

BOARD OF DIRECTORS
OCTOBER 7, 2021
HOLIDAY INN RESORT
WRIGHTSVILLE BEACH, NC

Meeting was called to order at 3:08 p.m. by President Dru Burgin

ROLL CALL: Members present: Burgin, Mather, Rushing, Barringer, Crabtree, Day, West, Kiser, Anneheim and Few.

Members absent: Barrett, Campbell, Space, Zlotnik and Cox.

Guest present: Brett Plummer of All American Relocation.

Rushing made a motion to excuse all absences; West seconded.
Motion carried.

MINUTES: Minutes for the September 8th meeting were distributed.

Anneheim made a motion to approve the minutes; Day seconded.
Motion carried.

TREASURER'S REPORT:

| | |
|-------------|-----------------|
| CONVENTION: | \$31,528.04 |
| SAVINGS | 117,494.17 |
| OPERATING | 1,735.78 |
| SCHOLARSHIP | <u>1,054.58</u> |
| TOTAL | \$151,812.57 |

Barringer made a motion to approve the minutes; West seconded.
Motion carried.

COMMITTEE REPORTS:

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

CONVENTION: Burgin reported that we are here and that the attendance is pretty good. Board discussed the need for panel volunteers for the Moving Experts panel on Friday. Mather suggested no panel; just questions from the membership. This was agreed upon.

Crabtree said his family would help greet the first-time attendees, since Barrett is unable to attend. Pam said that all the first-time attendees would be wearing red, white and blue ribbons this year to make them easily identifiable.

LEGAL/LEGISLATIVE/INSURANCE: No report. We still haven't been able to meet with the Commission yet. Anaheim will give the report to the membership on Saturday about the new law.

MILITARY AFFAIRS: See written report submitted by Kiser. The GHC will be awarded around the end of October. If there are no protests or if it is not denied, the contract will be phased in for domestic traffic – 25% on 10/22; 25% on 1/23; 25% on 4/23 and the last 25% on 7/24. The international traffic will also be phased in starting in 10/23, with the same timeline.

The Personal Property Form was held in September. 12% of the automatic reweighs were not performed. Fines for not performing reweighs were discussed, but it was decided they would be removed in 2022. However, non-performance reweighs will have punitive action strictly enforced.

Non-Temp conversions continue to be a big problem. The Storage Management Office is committed to finding a solution. However, you cannot sell a non-temp storage lot if the shipper is still in the military. Movers can follow state laws, if the shipper has left the military. It was noted to be very careful about selling non-temp lots.

There has been a big industry pushback about using electronic inventories due to the cost and time to implement. No implementation date has been set yet. They are considering a phased in implementation.

NEW MEMBERS DEVELOPMENT: See written report. Day handled the report with Campbell's absence. He reported that we had 18 new members this year. Crabtree said he had called several people inviting them to the convention. Plummer said it's a process.

Kiser said we had discussed letting anyone company come the first time at a reduced price. He asked how many companies did this; Pam said one. She said we had three more that are first-timers but they didn't join this year.

Crabtree said he feels we should let them come for free the first. Plummer agreed. Once they see what they get out of it, they will come back.

NOMINATING COMMITTEE: See written report submitted by Cox; presented by Mather.

Rushing made a motion to approve the slate of officers and board members; Kiser seconded.
Motion carried.

PUBLIC AFFAIRS/TARIFF OVERSIGHT: No report necessary.

SCHOLARSHIP: The winner will not be here, but she submitted a video to show Friday night. Fund raising is needed at the convention, since the account is tapped out due to no conventions two out of the past three years.

SEMINAR TRAINING: Day reported that we will be holding a Claims seminar with Wells Insurance on November 16 – via Zoom. Registration will sent out after the convention.

EXECUTIVE DIRECTOR: See written report submitted by Pam.

NEW BUSINESS:

OLD BUSINESS:

2022 BUDGET: Proposed budget submitted by Rushing. Budget will be voted on by the membership on Saturday morning.

Crabtree made a motion to approve the proposed budget; Few seconded.
Motion carried.

ADJOURNMENT:

Kiser made a motion to adjourn; Rushing seconded.
Motion carried.

Meeting adjourned at 4:11 p.m.