

NORTH CAROLINA MOVERS ASSOCIATION  
BOARD OF DIRECTORS MEETING  
November 3, 2016  
Charlotte, NC

Call to Order Time: \_\_\_\_\_

Brett Plummer

Roll Call

Pam Stanley

Minutes

September 17, 2016

Pam Stanley

Treasurer's Report

2016 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  
Technology/IT  
Executive Director

Jeff Brown  
Kathy Cox  
Tony Harris/Felicia Lunsford  
Steve Rhodes  
Rick Thornton, Todd Eberhardt  
Travis Few, Jerry Hare  
Todd Campbell/Robert Diaz  
Mike Mather, Matt Sharpstene  
Jerry Hare/Dru Burgin, Matt Sharpstene  
Travis Few, Felicia Lunsford  
Pam Stanley

New Business

Old Business

Executive Session

New Members:

QC Fast Moving  
Titan Moving Services

Adjourn Time \_\_\_\_\_

2016 TREASURER'S REPORT

CATEGORY DESCRIPTION	2016	2015	BUDGET	DIFF
<b>BALANCE 1/1/16</b>	<b>\$67,415.62</b>	<b>\$79,333.08</b>		
<b>INCOME/EXPENSE</b>				
<b>INCOME:</b>				
ADVERTISEMENT THV	1,130.00	1,630.00	\$2,000.00	\$870.00
ASSOCIATE DUES	4,950.00	4,075.00	5,000.00	\$50.00
BANNER AD FOR WEB PAGE	200.00	300.00	1,500.00	\$1,300.00
BRANCH DUES	1,050.00	1,350.00	1,050.00	\$0.00
FORMS	43,758.94	44,255.82	40,000.00	(\$3,758.94)
INTEREST INCOME	94.30	77.28	100.00	\$5.70
MEMBERSHIP DUES	50,362.50	48,517.13	50,000.00	(\$362.50)
SALES TAX	3,053.75	3,098.12	2,400.00	(\$653.75)
SCHOLARSHIP		1,075.00	6,500.00	\$6,500.00
SEMINARS		0.00	500.00	\$500.00
SHIPPING	6,306.81	6,349.23	6,300.00	(\$6.81)
SOFTWARE	705.00	1,140.00	1,000.00	\$295.00
				\$0.00
<b>TOTAL INCOME</b>	<b>\$111,611.30</b>	<b>\$111,867.58</b>	<b>\$116,350.00</b>	<b>\$4,738.70</b>
<b>EXPENSES:</b>				
ACCOUNTING-PROF FEES.	585.00	585.00	600.00	\$15.00
BANK SERVICE FEES	2,476.01	2,640.97	2,000.00	(\$476.01)
BOARD MEETING EXPENSE	1,179.64	2,382.53	2,250.00	\$1,070.36
BOARD RESERVE		0.00	0.00	\$0.00
CAPITAL EXPENDITURES	597.78	0.00	0.00	(\$597.78)
DUES (MEMBERSHIP)	325.00	325.00	325.00	\$0.00
EXECUTIVE DIR PROF FEE	30,501.40	29,903.40	36,601.75	\$6,100.35
FORMS	31,691.85	43,899.56	25,000.00	(\$6,691.85)
INSURANCE	1,541.00	1,541.00	1,550.00	\$9.00
IT	8,212.92	3,149.74	13,500.00	\$5,287.08
LEGAL		0.00	0.00	\$0.00
MEETINGS	200.00	201.20	500.00	\$300.00
MISCELLANEOUS		0.00	223.25	\$223.25
POSTAGE	476.76	367.67	700.00	\$223.24
PRINTING	455.93	278.48	500.00	\$44.07
RENT	1,500.00	1,000.00	1,800.00	\$300.00
SALES TAX PAID	2,866.18	4,744.17	2,400.00	(\$466.18)
SCHOLARSHIPS	4,500.00	4,000.00	5,000.00	\$500.00
SEMINAR		100.00	0.00	\$0.00
SHIPPING	5,697.40	7,982.33	4,500.00	(\$1,197.40)
SOFTWARE	900.00	1,260.00	900.00	\$0.00
SUPPLIES	533.39	1,261.81	1,200.00	\$666.61
TAXES		3,538.00	4,000.00	\$4,000.00
TELEPHONE EXPENSE	2,258.72	2,307.81	2,800.00	\$541.28
TRAVEL EXPENSES	10,280.12	8,107.57	10,000.00	(\$280.12)
<b>TOTAL EXPENSES</b>	<b>\$106,779.10</b>	<b>\$119,576.24</b>	<b>\$116,350.00</b>	<b>\$9,570.90</b>
<b>TOTAL INCOME/EXPENSE</b>	<b>\$4,832.20</b>	<b>(\$7,708.66)</b>	<b>\$0.00</b>	
<b>CONVENTION 2015 EXPENSE</b>		<b>\$3,070.35</b>		
<b>CONVENTION 2015 INCOME</b>	<b>\$300.00</b>	<b>\$40,535.00</b>		
<b>CONVENTION 2016 INCOME</b>	<b>\$30,005.00</b>			
<b>CONVENTION 2016 EXPENSE</b>	<b>\$2,808.19</b>			
<b>CASH ON HAND 10/31/16</b>	<b>\$99,744.63</b>	<b>\$109,089.07</b>		

## ACCT BALANCES

Acct	10/31/2016
Capital Convention Fund	30,218.68
Capital Money Market	51,663.27
Capital Regular Checking	1,653.53
Capital Scholarship Fund	4,887.43
CD #1	11,321.72
<b>TOTAL</b>	<b>\$99,744.63</b>





1 November 2016

Report to the Board – Military

Continuing issues since last report on 17 September 2016:

-DPS System functionality. SDDC continues to have some systemic and unprogramed outages. As a consequence, USTRANSCOM directed a “Deep Dive Review” of the system directed at answering questions generated by the following statement: “The DoD’s end-to-end household goods value chain lacks the unity of effort and alignment required to consistently produce high quality relocation services for Service members and their Families.” It will focus on the areas of Accountability, Family Relocation DP# management, Entitlements and Automation. The aggressive timeline calls for implementation of solutions by February 2017.

-Rate filing for the 2017 rate cycle will open in January with the following dates for Rounds 1 and 2:

- \_ Round 1 opens 8 Jan and closes 13 Jan
- Round 2 opens 3 Feb and closes 11 Feb

Very Respectfully,

Steve Rhodes

## NEW MEMBER DEVELOPMENT/CORPORATE SPONSORSHIP

Rick Thornton, Todd Eberhardt

Travis Few, Jerry Hare – Co-Chairman

### BOARD REPORT

November 3, 2016

	2016	2015
Associates	25	26
Branch	14	17
Regular	160	152
TOTAL	199	195

New Mover Members since last board meeting:

QC Fast Moving and Storage

Titan Moving Systems, LLC

Three of the movers that we removed due to non-payment of the 2016 dues have gotten current on their dues and continued their membership in the association

## NOMINATING COMMITTEE REPORT

NOVEMBER 3 & 4, 2016

TRIPP MOORE, CHAIRMAN

### **2019 Directors:**

Noe Avellaneda, New World Van Lines, Morrisville

Todd Campbell, Two Men and A Truck, Asheville

Tony Harris, Fidelity Moving & Storage, Jacksonville

Josh Oliver, Marrins' Mooving, Morrisville

SCHOLARSHIP  
REPORT FOR BOARD MEETING

Mike Mather & Matt Sharpstene

November 3, 2015

This year, the Association gave out two scholarships – one for an individual attending a two-year college and one for an individual attending a four-year college.

We had two applicants for the two-year award and one applicant<sup>2</sup> for the four-year award. The winners for both awards will be at the banquet tomorrow night.

We had one for someone attending graduate school. Our current rules do not allow applications for graduate school. There was also one application that was received after the deadline.

Information about the 2017 scholarship will be posted on our website in January.

## EXECUTIVE DIRECTOR'S REPORT

November 3, 2016

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. The last one for the year will be November 16 in Raleigh. So far, for 2016, we will be back in Raleigh for January and probably February. We will be in Charlotte in March. Also, Cynthia Smith is planning on retiring in the summer of 2016.

The fourth quarter issue of the Tar Heel Van will be published in December. I changed the format this year to make it fresher. As always, please turn in any submissions or suggestions for articles

I attended my first IAM convention in October. Worked on getting some more sponsors for our meeting. No success for this year, but expect to add a couple next year. I was able to talk Lt. Col. Jensen from SDDC to help with problems some of our members were having with military inspectors due to damage from Hurricane Matthew. John Becker from AMSA helped me to get some relief.

Forms are still going very well. We have had just over \$45,000 in sales already this year – which is more than last year. We're close to the 2006 levels.

The next two months are going to be dedicated to the convention. Expect to be asked to help us.