

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING
September 13, 2019
Asheville, NC

Call to Order Time: _____	Kathy Cox
Roll Call	Pam Stanley
Minutes April 6, 2019	Pam Stanley
Treasurer's Report 2019 Treasurer's Report	Mike Mather
Committee Reports	
By-Laws	Jeff Day
Convention	Dru Burgin
Legal/Legislative/Insurance	Kathy Cox/Brett Plummer/Matt Sharpstene/ Lucky Anneheim
Military Affairs	Steve Rhodes
New Members Development/ Corporate Sponsorship	Bob Farnum/Travis Few/ Tony Harris/Mike Mather
Public Affairs/Tariff Oversight	Todd Campbell
Scholarship	Chris Barringer/Paula West
Seminar Training	Dru Burgin/David Rushing
Executive Director	Pam Stanley
New Business	
Board Members	Dru Burgin
Old Business	
Video	Dean Barrett
Executive Session	
2020 Budget	
Executive Director's Contract	
Adjourn Time _____	

By-Laws Committee Report to the Board

September 14, 2019

The DoubleTree by Hilton - Greensboro

Committee Members

Jeffrey Day, Acme Movers & Stg Inc., *Chair*

No changes requested; No report necessary

Respectfully submitted,

Jeffrey Day

NEW MEMBER DEVELOPMENT/CORPORATE SPONSORSHIP

Robert Farnum Travis Few

Tony Harris & Mike Mather

Co-Chairmen

BOARD OF DIRECTORS REPORT

September 14, 2019

	2019	2018
Associates	31	33
Branch	16	12
Regular	180	181
TOTAL	227	226

New Mover Members since last Board meeting

Movers Near Me

Appropriate Movers

Affordable Moving & Storage

Sure-Safe Moving

Latham Enterprises Moving & Delivery

The Movers Co.

Sir Walter Holdings

NetMOVE

Faithful Movers Co.

All In Movers
Superior Moving & Logistics
Beeline Moving Company
The Movers on Demand Network
Rye Moving & Storage
Virtues Moving Company
Royalty Moving Services

14 members were removed due to non-payment of dues.

New Associate Members since last Board Meeting

Quarles Petroleum



12 September 2019

Report to the Board – Military

-Issues from this past Peak Season:

--Refusals still continue to be an issue with the Services. They see them as either "cherry picking" for making the system work harder in order to get a TSP to accept a shipment.

--One of the bigger complaints from service members (or spouses) was that they were being contracted by TSPs asking to change dates after the shipper had asked for specific dates..

-Personal Property Forum at Scott AFB 18 September. Apparently there are a limited number of seats and none of the associations have been invited to participate in the hot wash session.

-NTS awards after 1 October 2019 will maintain coverage of \$6.00 per pound.

-Base access what not as large an issue as it has been during previous peak seasons. DoD continues to roll out heir "ePACS system

-Global Household Goods Contract (GHC). The bottom line is that it is going to happen. Between GEN Lyon's decision that he wants "one throat to choke" and his refusal to meet with/listen to any of the trade organizations, he has moved forward with what he sees as the way forward to a new program. He has agreed to establish an Advisory Group, but it will consist of 4 flag officers, some spouse representation and "a couple of movers." The major van line companies (SIRVA/Unigroup/Wheaton-Beakins-Stevens) have apparently polled their thoughts on how they can individually or collectively bid the new contract. Please see the letter from Marc Rogers, Unigroup President & CEO which supports the new program. Independent movers are still exploring options. While no one knows yet what the parameters of this new program will be, nor when it will be effective, it will apparently happen. Please also see attached, a letter form Steve Weitekamp, President of the CMSA and Chairman of the

NCMA. In the email which forwarded his letter, Mr Weitekamp asked us to review their (CMSA/NCMA) letter and vote to either support their stance or not. The key concerns of their stance are:

1. The Association has serious concerns about the viability of agents who currently focus on serving military business in a revised program.
2. Those agents who also service the program as TSP's, many of the program's most active service providers, will see a significant loss in revenue that could challenge their ability to service the program in the future.
3. Regardless of the outcome, CMSA's goal is to advocate for a program that will drive more money to the boots as the curb, agents and drivers.
4. That any changes do not negatively impact agents and drivers currently providing service to the program based upon Van Line affiliation or lack thereof.
5. If changes are made, that protections are in place to ensure agents and drivers are paid in a timely manner leading up to and upon the transaction.
6. That we see great value in the Association continuing to have a seat at the table, now and into the future to the benefit of all agents and drivers.



Steve Rhodes

2 Attachments



September 2019

Dear Agency Principal,

As you have probably already heard, the current military household goods move program (DP3) has been deemed unacceptable by USTRANSCOM and the military services that rely upon it. We agree.

The current move program does not align quality and accountability in a way that drives value to either the service member or the service provider. There is too much focus on "gaming" the system. In the current program, authorized "transportation service providers" (TSPs) have been able to unfairly benefit solely from their SCAC ownership, rather than from their investment in capacity and quality. Both service members and service providers are harmed when SCAC owners keep, and do not pay through to asset-based service providers, an unfair share of the moving dollar. There are also many inefficiencies in the current program which can be solved through a single-source, engineered and optimized technology-driven solution.

We support USTRANSCOM's proposal to extricate itself from management of the HHG moving business so it can focus exclusively on its primary mission. It is incumbent on our industry and all of us to support USTRANSCOM and work to restructure the relationship with industry to be a success for both service members and service providers. The new program must include a better service member experience, fair compensation to quality service providers and the ability to flex up capacity in a coordinated fashion to handle peak requirements. We believe this can be achieved through:

- A comprehensive, engineered and optimized multi-modal solution that enables secure, easy-to-use technology for both the service member and the service provider while enabling better execution, additional capacity and more dollars to the curb.
- A more transparent pricing approach that fairly compensates service providers for the work they do without a convoluted tariff, encouraging new and existing service providers to confidently invest in additional capacity.
- An engineered end-to-end solution to eliminate the inefficiencies inherent in today's program. Small businesses, like many of our agents, who truly bring capacity and quality will incentivized to invest in a more consistent and profitable business.

We support USTRANSCOM and the decision to find a single source program manager who is committed to a better service member experience while ensuring that providers of capacity and quality service receive fair compensation for the work provided. We have seen the social media outcry and pleadings from military individuals and families that have been disappointed with how the current program has failed to service their needs. We should not be satisfied with this performance. Something must change, and we want to be part of the solution.

Please take note: As the military proposal continues to evolve through the federal contracting process, you may be approached by potential prime contractors other than UniGroup and asked to sign documentation supporting their bids. We ask that you not sign any of these commitments until you have spoken to me or a member of our military project team:

Bob McCabe
(636) 349-2891
bob_mccabe@unigroup.com

John Johnson
(636) 305-6233
john_johnson@unigroup.com

We will be sharing more information about the military program and other exciting developments at UniGroup during our upcoming Annual Meeting in Nashville September 22-24. We hope to see you there.

Thank you for your continued support.

Best regards,

A handwritten signature in cursive script that reads "Marc Rogers".

Marc Rogers
UniGroup President & CEO

DOCKET NO. T-100, SUB 49
BEFORE THE NORTH CAROLINA UTILITIES COMMISSION

In the Matter of)
Deregulation of Transportation of) REQUEST FOR AMENDMENTS
Household Goods) TO MAXIMUM RATE TARIFF
)

NOW COMES the North Carolina Movers Association, Inc. ("NCMA") by and through its counsel, and submits the following Request for Amendments to the Maximum Rate Tariff.

1. Amendment of MRT Rule 20 for Stair Carry Rates. As currently written, the MRT does not address the situation where outside stairways provide the only access to the inside of a single family dwelling, and therefore must be navigated during pickup and delivery. This is particularly common for coastal dwellings. The North Carolina Movers Association requests that MRT Rule 20 be amended to clarify that outside stair carry charges will apply for pickup and delivery involving single family dwellings where the outside stairs provide the only access to and from the entrance of the dwelling unit.

The NCMA requests that the following language (in **bold** below) be added to Note 1 of Rule 20:

NOTE 1: **Inside** elevator and stair carry charges will not apply when pickup or delivery is within a single family dwelling. **Outside a single family dwelling, stair carry charges will apply if the stairs are the only way to get in or out of the single family dwelling.**

The NCMA requests that the following language (in **bold** below) be added to Note 7 of Rule 20:

NOTE 7: Outside a building **or dwelling**, the first flight shall consist of 8 but not more than 20 steps. Steps less than 8 will not be considered a flight. **In a single family dwelling, if pick-up or delivery requires outside stairs, the outside stair carry charge will apply.**

Respectfully submitted, this the ___ day of September, 2019.

CRANFILL SUMNER & HARTZOG LLP

BY:

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SCHOLARSHIP COMMITTEE

Chris Barringer & Paula West

Co-Chairmen

September 14 2019

This year, we had nine applicants for the 4 year scholarship and no applicants for the 2 year scholarship.

The Board had decided to award the 2 year scholarship to the second place vote getter.

Both recipients and their families should be at the annual convention.

All of our renewals maintained their eligibility, with the exception of the 2018 two-year scholarship winner. He has decided to work full-time and is no longer attending school.

We need to think of some fund raising that we can do at the annual convention, in addition to the net proceeds of the golf tournament. Since we didn't have a convention last year, the balance in the Scholarship Fund is only \$617. We have liabilities of \$5,000. Any ideas are welcomed.

Applications for 2020 will be posted on the website in January.

EXECUTIVE DIRECTOR'S REPORT
September 14, 2019
Pam Stanley

Tariff training seminars will continue to be held on a regular basis. We are still getting very good attendance at these seminars. Next seminar will be September 18 in Asheville. We will have one more in Charlotte and one more in Raleigh this year; dates will be determined when Krishna and I are in Asheville.

Lots of time spent on the convention and lots more to spend. We need more people.

Been spending a good amount of time answering questions from our members – lots of unusual claims and other moving questions. I'm glad to see that our membership thinks of the Association first when they aren't sure as to what to do. Lots of new members this year, so they require a lot of work when they first get their certificates.

Attended AMSA's Board meeting last week. Pretty good turnout. Good lobbying on Capital Hill with Steve Rhodes, Adam Burdette and Dan Garvey.

I am just about out of the binders. I ordered 500 right after I took this job and got the last two boxes. Do we want the same type or do we want to make a change?

Third quarter issue of the Tar Heel Van will be issued the week of September 23.

CATEGORY DESCRIPTION	FULL YEAR	FULL YEAR	FULL YEAR	FULL YEAR	FULL YEAR	FULL YEAR	BUDGET	1/1 - 9/15	PROPOSED
	2014	2015	2016	2017	2018	2019	2019	2020	
INCOME/EXPENSE									
INCOME:									
ADVERTISEMENT THV	1,720.00	1,780.00	1,130.00	1,640.00	680.00	700.00	0.00	0.00	
ASSOCIATE DUES	4,100.00	4,375.00	4,950.00	6,937.50	5,641.67	6,000.00	6,125.00	6,300.00	
BANNER AD	250.00	300.00	200.00				0.00	0.00	
BRANCH DUES	1,256.25	1,350.00	1,050.00	600.00	900.00	900.00	1,200.00	1,200.00	
CREDIT CARD FEES									
FORMS	54,760.61	52,178.01	49,211.62	47,614.07	2,121.57	2,000.00	1,652.75	2,000.00	
INTEREST INCOME	69.70	97.24	112.05	72.87	49,916.46	42,000.00	32,692.14	35,000.00	
MEMBERSHIP DUES	49,794.00	49,777.13	50,737.50	51,869.00	195.25	150.00	717.62	700.00	
MISCELLANEOUS	158.60				55,531.50	54,000.00	54,473.75	56,000.00	
SALES TAX	3,761.86	3,634.67	3,430.94	3,352.87	1,000.00	1,000.00	1,000.00		
SCHOLARSHIP	4,535.00	2,225.00	1,580.00	9,475.00	3,462.14	3,000.00	2,244.10	2,500.00	
SEMINARS	0.00	0.00	0.00		300.00	2,000.00	500.00	2,000.00	
SHIPPING	7,017.40	7,562.57	7,144.37	6,671.31	7,429.27	0.00	0.00		
SOFTWARE	1,770.00	1,940.00	1,780.00	830.00	1,380.00	6,000.00	4,556.80	5,000.00	
TOTAL INCOME	129,193.42	125,219.62	121,326.48	129,062.62	128,557.86	118,150.00	106,497.16	112,100.00	

EXPENSES:												
ACCOUNTING-PROF FEES.	580.00	585.00	585.00	585.00	585.00	585.00	595.00	595.00	595.00	605.00	605.00	605.00
BANK SERVICE FEES	2,833.41	2,981.74	2,775.16	3,516.48	3,068.35	3,000.00	2,214.77	2,500.00	2,214.77	2,500.00	2,500.00	2,500.00
BOARD MEETING EXPENSE	2,250.13	2,382.53	1,179.64	1,058.45	1,164.29	1,500.00	1,461.68	2,000.00	1,461.68	2,000.00	2,000.00	2,000.00
BONDS	0.00											
CAPITAL EXPENDITURES	0.00		693.84	0.00	0.00	0.00	2,500.00	1,632.84	2,500.00	1,632.84		
DONATIONS	500.00		0.00	0.00	0.00	0.00						
DUES (MEMBERSHIP & AMSA)	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00
EXECUTIVE DIR PROF FEE	35,180.40	35,884.08	36,601.68	37,028.50	32,349.54	36,244.38	38,846.16	31,000.00	23,390.57	28,500.00	40,000.00	40,000.00
FORMS	23,887.32	48,922.26	37,028.50	1,541.00	1,541.00	1,436.00	1,500.00	1,436.00	1,500.00	1,436.00	1,500.00	1,500.00
INSURANCE/BOD & Equipment	1,493.00	1,541.00	1,541.00	1,541.00	1,541.00	1,541.00	1,500.00	1,500.00	1,436.00	1,500.00	1,500.00	1,500.00
IT	1,793.71	3,419.74	13,065.67	2,091.58	2,010.39	2,010.39	2,000.00	2,280.35	2,280.35	2,000.00	2,000.00	2,000.00
LEGAL	0.00		526.20	525.00	310.72	750.00	750.00	133.84	104.00	750.00	750.00	750.00
MEETINGS (AMSA & NCMA)	1,005.00	0.00	0.00	512.31	570.30	830.25	750.00	750.00	579.49	750.00	750.00	750.00
MISCELLANEOUS	0.00	444.95	455.93	731.35	0.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00
POSTAGE	621.89	278.48	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00
PRINTING	120.53	1,200.00	3,395.93	3,226.32	3,589.69	3,000.00	2,511.85	2,500.00	4,500.00	5,000.00	5,000.00	5,000.00
RENT	1,200.00	1,200.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,200.00	1,800.00	1,800.00	1,800.00
SALES TAX PAID	1,864.78	5,215.61	4,500.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	4,500.00	5,000.00	5,000.00	5,000.00
SCHOLARSHIPS	4,000.00	4,000.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SEMINAR	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SHIRTS/HATS			8,764.43	6,589.32	5,101.32	6,535.61	5,500.00	4,471.86	5,000.00	5,000.00	5,000.00	5,000.00
SHIPPING	4,544.26	2,080.00	1,775.00	255.00	1,410.00	1,300.00	1,105.00	1,300.00	1,105.00	1,300.00	1,300.00	1,300.00
SOFTWARE	1,360.00	1,922.69	880.68	1,250.19	1,709.77	1,400.00	1,117.31	1,500.00	1,117.31	1,500.00	1,500.00	1,500.00
SUPPLIES	1,895.81	3,538.00	0.00	0.00	0.00	11.00	3,000.00	1,214.00	1,100.00	1,100.00	1,100.00	1,100.00
TAXES	283.00	2,777.15	2,739.59	2,721.23	2,688.24	3,000.00	1,832.25	3,000.00	1,832.25	3,000.00	3,000.00	3,000.00
TELEPHONE EXPENSE	2,668.00	8,612.35	10,796.01	8,235.46	10,500.00	9,773.48	11,500.00	11,500.00	9,773.48	11,500.00	11,500.00	11,500.00
TRAVEL EXPENSES	9,598.16											
BOARD RESERVE TO CD												
TOTAL EXPENSES	98,004.40	135,501.21	127,765.26	108,203.86	115,635.97	118,150.00	89,571.58	112,100.00				
TOTAL INCOME/EXPENSE	\$31,189.02	(\$10,281.59)	(\$6,438.78)	\$20,858.76	\$12,921.89	\$0.00						