

BOARD OF DIRECTORS
SEPTEMBER 26, 2005
DOUBLETREE RIVERFRONT
NEW BERN, NC

CALL TO ORDER: Meeting called to order at 9:03 a.m. by President Tripp Moore.

ROLL: Members present: Moore, Plummer, Burgin, Hare, Brown, Harris, Lunsford, Rhodes and Barret.

Members absent: Cox, Ray, Thornton, Campbell, Eberhardt, Diaz, and Few.

Barrett made a motion to excuse all absences; Hare seconded. Motion carried.

MINUTES: Minutes for the May 26th meeting were distributed.

Rhodes made a motion to approve the minutes; Burgin seconded. Motion carried.

TREASURER'S REPORT: Moore noted that Cox was not able to attend. Barrett asked about forms income; money was collected in fourth quarter 2014, but forms were not paid for until first quarter 2015. Our income is good.

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

COMMITTEE REPORTS:

BY-LAWS: No changes requested; no report necessary

CONVENTION: See written report submitted by Plummer. He stated that it's coming. We have met with the hotel staff once to start on the details. We will have another meeting to firm them up. He feels good about the spot. Parts of the hotel will be under renovation, but our rooms will all be in the newly renovated tower. We've met there before and this hotel will be accommodating. However, since it's in Raleigh, it will be more expensive and we are on a tight budget. There will be a convention committee meeting after the board meeting, if you are interested in attending. We all have businesses to run, but sales are all about timing and we need everyone to work on getting both sponsors and members to attend the meeting. I

Plummer said the whole board needs to help getting more sponsors. Lunsford said she has been calling and is getting more no's than yes's. Plummer said sometimes it takes a few years of calling to get someone on board. Don't give up. Emphasize that we have all kinds of levels. The on-stage boxes are only \$100. To join the association is only \$75 for the remainder of the year.

Pam stated that Gateways has stated that they will not be the sponsor for the entire banquet this year; they will still contribute but nowhere near as much. Plummer said that sponsors come in and out and we will always need to replace some. We need both long-term and short-term sponsors.

Leslye Plummer reported that on Thursday night we will have a Fitness Check-up station. She is trying to get the BBB to sponsor this. She will need four board members to manage the four stations. This is just

for fun. We will be giving away a book about millennials to the winner. We have all the test questions done.

Pam asked that the board invite all members you see.

Barrett said to look outside the box when recruiting sponsors. He said he thought background check companies would be a good mix. Leslye said ad specialty companies would be good. Plummer said he used a company that moved large commercial freezers; he think they will come. He said the board has to be sure and visit with all the new sponsors. They also need to bring as many people as they can. The more the merrier. We should be calling around and asking people to come.

Plummer said we need for you to register. We need for you to push the sponsorship. We want some new different sponsors.

LEGAL/LEGISLATIVE/INSURANCE: Plummer said he feels we need to invite highway patrol to the convention. We will also be inviting the entire commission and the staff that works with transportation. He is also trying to get the 82nd Airborne Chorus.

Moore said there had been e-mail traffic from Raleigh to the command in Charlotte. They are trying to get a sting set up. It's going to take forever. Moore said he also collects street signs from illegal movers.

Moore said we would be having our meeting with Commissioner Beatty on October 15. Only the Executive Committee, Legal Committee and Scott Lassiter will represent the association. Lassiter is attending due to his relationship with Commissioner Beatty.

MILITARY AFFAIRS: See written reported submitted by Rhodes. He attended the Personal Property Forum in Arlington; they stuck to the slides. If anyone wants them, he can send them.

Shippers have been willing to move dates and that helped with deliveries this year. Some shipments still got left hanging since carriers can't refuse them.

There was a lot of discussion at the Forum and AMSA about the channel concept pilot program. They are trying to turn household goods into freight, which is not good. It will be very hard for anyone to handle that much traffic. Harris asked what would happen if no one bid; no one knows.

Rhodes said they are going to back to see which shippers actually had unpacking performed and are trying to get reimbursed for unpacking not performed. It is felt they will have a hard time, if the shipper signed the paperwork stating they had unpacking done to their satisfaction.

Base access continues to be an issue. Homeland Security will be the lead on base access; however, they do things differently than the services. They liked the TWIC card; the services do not because they feel it doesn't go back far enough. Homeland has looser requirements than the services. They are trying to get all the services on the same page, but that rarely happens with anything. The Navy has always done things their own way. Ft. Bragg is much stricter than other bases with base access. Phase 3 of the Real ID Act will be had to implements; not all states have laminated licenses.

NEW MEMBERS DEVELOPMENT: See written report submitted by Brown. He said he was working on recruiting new members. He asked for the non-membership list. Pam said it was sent out after the last board meeting, but she would send it again.

PUBLIC AFFAIRS/TARIFF OVERSIGHT: no report submitted.

SCHOLARSHIP: Pam reported for Few that the 2013 and the 2014 winners were not eligible for renewal. He suggested that we give the awards to the second place winners for those years.

Barrett made a motion that we allocate the second place winners from 2013 and 2014 be awarded the scholarships renewals for the appropriate years, if they were eligible. Harris seconded. Motion carried.

Barrett made a motion to amend the scholarship rules to reflect this change. Harris seconded. Motion carried.

SEMINAR TRAINING: Burgin and Hare reported that we are planning a seminar after the convention.

EXECUTIVE DIRECTOR: See written report submitted by Pam

NEW BUSINESS:

MEMBERSHIP CERTIFICATES: Pam reported that we would need to order more membership certificates for 2016 and 2017. She will send out the current certificates to see if any changes are needed to the certificates.

OLD BUSINESS

WEBSITE: Moore said we need to research updating the website further. Pam will provide some analytical numbers about website usage. Moore said we are going to have to update the website sometime. Barrett said to remember that we presently do not own our site. We are paying \$65.00/month for hosting currently.

EXECUTIVE SESSION:

NEW MEMBERS:

Preferred Moving Company, LLC
Meek Movers
Sustainable Alamance
Marathon Movers
Campbell's Moving

Pam reported that the companies had been by the board via e-mail.

Harris made a motion to accept all companies into the members; Hare seconded. Motion carried.

EXECUTIVE DIRECTORS CONTRACT:

Moore reported that the Executive Director's Contract for 2016-2017 was unanimously approved:

Barrett made the motion to approve the contract; Harris seconded. Motion carried.

2016 BUDGET: See proposed budget submitted by Cox.

Pam noted that we need to increase the scholarship expense, due to the vote to extend the scholarship renewals. We need to up the scholarship back to \$4,000. Barrett feels that it should go to the third place winner, if we can get it. Keep in mind the scholarship is not a profitable fund; it needs to be paid out. The decision about awarding to third place winners was not adopted. Plummer said that we can spend the money that is raised by either increasing the amount of the scholarship or awarding more scholarships, increase the amount of the scholarship. We need to spend the money that is raised.

Rhodes made a motion to accept the proposed budget; Plummer seconded. Motion carried.

Budget will be voted on by the membership at the annual convention.

PLASMA TV PACKING CHARGE: Barrett asked about the status of having a flat screen TV packing charge. Pam said she got some information from the box companies; only two board members submitted financial information. Pam will get feedback to see if we have enough information to file.

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

Meeting adjourned at 11:50 a.m.