

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING

November 5, 2015
Crabtree Marriott
Raleigh, NC

Call to Order Time: _____

Tripp Moore

Roll Call

Pam Stanley

Minutes

September 26

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

Nominating Committee

Dean Barrett

Public Affairs/Tariff Oversight

Todd Campbell

Scholarship

Travis Few

Seminar Training

Jerry Hare/Dru Burgin

Executive Director

Pam Stanley

New Business

Protest Update

Gil Dunnagan

Old Business

Membership Certificates

Pam Stanley

Website Update

Executive Session

2016 Budget

New Members:

Valor Moving Company

Adjourn Time _____

2015 TREASURER'S REPORT

CATEGORY DESCRIPTION	2015	2014	BUDGET	DIFF
BALANCE 1/1/15	\$79,333.08	\$44,051.87		
INCOME/EXPENSE				
INCOME:				
ADVERTISEMENT THV	1,630.00	1,720.00	\$1,250.00	(\$380.00)
ASSOCIATE DUES	4,075.00	4,100.00	5,000.00	\$925.00
BANNER AD FOR WEB PAGE	300.00	250.00	500.00	\$200.00
BRANCH DUES	1,350.00	1,256.25	1,200.00	(\$150.00)
FORMS	44,255.82	24,727.45	35,000.00	(\$9,255.82)
INTEREST INCOME	77.28	54.21	75.00	(\$2.28)
MEMBERSHIP DUES	48,517.13	47,499.91	48,500.00	(\$17.13)
MISCELLANEOUS		158.60		
SALES TAX	3,098.12	1,687.19	2,400.00	(\$698.12)
SCHOLARSHIP	1,075.00	2,355.00	4,000.00	\$2,925.00
SEMINARS	0.00	0.00	500.00	\$500.00
SHIPPING	6,349.23	3,256.87	4,700.00	(\$1,649.23)
SOFTWARE	1,140.00	895.00	900.00	(\$240.00)
				\$0.00
TOTAL INCOME	\$111,867.58	\$87,960.48	\$104,025.00	(\$7,842.58)
EXPENSES:				
ACCOUNTING-PROF FEES.	585.00	580.00	600.00	\$15.00
BANK SERVICE FEES	2,640.97	1,938.12	2,000.00	(\$640.97)
BOARD MEETING EXPENSE	2,382.53	2,250.13	2,000.00	(\$382.53)
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	29,903.40	29,317.00	35,884.07	\$5,980.67
FORMS	43,899.56	16,609.62	27,000.00	(\$16,899.56)
INSURANCE	1,541.00	1,493.00	1,500.00	(\$41.00)
IT	3,149.74	1,533.71	3,500.00	\$350.26
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	367.67	572.69	700.00	\$332.33
PRINTING	278.48	120.53	200.00	(\$78.48)
RENT	1,000.00	1,000.00	1,200.00	\$200.00
SALES TAX PAID	4,744.17	1,727.95	2,000.00	(\$2,744.17)
SCHOLARSHIPS	4,000.00	4,000.00	4,500.00	\$500.00
SEMINAR	100.00	0.00	400.00	\$300.00
SHIPPING	7,982.33	3,324.62	3,000.00	(\$4,982.33)
SOFTWARE	1,260.00	935.00	900.00	(\$360.00)
SUPPLIES	1,261.81	1,615.33	1,000.00	(\$261.81)
TAXES	3,538.00	283.00	1,000.00	(\$2,538.00)
TELEPHONE EXPENSE	2,307.81	2,212.55	2,800.00	\$492.19
TRAVEL EXPENSES	8,107.57	9,210.67	10,000.00	\$1,892.43
TOTAL EXPENSES	\$119,576.24	\$79,728.92	\$104,025.00	\$24,296.08
TOTAL INCOME/EXPENSE	(\$7,708.66)	\$8,231.56	\$0.00	
CONV 2014 EXPENSE		34,205.24		
CONV 2014 INCOME		35,252.63		
CONV 2015 INCOME	40,535.00			
CONV 2015 EXPENSE	3,070.35			
CASH ON HAND 10/31/15	\$109,089.07	\$53,330.82		

ACCT BALANCES

	10/30/2015
Acct	Balance
Capital Convention Fund	39,599.86
Capital Money Market	50,189.32
Capital Regular Checking	1,101.46
Capital Scholarship Fund	6,904.96
CD #1	11,293.47
TOTAL	\$109,089.07



5 November 2015

Report to the Board – Military

DPS software release 2.6.0 updates the claims module and make it more user friendly for the shippers. It also supposedly fixes the rate filling work bench. Expectations are that for rate filling all functionality will be useable.

Round 1 for rate filing will be 11-16 January 2016 with Round 2 gong from 2-11 February

There have been several issues identified that JPPSO/PPSO will increase their oversight on in the near future. The increased oversight is based on the Financial Improvement and Audit Readiness (FAIR) compliance mandated by congress that the DoD be audit-ready by 2017. These issues include:

- Reweighs – Based on data reviews that a majority of shipments where reweighs were requested and not performed, the services are beginning to enforce punitive action to include suspensions on shipments that are not reweighed when requested.

- NTS Documents – JPPSO/PPSOs are running into issues with NTS Agents not submitting required documentation when required. This delay is causing issues with Handle In invoices. Repeated instances are being reported to SDDC SMO for non-use.

- Navy Invoice Supporting Documentation – The Navy is requiring that all paperwork for invoices that are processed at Navy ocntroled GBLOCs must be sent to their offices. All documents can be sent by email to

Navy.HHG.docs@navy.mil

SDDC has announced their intent to continue the no-refusal policy for the 2016 peak season.

LtCol Todd Jensen has replaced COL Mike Erhart as the head of SDDC's Personal Property Directorate.

Very Respectfully,

A handwritten signature in black ink, appearing to read "Steve Rhodes", with a stylized, cursive script. The signature is written over the printed name "Steve Rhodes".

Steve Rhodes

NEW MEMBER DEVELOPMENT

Robert Diaz & Jeff Brown, Chairmen

November 7, 2015

	2015	2014
Associates	26	29
Branch	17	17
Regular	152	141
TOTAL	195	186

New Mover Members this year:

Local Movers in Concord

Best Bet Moving & Labor

Cary Moving

A-1 Clean-Up & Movers

Harrison's Moving & Storage

Preferred Moving Company

Meek Movers

Sustainable Alamance

Marathon Moving Company

Campbell's Moving

Charlie Powell's Model Moves

Valor Moving Company

New Associate Members This Year:

Carolina Furniture Specialists

J. E. Kelleher

Kryosphere

Capital Restoration

Several of our new members are attending this year's convention and we appreciate them attending.

We are going to be reaching out to those companies who hold a Certificate of Exemption but are not members of the association. Please recommend the association to those movers who hold a certificate.

NOMINATING COMMITTEE REPORT

NOVEMBER 5 & 6, 2015

DEAN BARRETT, CHAIRMAN

2018 Directors:

Jerry Hare, A+ Moving and Storage, Fayetteville

Mike Mather, Mather Brothers Moving & Storage, Garner

Matt Sharpstene, A Few Good Men Moving & Storage, Wake Forest

Rick Thornton, Fayetteville Moving & Storage, Fayetteville

President: Brett Plummer, All-American Relocation, Raleigh

Vice-President: Kathy Cox, Horne Moving Systems, Goldsboro

Secretary/Treasurer: Dru Burgin, Sells Service, Statesville

SCHOLARSHIP

Travis Few, Chairmen

November 7, 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 five applicants for the four-year award.

Harrison Koonts won the two year award and Katherine Murphy won the four year award. Both attended the banquet last night.

Information about the 2016 scholarship will be posted on our website in January.

ANNUAL REPORT FOR SEMINAR TRAINING

- Valuation / Claims training seminar in Fayetteville on March 25th with an excellent turnout and very receptive group.
- Driver training was set for Charlotte/ Statesville area but was cancelled due to small number of attendees.

Pam Stanley will do individual training if needed at your location. All we ask is that you cover her expenses and she will help with any part of the tariff that you would like to go over.

We look forward to any input you may have for the coming year. If you need any type of training please feel free to contact the North Carolina Movers Association office to reach Pam and the seminar training committee.

Thank you,
Jerry Hare
Dru Burgin

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. Next MRT will be November 18 at the Dobbs Building in Raleigh. We usually don't have one in December so that will be it for this year.

Next issue of the *Tar Heel Van* will be published late November. Need to get the convention pictures.

The majority of my time has been spent on the convention.

I spend a lot of time explaining valuation to members. I am going to do explanation for the members to try and help them understand valuation and how to explain it to their customers.

I will be on vacation next Wednesday-Saturday. I will be out of state and will have limited access e-mail and voice mail. I let the membership know this week and I will remind them again next week. I did get several forms order in.

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2016 BUDGET

<u>CATEGORY DESCRIPTION</u>	<u>2015</u>
<u>INCOME/EXPENSE</u>	
INCOME:	
ADVERTISEMENT THV	1,500.00
ASSOCIATE DUES	5,000.00
BANNER AD	300.00
BRANCH DUES	1,050.00
FORMS	35,000.00
INTEREST INCOME	100.00
MEMBERSHIP DUES	48,000.00
SALES TAX	2,400.00
SCHOLARSHIP	6,500.00
SEMINARS	500.00
SHIPPING	5,000.00
SOFTWARE	1,000.00
TOTAL INCOME	<u>\$106,350.00</u>
EXPENSES:	
ACCOUNTING-PROF FEES.	600.00
BANK SERVICE FEES	2,000.00
BOARD MEETING EXPENSE	2,250.00
DUES (MEMBERSHIP & AMSA)	325.00
EXECUTIVE DIR PROF FEE	36,601.75
FORMS	25,000.00
INSURANCE/BOD & Equipment	1,550.00
IT	3,500.00
MEETINGS (AMSA & NCMA)	500.00
MISCELLANEOUS	223.25
POSTAGE	700.00
PRINTING	500.00
RENT	1,800.00
SALES TAX PAID	2,400.00
SCHOLARSHIPS	5,000.00
SEMINAR	0.00
SHIPPING	4,500.00
SOFTWARE	900.00
SUPPLIES	1,200.00
TAXES	4,000.00
TELEPHONE EXPENSE	2,800.00
TRAVEL EXPENSES	10,000.00
TOTAL EXPENSES	<u>106,350.00</u>
TOTAL INCOME/EXPENSE	<u><u>\$0.00</u></u>