.00	500.00	500.00		400.00	0.00	
DUES (MEMBERSHIP & AMSA)		325.00	325.00	325.00	325.00	325.00	325.00	325.00	
EXECUTIVE DIR PROF FEE		33,292.80	34,292.80	34,490.64	35,180.40	25,417.89	35,884.07	36,601.75	
FORMS		24,067.48	24,848.07	32,065.74	23,887.32	39,473.82	27,000.00	25,000.00	
INSURANCE/BOD & Equipment		1353.00	1,353.00	1,421.00	1,493.00	1,541.00	1,500.00	1,550.00	
IT		2,139.84	2,648.20	1,783.67	1,793.71	2,618.41	3,500.00	3,500.00	
LEGAL			0.00	0.00	0.00			0.00	
MEETINGS (AMSA & NCMA)		394.50	325.00	621.02	1,005.00	201.20	760.00	500.00	
MISCELLANEOUS		578.00	194.39	270.15	0.00	0.00	255.93	223.25	
POSTAGE		480.81	684.36	469.51	621.89	353.02	700.00	700.00	
PRINTING			342.20	89.01	120.53	278.48	200.00	500.00	
RENT		1,200.00	1,200.00	1,200.00	1,200.00	800.00	1,200.00	1,800.00	
SALES TAX PAID		2,347.28	2,488.84	3,051.38	1,864.78	4,415.06	2,000.00	2,400.00	
SCHOLARSHIPS		3,500.00	5,000.00	5,000.00	4,000.00	2,000.00	4,500.00	2,500.00	
SEMINAR		2,354.83	0.00	366.87	0.00	100.00	0.00		
SHIRTS/HATS		221.32	0.00	0.00			0.00		
SHIPPING		3,409.93	3,435.17	5,103.04	4,544.26	6,924.53	3,000.00	4,500.00	
SOFTWARE				970.00	1,360.00	1,035.00	900.00	900.00	
SUPPLIES		833.81	1,196.72	875.59	1,895.81	896.41	1,000.00	1,200.00	
TAXES			281.00	845.00	283.00	3,538.00	1,000.00	4,000.00	
TELEPHONE EXPENSE		1,836.74	1,908.23	2,642.95	2,668.00	1,973.57	2,800.00	2,800.00	
TRAVEL EXPENSES		8,372.98	8,088.97	9,548.35	9,598.16	6,557.43	10,000.00	10,000.00	
BOARD RESERVE TO CD									
TOTAL EXPENSES		91,299.86	94,493.96	106,053.92	98,004.40	102,851.35	104,025.00	103,850.00	
TOTAL INCOME/EXPENSE		\$816.81	\$11,858.78	\$5,908.91	\$31,189.02	\$1,081.21	\$0.00	\$0.00	