

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING

May 19, 2018
Raleigh, NC

Installation of President

Call to Order Time: _____

Kathy Cox

Roll Call

Pam Stanley

Minutes

January 20, 2018

Pam Stanley

Treasurer's Report

2018 Treasurer's Report

Mike Mather

Committee Reports

By-Laws

Convention

Legal/Legislative/Insurance

Military Affairs

New Members Development/

Corporate Sponsorship

Public Affairs/Tariff Oversight

Scholarship

Seminar Training

Executive Director

David Rushing

Kathy Cox

Kathy Cox/Brett Plummer/Matt Sharpstene/

Lucky Anneheim/Travis Few

Steve Rhodes

Rick Thornton/Josh Oliver/Jerry

Hare/Mike Mather

Todd Campbell

Robert Farnum/David Rushing

Jerry Hare/Dru Burgin

Pam Stanley

New Business

PEO Medical Plan

Pam Stanley

Old Business

Docket T-100 Sub 49

(credit card & tv box)

Pam Stanley

Docket T-4657 Electronic Forms

Pam Stanley

Executive Session

Adjourn Time _____

BY-LAWS COMMITTEE

David Rushing, Chairman

May 19, 2018

The attached revisions to the by-laws are intended to help with making sure we have a quorum.

Discussion is wanted.

The Board is allowed to amend the by-laws per Article XI (attached).

NORTH CAROLINA MOVERS ASSOCIATION, INC.

BY-LAWS

ARTICLE III.

DIRECTORS

SECTION 1. The business of the corporation shall be managed by a Board of Directors consisting of President, Vice-President, and Secretary/Treasurer, each of whom shall be a director, and twelve other directors. The retiring President will be an ex-officio member of the Board. The ex-officio will have voting right only in case of a tie or if necessary to make a quorum.

SECTION 3. The regular meeting of the directors shall be held on the day of the annual meeting, and at any other time or place agreed to by the majority of the directors.

SECTION 4. A quorum for the transaction of business at any regular or special meeting of the directors shall consist of those Board members present.

ARTICLE VIII.

MEETINGS

SECTION 1. The annual meeting will be held at a time and place decided on by the Board. All members are to be given at least ten days' notice of such meetings. ~~Eight~~ The members present entitled to vote shall constitute a quorum. If a quorum is not present at any meeting of the members a majority of the members present may adjourn the meeting until such time as a quorum is present. At such meetings the members shall elect officers and directors to serve for one year or until their successors shall be elected and qualify.

SECTION 2. A special meeting of the members to be held at any time and place may be called for by the President and/or a quorum of the Board of Directors. It shall be the duty of the Directors or President to call the meeting whenever so requested by a majority of members.

SECTION 3. Notice of all special meetings must be mailed by the Executive Director to each member at least five days before the date thereof.

SECTION 4. The Board of Directors will meet four times a year. Location to be determined by the Board and held in different areas of the state, if feasible. A quorum for the transaction of business at any board meeting of the directors shall consist of those Board members present. If a Board member is unable to attend a meeting, he may assign his proxy to another Board member.

ARTICLE XI.

AMENDMENTS

SECTION 1. These by-laws may be amended, changed or altered in any respect at any duly called meeting by an affirmative vote of a majority of the Board of Directors present. The members present at such meeting shall constitute a quorum.

CONVENTION COMMITTEE REPORT

May 19, 2018

Dru Burgin

Dates have been set and contract has been signed.

We will be at the Holiday Inn Resort, Wrightsville Beach October 11-13.

We have a couple of good speakers lined and are working on two more. Speakers will be finalized this week. Speakers so far are Harvey Smith of Institute Success (recommended by Dan Garvey) and Kevin Monaghan of Intuitive Compensative Group (recommended by Lucky Annaheim). Josh Oliver has recommended another speaker that Pam has reached out to and she is also talking to get Jenna Weinerman from Updater to speak. Jenna is the speaker who got sick and wasn't able to speak this last year.

Pam has been working on the packets and will have the sponsor packet out next week and the members packet out soon after that.

We have the following sponsor commitments so far:

CMS

Kentucky Trailer

TransGuard

Victory Packaging

Wheaton Van Lines

Thanks to Tony Harris for his suggestion for a golf location. We will be playing at the Municipal course in Wilmington.



18 April 2018

Report to the Board – Military

-DPS Prototype testing will launch on 1 June. It will only be tested in JPPSO San Antonio and JPPSO Colorado Springs. It should not have any impact on us at all. There have been 200 of the 837 TSPs invited to participate in the testing.

-Projections for the coming Peak Season: TRANSCOM J4H “sees no reason to assume that demand will not follow last year’s pattern” as “history is a fair indicator.” They want to increase code 2 utilization. They have also discovered that moves outside of peak season are “more positive” (DUH) and that moves during peak season have a greater tendency to miss their RDD. They have stressed that communications – across the board – will be the key to making everything work. They want to create and maintain a “Warm Handoff Culture” where snippers, PPSOs and Agents all work together.

-PPSO Fort Bragg will continue to operate as a standalone PPSO and will not become a part of JPPSO Mid Atlantic. The Army made that decision based on the number of Flag Officers at Fort Bragg.

-NTS Peak Season Saturation – Jacksonville/Camp Lejeune has already been identified as a critical area.

-NTS Rates – The Staff Judge Advocate has made the determination that posting of NTS rates is not an acceptable practice. SMO is creating a new NTS TSP rate listing which would delete rates but still provide TSPs with their TDL ranking.

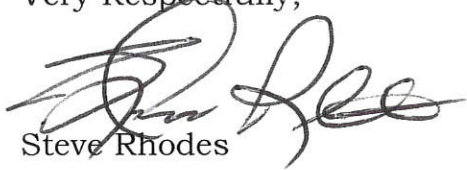
-Abandoned Property – Abandonment of converted property contributes to capacity issues, increased costs and negative social media reactions to auctioning of property. SMO is working with USTRANSCOM Personal Property Leadership and Military Service Headquarters’ to standardize a conversion

process. The goal is to include a copy of SCRA letter in every conversion package and revise the language in DTR Chapter 406.

-SMO South East Team – contact information

usarmy.scott.sddc.mbx.sesmo@mail.mil 618-220/6292/800-552-8242

Very Respectfully,

A handwritten signature in black ink, appearing to read "Steve Rhodes", is written over the printed name. The signature is fluid and cursive, with a large initial "S" and "R".

Steve Rhodes

NEW MEMBER DEVELOPMENT/

CORPORATE SPONSORSHIP

Rick Thornton, Josh Oliver, Jerry Hare & Mike Mather

May 19, 2018

	2018	2017
Associates	32	24
Branch	12	15
Regular	173	163
TOTAL	217	202

New Mover Members since the last board meeting:

- Arlisa Turner Moving, LLC
- CK Movers, LLC
- JMJ Moving Services, LLC
- Easy Street Moving Services
- Coastline Relocation
- Hull Brothers Moving, Labor & Assembly, LLC
- Dillard's Moving & Transport, LLC
- Neighbor Moving, LLC
- E. E. Ward Moving & Storage

We have three new associate members since the last board meeting:

- Mickey Truck Bodies
- Powerhouse Power Washing
- National Dispatch, LLC

There has been a flood of new applications – 24 so far this year. 19 new certificates have been granted this year (some are 2017 applications). For comparison purposes, only 43 applications were filed last year, with 32 certificates being issued. This year, the applicants are filing completed applications (which means they have insurance) and getting approved faster.

EXECUTIVE DIRECTOR'S REPORT

April 21, 2018

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 held one in Concord this past Thursday. Next seminar will be May 24 in Raleigh. Kris and I will be working on determining sites for the 2018. He wants to have the seminars in more places than Charlotte and Raleigh (similar to how Carol Stahl held seminars).

Forms are still going very well. We sold a little over \$12,000 first quarter.

First quarter issue of the Tar Heel Van was published.

AMSA has formed an Independent and Small Business Committee. I am a member of this committee. Expect to see more offering geared to independent movers in the future. We are also working with the Van Lines for AMSA to be a repository for training videos, most of which would be available at no charge. Details will be ironed out in the near future. I was also named to Moving & Storage Institute Committee.

Made some good new contacts at the AMSA convention. I think I've got a few new sponsors joining for both the membership and the convention.

Expert Solutions for Your Greatest Asset.



As an innovative market leader in Human Capital Management Solutions, Resourcing Edge has the proven people, skills, processes and infrastructure to offer you immediate value. Our flexibility allows us to provide the customized services our clients need. You can take advantage of our powerful technology, delivered seamlessly with dedicated personal attention.

PROFESSIONAL EMPLOYER ORGANIZATION (PEO)	ADMINISTRATIVE SERVICE ORGANIZATION (ASO)	PAYROLL PLUS	PAYROLL ONLY
Bundled Services	Self-Service	Self-Service	Self-Service
PEO FEIN Tax Liability	Client FEIN Tax Liability	Client FEIN Tax Liability	Client FEIN Tax Liability
Payroll Administration	Payroll Administration	Payroll Administration	Payroll Administration
Time & Labor Management	Time & Labor Management	Time & Labor Management	Time & Labor Management
HRIS – Web-based technology	HRIS – Web-based technology	HRIS – Web-based technology	HRIS – Web-based technology
Benefits – Medical, Dental, Vision, STD, LTD, Life/AD&D, EAP, 401(K), FSA, COBRA	Benefits Administration	Benefits Administration	
HR Support Services	HR Support Services		
Risk Management – Workers' Compensation, EPLI, Unemployment Claims			


Resourcing Edge
A subsidiary of Assurity
 A leader in human capital management solutions.
www.resourcingedge.com

Expert Solutions for Your Greatest Asset.



As an innovative market leader in Human Capital Management Solutions, Resourcing Edge has the proven people, skills, processes and infrastructure to offer you immediate value. Our flexibility allows us to provide the customized services our clients need. You can take advantage of our powerful technology, delivered seamlessly with dedicated personal attention.

Services	Professional Employer Organization (PEO)	Administrative Service Organization (ASO)	Payroll Plus	Payroll Only
Service Type	Bundled-Service	Self-Service	Self-Service	Self-Service
Tax Liability	PEO FEIN	Client FEIN	Client FEIN	Client FEIN
Payroll Administration	✓	✓	✓	✓
Time & Labor Management	✓	✓	✓	✓
HRIS: Web-based technology	✓	✓	✓	✓
Benefits Administration	✓	✓	✓	
HR Support Services	✓	✓		
Risk Management: Workers' Compensation, EPLI, Unemployment Claims	✓			


Resourcing Edge
A subsidiary of Assurity

A leader in human capital management solutions.

www.resourcingedge.com



SUMMARY OF SERVICES



Human Resources

Resources

- Development & production of employee handbooks
- Client resource manual
 - Personnel guide
 - Forms
 - Personnel policies
- Administration of a drug-free workplace
- Consultation in employment & termination practices
- New hire reporting
- Job descriptions
- Compensation analysis & review
- Unemployment Garnishments
- Processing Claims



Training

- E-Learning
 - Silver
 - Compliance Training
 - Manager/employee training bulletins
 - Webinars and manager toolbox trainings
 - Video Training
 - Gold
 - Customized Training Program
 - Includes everything in the Silver package and encompasses over 8,000 e-learning courses
- Webinars
 - Free, monthly webinars presented by attorneys, HR specialists and/or agency representatives. Our webinars have been approved for HRCI credit.
- Onsite Training
- Annual Training Conferences
 - Each year Resourcing Edge hosts a training conference that you won't want to miss!

Recruiting Assistance

- Resume review & candidate analysis
- Advertising assistance with ad development & placement suggestions
- Pre-employment background checks
 - Criminal
 - Motor vehicle
 - Credit
- Pre-employment drug screening
- Pre-employment testing
- Behavioral profiling

Record Retention and Management

- Keep & manage employee files
- Records storage as required by law

Safety & Risk Management

- Workers' compensation insurance
- State and federal reporting



Payroll & Administration

- Web-based payroll services
- Employee service center
- Client service center
- Payroll reporting
- Reports
- All payroll tax filings & payments
- Collection/approval of time sheets
- Calculation & preparation of paychecks
- Direct deposit
- Detailed reporting
 - Job costing
 - Departmental reports
 - Benefit analysis
 - Certified reports
- OCIP/ROCIP reports & plan administration
- Web-based technology
 - Client self service portal
 - Report processing
 - Employee self service
 - Paperless enrollment
 - Electronic recordkeeping



Benefits & Administration

Benefit Plans

- Group major medical insurance plans
- MERP plans
- Dental insurance
- Vision insurance
- Life insurance
- Dependent life insurance
- Long term & short term disability insurance
- 401(k)
- Eflex:
 - Medical expense flexible account
 - Dependent care flexible account



Administration

- Processing of employee enrollments & terminations
- Employee service center to handle questions
- Resolve employee claims
- Premium payment & reconciliation
- COBRA notification & recordkeeping

Learn more at info@resourcingedge.com

or call 214-771-4411



Resourcing Edge

Payroll • Human Resources • Benefits • Risk Management

Sharp people, sharp solutions.

Custom Fee Option

The Reseller Preferred "No Cost Processing" Payment Software Solution

► SMART & SIMPLE

- Applied equally to credit and debit transactions.
- A value added feature of Dejavoo software available on all terminal models.
- Fee amount can be a percentage of the transaction amount, a flat fee or a combination of both.
- Fee amount is broken out on receipts, batch reports and in Denovo back office reporting.
- Merchants can have the option to simply bypass the fee amount or cancel the sale at their discretion.
- With no approval needed, it is as simple as setting in the file build!

Custom Fee is a product of

DejavooSM
Payment Software Solutions



Merchant ABC
393 Jericho Turnpike
Suite 203
Mineola, NY 11501

15:31

Sale

Trans: #4

Batch: #1

American Express
*****1105

CHIP
/

AMOUNT:

\$27.65

FEE:

\$0.97

TOTAL AMT:

\$28.62

Resp:

Approved

Code:

1234567890

App Name:

American Express

AID:

A000000025010801

TVR:

0000008000

TSI:

E800

Thank You!

CUSTOMER COPY

▼ TERMINAL SETTLEMENT REPORTS

Terminal batch reports reflect total batch amount, just the custom fee amount and the amount of the transactions, without the custom fee added.

Trn	Crđ	Tp	Acct	\$Amount
1	VIS	SL	0070	107.64
2	VIS	SL	2700	569.25
3	VIS	SL	1832	1552.50
4	AMX	SL	0830	155.25
5	VIS	SL	4698	212.18
6	VIS	SL	3562	62.10

Records:				6
Total:				2658.92
NON-CASH ADJUST Total:				89.92
TOTAL w/o NON-CASH ADJUST				2569.00
End of Report				

Terminal settlement report

▼ DENOVO REPORTING AT YOUR FINGERTIPS

YOU and your merchants have access to a breakdown of transactions including Transaction, Custom Fee and Total Amounts, full receipts as well as batch reports from DeNovo via the web, our easy-to-access DeNovo Mobile iOS or Android App.

Custom Fee amounts can be viewed on transaction receipts, as well as in DeNovo Batch Reporting, in terminal settlement reports and on the DeNovo Summary Page. Your Merchants can view how much of their overall deposits were made up of the Custom Fee being charged to their consumers and you view can view all of your merchants' data.



DeNovo summary pages

Number	Receipt	Date	Amounts			Card		Transaction Type
			Amount	Tran.Fees	Total	Number	Mode	
5		8/2/17 4:10 AM	\$112.88	\$3.95	\$116.83	...5180	Credit	Sale
4		8/2/17 4:09 AM	\$62.58	\$2.19	\$64.77	...5785	Credit	Sale
3		8/2/17 1:29 AM	\$27.65	\$0.97	\$28.62	...1105	Credit	Sale

DeNovo batch reporting

Contact **John Gibbs** for further information on Custom Fee or any of the other features we offer.

Gateway Solutions for Card Not Present & Cash Discount/Surcharge Feature



NATIONWIDE CASH DISCOUNT

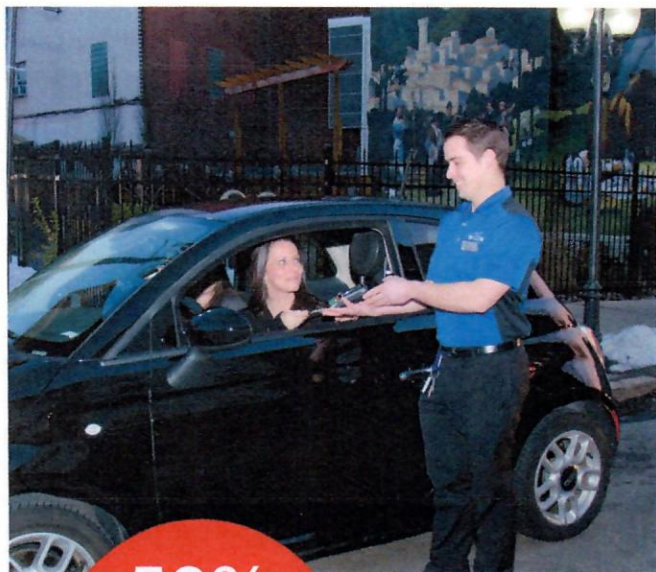
3434 Edwards Mill Road • Set 112-367 • Raleigh NC 27612

T: 919-264-7464

nationwidecashdiscount.com

Silicon Gel Casing

For Dejavoo Z9 Terminals



**50%
OFF**

when ordered with
Z9 WIFI or Z9 DUAL COM
(WIFI-GPRS)
Terminals!

PREMIUM PROTECTION

- High quality silicon gel casing fits easily over Z9 terminal.
- Hard wearing, soft touch material.
- Absorbs shock and impact very effectively.
- Ideal for busy working environments where payment terminals may receive rough handling.
- Extends the life of your payment terminal, saving you money!

