

BOARD OF DIRECTORS  
Four Points by Sheraton  
Asheville, NC  
September 17, 2016

Meeting was called to order at 8:52 a.m. by President Brett Plummer. Plummer said he felt that the meeting shouldn't take too long. We've got information about the new website and we'll work our way through the agenda.

ROLL CALL: Members present: Plummer, Cox, Burgin, Campbell, Lunsford, Hare, Mather, Sharpstene, Thornton and Moore.

Members absent: Brown, Eberhardt, Harris, Few and Rhodes. Cox made a motion to excuse all; Plummer seconded. Motion carried.

MINUTES for the April 30<sup>th</sup> were distributed. Plummer recommended that the board read the minutes. They help him do things better.

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

TREASURER'S REPORT:

CONVENTION FUND	\$ 9,669.37
MONEY MARKET	61,153.03
REGULAR CHECKING	2,224.85
SCHOLARSHIP FUND	4,887.43
CD	<u>11,317.01</u>
TOTAL	\$89,251.69

Burgin said that we're in good shape. Hare asked if the bank service fees were credit card fees. Yes.

Cox made a motion to approve the Treasurer's Report; Hare seconded. Motion carried.

COMMITTEE REPORTS

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

CONVENTION: Cox reported that Pam met with the hotel on Thursday. We talked about to do a scavenger hunt at the last meeting. She has done research on how to do one. Cox proposed giving everyone with a sheet with the letters N C MOVERS on it. It is the participants' job to come up with an object for each letter. We'll provide the sheets for them to list the items. Items should be in the hotel; pictures from their phone would be accepted.

Thornton said he did one in New Orleans at a meeting that had teams. It went well, but it was designed for people to go out and find stuff.

Cox said that all verified sheets will go in a raffle for a \$500 prize and they will have to be present to win.

Plummer said he and David Rushing met with Joe Menzer. He is a sports writer who has done articles about the NBA, Nascar and college basketball. He also works for Fox Sports out of Charlotte. He wasn't asking for payment, but Plummer feels we should give him something. He'll be speaking on Friday. He talked about how technology has changed his job so much – he used to just write articles and now he's doing social media. Our theme of Movers Moving Forward fits his industry as well as ours.

Chuck White of the International Association of Movers and Scott Michael of the American Moving and Storage Association will also speak on Saturday.

We're planning on a panel on Saturday morning. Plummer said he could either mediate it or be on it. Lunsford said she would be on it.

Pam said we talked about doing a seminar on the Electronic Logging Devices. She talked with MaryScott Tuck from AMSA, who recommended that we not use a vendor who sells the product. They did it and it turned out to be an infomercial. She recommended that we use someone from the Safety Department of a vanline. Mather said that he would be glad to check with his.

Campbell said he had a driver fined for cell phone usage. We need to talk about regulations. Plummer said we'd do the seminar on Saturday afternoon. Attendees could also attend the casino night, if they like. He also said he wants to have topics covered in open forum. We want to give people information they need.

Mather said that eLogs would also affect sales. Cox said they were wonderful. She had a driver who was horrible on written logs and got several violations. She made him switch and he got van line driver runner up.

Pam was asked about registration for the convention. She said there is always a complete lack of interest in registering early. She's getting the word out and talking to people, but it's slow.

Plummer said we also need more sponsors. Thornton said he'd contact TMM and Tier One. Pam is going to IAM. Moore said he and Campbell could talk to MHC Kenworth. Thornton asked about TransAdvantage; Cox said that Beth Gockel told her they were coming. Hare said A M Haire has expressed interest. Moore said he would contact Nesbit Oil.

Plummer said we need to get more van lines and the Charlotte area movers here.

Board took a 10 minute break.

Plummer said that our convention is a group effort. Any feedback is great and he knows we'll have a great one.

**LEGAL/LEGISLATIVE/INSURANCE:** Lunsford said she wants a vote from the board on Pam doing a press release on the news about educating how and why to choose a certified mover. She doesn't want to be the one on the news; she wants it come from the association. She has a guy who does social media and she wants to get the local TV station to do. He has a contact there. She plans to build a relationship with the local news media to broadcast the sting operation. This was talked about at the April meeting with Commissioner Beatty. Plummer feels like coverage by the news and social media would help. Lunsford said the guy worked with an illegal mover and no longer wants to work with him.

Lunsford and Campbell said they would write the release about educating the consumers. There would be no costs involved. Plummer said the association would pay for Pam to go there. This is for the benefit of the entire association and the association should pay, not individual movers.

Mather said stings have gotten done over the years when there are consumer complaints.

Pam said that the Commission held a hearing for an illegal mover. They actually fined him; he didn't pay the fine and the Commission has filed suit in Superior Court in Wake County. There is also a hearing scheduled for another illegal mover coming up.

Lunsford said she would set something up with TV people. She and Campbell would try to get a move set up. The District Attorney association meets in the spring and the Sheriff's meet in the fall. She realizes that in order to be able to use the local agencies to enforce the law, we need to get the law change. But we also need to educate people about why the law is necessary. Plummer said that building up awareness is good. The Attorney General sent a representative to our last meeting.

**MILITARY AFFAIRS:** See written report submitted by Rhodes; presented by Mather.

Mather stated that the issue affecting movers the most is base access. The military is continuing to try to standardize the level of security; this is affecting not just movers, but everyone who needs to access to a base. They are making it tougher. People can get on one base and not another. Cherry Points is one of the toughest. Mather said his company in Morehead City gets calls from drivers and companies all over the country to drive their truck on base.

Mather said that Fort Bragg is giving some people a one-year pass. Thornton and Hare said their people only had passes good for 30-90 days.

TMM took over the Atlas military moving; Tier One took over April. One-third of the military market is going to be controlled by two move management companies. We might end up with only 4-5 players in the market. Movers will have no control over what they do. If you depend on military business, they are going to make you do what they want. The van lines are pretty clean, but there are drivers that are doing it. It is down to the local people to make sure it is done right. The carrier would get suspended; the driver and the agent don't.

**NEW MEMBERS DEVELOPMENT/CORPORATE SPONSORSHIP:** See written report submitted by Thornton.

Thornton said that members is up by a few. We have had four new members since the last meeting; nine companies were removed for non-payment. Pam said they would rejoin as soon as they need forms.

Plummer said hopefully we can increase the associate membership.

It was asked if the new ownership of Weathers Brothers and Bekins A1 have joined. No.

**PUBLIC AFFAIRS/TARIFF OVERSIGHT:** Campbell reported that nothing as changed.

SCHOLARSHIP: Pam reported that we have two winners and they will be at the convention. She will check on doing decals with the NCMA logo on them to sell for the scholarship fund. Also, do a 50/50 raffle at the convention

SEMINAR TRAINING: Hare reported that we will be doing a seminar at the convention. He will continue to work with Pam with whatever we decide.

TECHNOLOGY/IT: Website. Pam reported that the new site looks good.

EXECUTIVE DIRECTOR: See written report submitted by Pam.

OLD BUSINESS:

WEBSITE UPDATE: Due to technical difficulties, the Board couldn't see the new website. Pam will send the link to the board next week.

NEW BUSINESS

2017 BUDGET: Dru submitted the proposed 2017 budget to the board. Campbell made a motion to approve the proposed budget; Thornton seconded. Motion carried.

Pam said the budget would be submitted to membership at the annual meeting for approval.

EXECUTIVE SESSION:

NEW MEMBERS: Carolina Hunks Inc., Daehan Express, LLC, Ashe Van Lines & Janitorial Services and UPwright Movng, LLC.

Cox made a motion to approve; Hare seconded. Motion carried.

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

Meeting adjourned at 11:45 a.m.