

BOARD OF DIRECTORS
May 19, 2018
The North Hills Club
Raleigh, NC

Meeting was called to order by President Kathy Cox at 8:48 a.m.

ROLL: Members present: Cox, Mather, Barrett, Hare, Sharpstene, Harris, Oliver, Rushing, Rhodes and Plummer.

Members absent: Burgin, Thornton, Campbell, Anneheim, Farnum, and Few.

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

MINUTES: Minutes for the January 20th meeting were distributed. Rhodes made a motion to approve the minutes; Sharpstene seconded. Motion carried.

TREASURER'S REPORT:

CONVENTION FUND:	\$ 11,824.79
MONEY MARKET:	70,567.92
REGULAR CHECKING	684.90
SCHOLARSHIP	9,317.17
CD	<u>11,369.69</u>
TOTAL	\$103,764.47

Mather stated that we were in a good financial situation.

COMMITTEE REPORTS

BY-LAWS: See written report and changes submitted by Rushing.

Rushing said the changes proposed are in red. He doesn't feel that it's prudent to have a quorum be only those board members present.

Cox said these changes were suggested because we weren't able to have the April meeting because we didn't have a quorum. She thinks that we should allow board members to give a proxy to other board members. She doesn't want three members to be able to take over the association at a meeting.

Plummer said he was afraid that if we went to the proxy model, no one would attend a meeting. The question to him is the board needs to determine how many times to meet a year. Right now, we have three meetings and the convention, with 16 people on the board. He feels we should be able to get eight people to attend a meeting.

Mather said it seems to him the location seems to determine how many absences we have.

Barrett said the original intent of moving the meeting around the state was to make the meetings accessible to all the members.

Rushing said that Robert's Rule of Order states that a quorum is a majority plus one. He feels there needs to be a limit on the number of proxies. If you don't come to meetings, you can be asked to resign or have your term not renewed.

Rhodes said that proxies are good for emergencies. He feels that once a year per board member is sufficient.

Mather asked if we needed two classes of votes – one for approving minutes and reports and another one for important issues.

Plummer asked if we need to wait until the next board meeting to make this change.

Barrett said the by-laws are a template. The bottom line is do we want to set the precedent to cover whether or not there is a quorum.

Barrett made a motion to accept the provision of one proxy a year.

Cox said Pam can make sure the Board knows in advance if there are serious issues.

Rushing made a motion to change Article III, Section 1 – last sentence will now read:

The ex-officio will have voting right only in case of a tie or if necessary to make a quorum.

Barrett seconded the motion. Motion carried.

Rhodes made a motion to leave Article VIII, Section 1 intact; Barrett seconded. Motion carried.

Hare made a motion to add to Article VIII, Section 2:

A quorum of 50% plus one board member will be required. If a Board member is unable to attend a meeting, he may assign his proxy to another Board member. Board members may use their proxy once a year, with the approval of the President.

Harris seconded the motion. Motion carried.

CONVENTION: See written report submitted by Burgin. Pam said that sponsor packets have gone out and member packets are almost ready to go out. We've already had five sponsors sign up.

LEGAL/LEGISLATIVE/INSURANCE: Plummer reported that we held our semi-annual meeting with the Commission last month. Commissioners Patterson and Mitchell were there. The Attorney General sent a different representative.

We talked about getting the bill passed so local law enforcement can help with the illegal problem. The Commissioners are behind it.

Barrett said we need this. The legislation needs to be passed and hopefully there will be sting operations and more coverage on local news.

Barrett said he would like to see the Association do a Public Service Announcement. We need to get the word out to consumers. It will also give our membership another reason to stay a part of our membership. We've got money to spend now.

Plummer said they will approve most anything. He feels they need an application fee. Pam said that would have to be approved by the General Assembly. They can't just add a fee.

Cox said that even when they deny applications, the people are still operating. She feels we need to add this to our budget and discuss it with our membership at the convention. Do you want us to spend money to do billboards in areas with high concentration of illegals; spend money on targeted internet ads.

Oliver said that using geofencing SEOs could help. He said we would get a video for a couple of thousand dollars.

It was decided that in September we get all our ideas together.

Oliver will get us some pricing for the geofencing and a quote for a video. Pam will see if Ryder can produce one for us and how much would it cost.

Barrett said he help with this.

We want a plan to be able to have concrete to show the membership in October.

MILITARY AFFAIRS: See written report submitted by Rhodes. Col. Jensen is leaving; Rhodes is hoping his replacement has personal property experience. Ft. Bragg's PPSO will continue to stand alone.

NEW MEMBERS DEVELOPMENT: See written report submitted. Pam reported that there have been 24 applicants so far this year. They are getting approved fast because the companies are good applicants; already have insurance.

PUBLIC AFFAIRS/TARIFF OVERSIGHT: no report

SCHOLARSHIP: Rushing reported that we have two winners. We had five applications for the four-year scholarship and two for the two-year scholarship.

Pam asked if we wanted past winners to present the awards this year. Yes, if they are able.

SEMINAR TRAINING : Hare reported that we have no training pending. He said our Claims and Valuation Seminar in Wilmington was a big success. Tony Pagrabs and Wells Insurance did a great job of explaining things from an insurance point of view; Pam talked about the state requirements. We would definitely like to hold another one.

Oliver said we might be able to get Hub International to help us with one in the Raleigh area.

EXECUTIVE DIRECTOR: See written report submitted by Pam.

Break

NEW BUSINESS:

PEO MEDICAL PLAN: See information submitted by Wells Insurance. The company they use would be able to write policies for small companies, but there is a HR component to the plans

Oliver said he was familiar with PEO plans.

Mather said we would just offer the plans to our membership; they would get a better rate just by being a member. This should help us get and retain more members. We would become a resource for small businesses. We know that Wells is a reputable company.

The companies involved need to be associate members.

Oliver said we should be able to offer more than one plan to our members. They can do the comparison shopping themselves to get the best rate for their company.

Mather asked if companies would want an exclusive deal. Oliver said usually no. We could ask them.

Cox said she feels offering the plans is a good deal. It's up to individual companies to do their due diligence as to pricing.

This isn't costing the association anything. We are offering option to our members.

Oliver and Pam will get information about more companies.

Cox said she'd like to be able to announce this to the membership in our newsletter at the end of June.

Let's try to have something by the newsletter end of June.

MATT SHARPSTENE: Sharpstene gave out information from a new associate member he recruited to the association. This vendor provides credit card processing that passes the fee on. You use their equipment and the fee is charged immediately. The mover gets their money and the vendor gets the fee immediately. Their fee is 3.75%, regardless of the type of card. You will know the exact fee at the time of delivery. You can either purchase or lease the hand held machines. There is no chargeback risk with this company.

Plummer said his company didn't always know the rate at the time of delivery. Pam said the Public Staff is aware of that. Do your best diligence based on your contract.

OLD BUSINESS:

DOCKET T-100 SUB 49: Pam reported that the Commission approved our request to be able to pass on the credit card charges and the packing and container charges for the flat screen TV boxes. Tariff pages won't be updated until June.

DOCKET T-4657: Pam reported that the Commission ruled on All My Sons request to use Electronic Bills of Lading. She has reached out to MoveHQ and Custom Computer Software to see if we can get an option for our members. All Electronic Bills of Lading will have to be submitted to the Public Staff for approval and then they will be added to Page 9A of the tariff.

EXECUTIVE SESSION: No session necessary.

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

Meeting adjourned at 11:15 a.m.