

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING
JANUARY 12, 2022
Via Zoom

Call to Order Time: _____

Mike Mather

Roll Call

Pam Stanley

Minutes

October 7, 2021

Pam Stanley

October 9, 2021

Treasurer's Report

Jeff Day

2021 Year-End Treasurer's Report

2022 Treasurer's Report

2021 Convention

Committee Reports

By-Laws

David Rushing

Legal/Legislative/Insurance

Dean Barrett/

Lucky Anneheim

Military Affairs

Thomas Kiser, Jr.

New Members Development/

Chris Barringer/

Corporate Sponsorship

Nick Fincher

Public Affairs/Tariff Oversight

Travis Few/Cliff Crabtree

Scholarship

Kristie Allen/Tyler Space

Seminar Training

Jeff Day/Michael Zlotnik

Executive Director

Pam Stanley

New Business

2022 Convention

Pam Stanley

Trade Proposal

Pam Stanley

2022 Board Meeting Dates

Mike Mather

Old Business

Executive Session

Adjourn Time _____

North Carolina Movers Association

1st Quarter 2022 Military Committee Update

- Global Household Goods contract winner was announced by USTRANSCOM on 11/4/21. The prime contractor is Homesafe Alliance, LLC, made up of Kellogg Brown & Root, a large DoD contractor; Tier One Relocation, a large MMC; along with SIRVA Worldwide Relocation, comprised of Allied and North American Van Lines.
- USTRANSCOM indicates that the majority of the moves under GHC are scheduled to begin in the 2023 moving season.
- After the award, other bidders were debriefed by USTRANSCOM on their submissions and had 10 days to file a protest with the Government Accountability Office.
- Both bidders, American Roll on Roll Off Carrier group and Crowley filed protests. The protest period can last up to 100 days which ends on March 12th. The award can be overturned during this protest period or upheld. If it is upheld, other bidders can file an appeal in Federal Court which can last up to two years and both ARC and Crowley have indicated that they will file an appeal in court if the contract is upheld.
- USTRANSCOM indicated that the decision to award the contract to Homesafe Alliance was based on the “best value”. Homesafe Alliance had the lowest cost bid, at nearly 1.7 billion dollars less) and there are concerns throughout the industry at the ability to service this contract for the price they bid. There are even more concerns that this is a fixed price contract and the prices in the bids were determined in 2018 prior to massive increases in wages and overhead.
- Spring Personal Property Forum will be held virtually, with identical, single-day sessions covering the same content on March 29th and March 30th. Registration will run from February 14-16th.
- USTRANSCOM has announced that electronic inventories will be mandatory effective May 15th 2023.
- Round 1 of rate riling opens on January 16 and closes January 21st. Round 2 of rate filing opens on February 13th and closes February 18th. Several industry individuals on calls with USTRANSCOM have advised USTRANSCOM to expect low rates to be filed and that they will have to pay more for work this year due to increases in overhead costs and labor shortages.

NEW MEMBER DEVELOPMENT/CORPORATE SPONSORSHIP

Chris Barringer & Nick Fincher

Co-Chairmen

BOARD OF DIRECTORS REPORT

January 12, 2022

	2022	2021
Associates	27	26
Branch	18	15
Regular	194	184
TOTAL	239	225

Seminar Training Committee Report to the Board

January 12, 2022

Committee Members

Jeffrey Day, *Co-Chair*

Michael Zlotnik, *Co-Chair*

On November 17, 2021 a claims seminar was held via ZOOM. Tony Pagrabs from Wells Insurance and Pam Stanley hosted the seminar. The seminar was well received by our members. Approximately 25 different companies with 50 of their employees registered for the seminar. The NCMA along with Wells Insurance are planning to schedule another seminar this spring. Registration for this seminar will be emailed to the membership in the near future.

Respectfully submitted,

Jeffrey Day / Michael Zlotnik

EXECUTIVE DIRECTOR'S REPORT
January 12, 2022

MRT Training Seminars are continuing on Zoom for the time being. The next one is January 27.

Membership is still calling with questions about a wide variety of subjects. I have been getting calls from more consumers who have found us.

ATA Moving & Storage Conference's annual meeting in November was canceled. Their meeting will be held March 7-9 in Orlando. I have registered. ATA does not charge the state associations registration.



Tradewing

Member Engagement Platform

0



→ **A modern solution to member engagement**

Provide your members with a user-friendly environment to connect and collaborate. Tradewing makes it easy to share industry news, send updates, and reach out to your members.

→ **Deliver the full conference experience on any device**

Tradewing lets you host meetings and events of any size. Host simultaneous breakout sessions or 10,000-person keynotes. We scale with your needs at no extra charge.

→ **Offer an unmatched ROI for your sponsors**

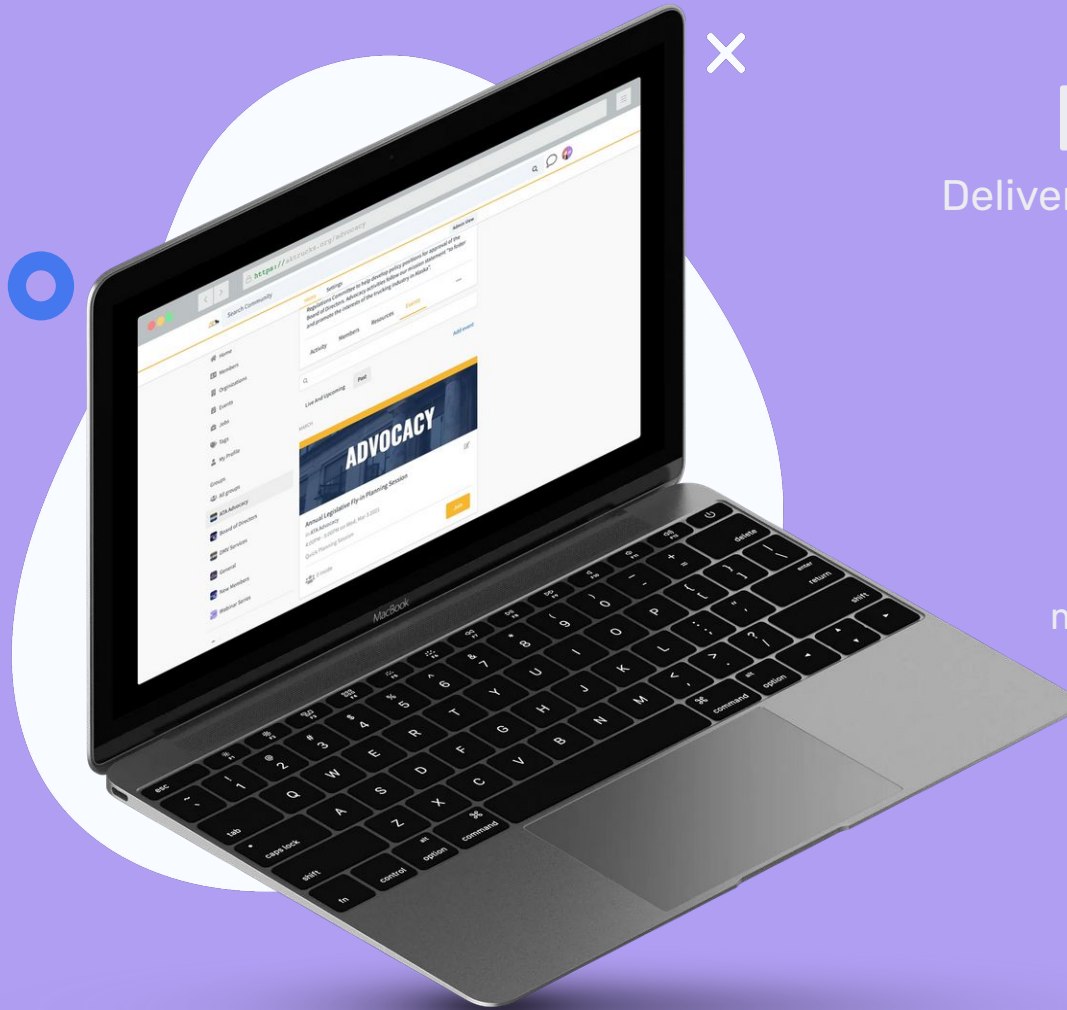
Sponsors can chat with members, provide live demos, share documents, collect leads, customize their own brand page, and even have their banners shared across the platform.

MEMBER ENGAGEMENT SOLVED



Say hello to your new #1 benefit

Deliver on your association's mission and give your members another reason to renew.



More than ever, it's critical to be able to keep your members connected and engaged. In-person events are no longer enough.

Tradewing has everything you need to help your members network, collaborate, find business, and shape their industry.



Meet & share from anywhere on the planet

Our platform delivers fully customizable online communities for associations, their members, and their sponsors to congregate, meet and share ideas from anywhere on the planet.

We recognize the role conferences and training play for associations and how critical it has become to take these events virtual even after COVID subsides.

To meet that growing need we include our complete video conferencing and virtual Tradeshow experience with our community platform.

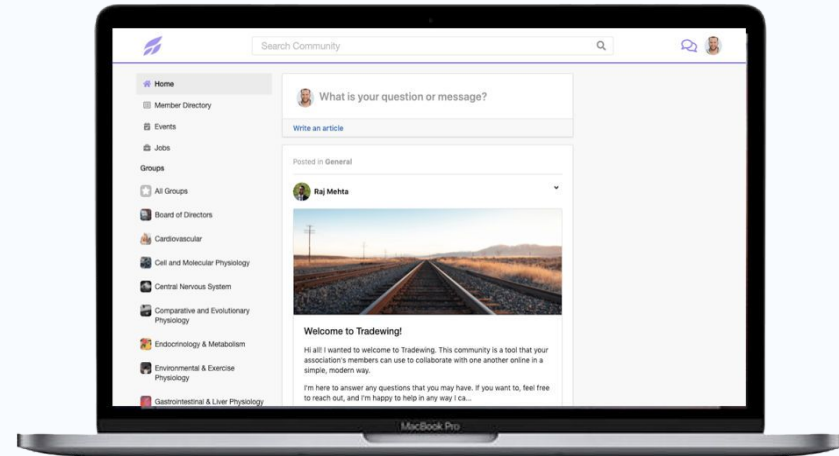


Platform Features

Member Communities

When it comes to providing your members with a secure environment to message, meet, and find answers quickly, Tradewing has everything you're looking for.

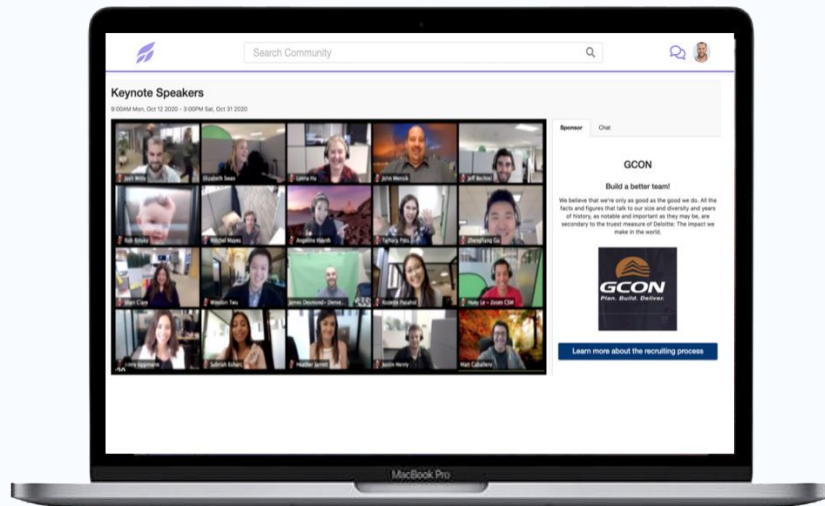
Instant messaging, public and private groups, video chat, document sharing, and webinar support are just a few of the capabilities Tradewing provides.



Meetings and Webinars

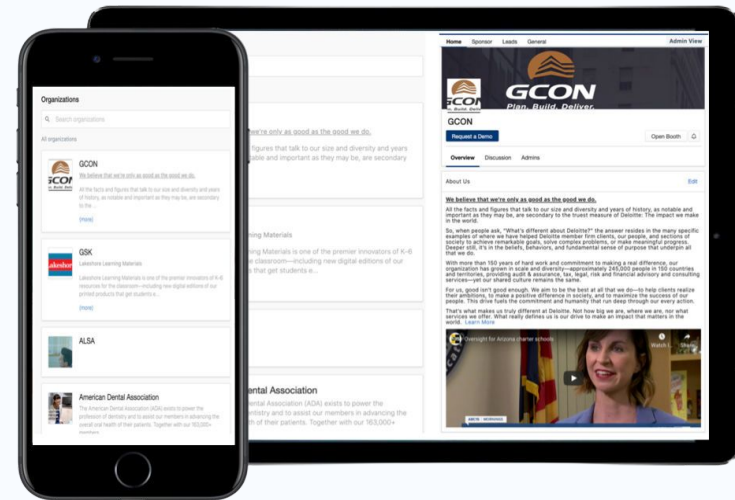
No matter the size of your meeting, Tradewing supports an unlimited number of attendees and simultaneous interactive breakout sessions, all while providing a user-friendly, crystal clear web conferencing experience and live support for all of your members, and from any device.

All of this is included in your Tradewing subscription, so even as your events and attendees scale up, your costs stay the same.



Virtual Events and Tradeshows

Help your sponsors get more for their money with dedicated virtual vendor booths and brand promotion across all of your sessions. With Tradewing, sponsors can set meetings with members, give demos, collect contact information, share content, run giveaways, and so much more. If you offer multiple sponsorship tiers, you can even customize benefit access to reward your most loyal partners.



Support and Integration

Don't have a dedicated IT team to implement Tradewing or the time to train your members? No problem! Your subscription comes with live support for integrating the platform with your association's digital tools as well as platform training for your members, sponsors, and speakers so all of your events run smoothly.

This proposal outlines and surmises services proposed in previous discovery calls with Tradewing product representatives. If there are any items that are not relevant to the services and solutions you are seeking, please ensure you bring up the specifics with your representative. This does not guarantee any services or payments to be rendered. Instead, serves as an outline of guarantees and deliverables if negotiations are resolved and formal agreements executed.

The community platform is built around your current ecosystem. We will save you money by consolidating multiple platforms into one central location creating efficiencies in management along with higher monetization of sponsors by keeping member engagement in one place.

PURPOSE OF MIGRATION

Some associations migrate due to a lack of usage and participation. Some members may be the vocal drive behind persuading an association to upgrade its product offerings in exchange for membership. Our hope is to always avoid such situations by being ahead of what we know about the members we serve.

THE OPPORTUNITY

Our goal will be to drive members to create, add-to, and collaborate within the social community to drive efficiency online for member groups and staff. This will satisfy the gaps in sharing information to groups that are disjointed and a process that is labor-intensive.





A modern virtual experience

Tradewing is designed to be easy to use for all of your members, no matter their comfort level with technology. Adoption will be fast.

Works out of the box

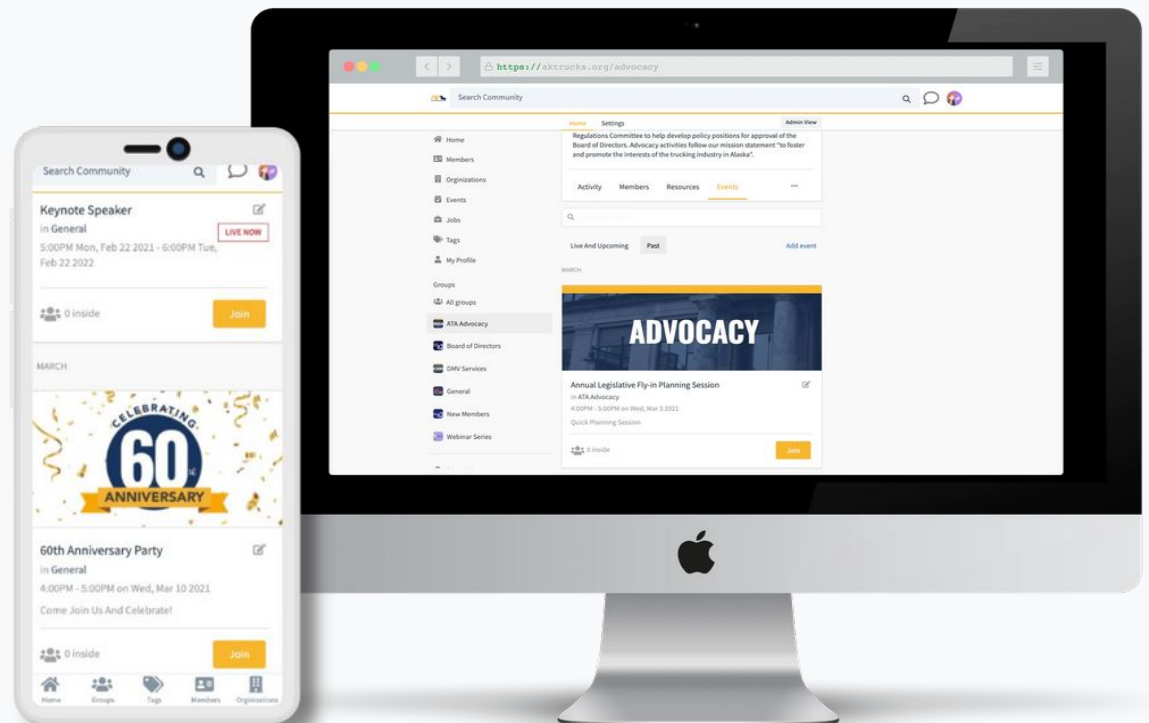
We believe your time is best spent focused on improving your industry, and it's why our platform requires no specialized IT skills to get started with.

More ways to collaborate

With instant messaging, customized groups, video chat, and more, Tradewing gives your members everything they need to connect from anywhere.

Integrates Easily

Have other tools your association wants to keep using? Our team will happily work with you to integrate with your other investments.



What's included

- Unlimited member logins

Virtual Media Interface

- Up to 3,000 attendees per event session
- Unlimited concurrent meeting capability

Sponsor Engagement

- Unlimited sponsor pages
- Other key features
 - Ad creation & placement
 - Virtual sponsor booths
 - Custom sponsor page

Storage and Integration

- Unlimited data storage in file repository
- Access to Tradewing Customer Success team

Pricing

- Annual cost: \$3,000
- One-time Implementation fee: \$1,200

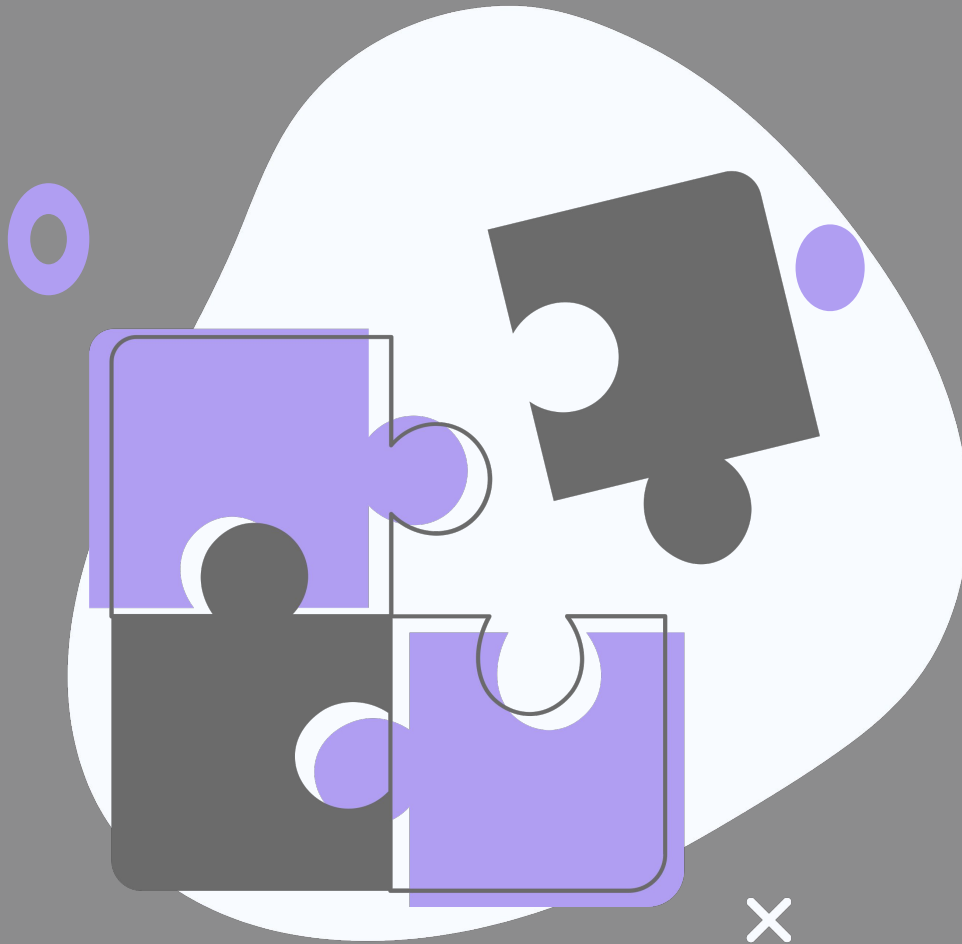


"Tradewing has given our members another avenue to connect, find business, and to find answers to problems faced by their companies."

- *Fiona Morgan*

Executive Director, ECA

Let's Build Something



512.877.7101



zperea@tradewing.com



tradewing.com

