

BOARD OF DIRECTORS  
JANUARY 12, 2022  
ZOOM MEETING

Meeting was called to order at 2:04 p.m. by President Mike Mather.

ROLL CALL: Members present: Mather, Rushing, Day, Allen, Barrett, Kiser, Anneheim, Few, Space, Zlotnik, Barringer, Crabtree, Fincher, West and Burgin.

Members absent: Campbell

Barrett made a motion to excuse the absence. Rushing seconded.  
Motion carried.

MINUTES: Minutes for the October 7<sup>th</sup> and 9<sup>th</sup> meetings were distributed.

Barrett made a motion to approve the October 7<sup>th</sup> minutes; Day seconded. Motion carried.

Barrett made a motion to approve the October 9<sup>th</sup> minutes; Barringer seconded. Motion carried.

TREASURER'S REPORT:

2021 YEAR-END

CONVENTION:	\$ 4,387.81
SAVINGS	115,245.78
OPERATING	1,045.27
SCHOLARSHIP	<u>3,262.58</u>
TOTAL	\$123,941.54

Barringer made a motion to approve the 2021 Year-End Treasurer's Report. Space seconded.  
Motion carried.

2022 TREASURER'S REPORT

CONVENTION	\$ 4,387.81
SAVINGS	115,245.78
OPERATING	2,163.63
SCHOLARSHIP	<u>3,262.58</u>
Total	\$125,059.80

Barrett made a motion to approve the 2022 Treasurer's Report. Space seconded.

CONVENTION CHECK-UP:

CONVENTION INCOME	\$33,325.00
CONVENTION EXPENSES	33,746.49
NET CONVENTION	\$ -421.49

Rushing congratulated Pam for a doing a good job on keeping it close.

Barrett made a motion to approve the Convention Check-up. Space seconded.  
Motion carried.

COMMITTEE REPORTS:

BY-LAWS: No changes requested; no report necessary. Rushing said that he will be doing a hard look at the by-laws and asked for the Board to do the same. If anyone has any changes they feel need to be made, please let him know before the next meeting.

LEGAL/LEGISLATIVE/INSURANCE: No report. We still haven't been able to meet with the Commission yet. They are still holding their weekly meetings on Zoom and have not yet started in-person meetings.

NEW MEMBERS DEVELOPMENT: See written report submitted by Barringer and Fincher.

Crabtree said he feels like we need to do some mentoring for new members. He likes interacting with members.

Pam is going to get an updated data based of the certificated movers from the Public Staff. She will divide it into regions. She will also divide our data base of members into regions also and get these out to the Board. She said we had done a brochure to send to prospective members a couple of years ago. She will send this out to the Board to review and see if we want to send this out to the movers who aren't members.

Allen asked how certificated carriers are there. Around 300.

Mather said someone talked to him about joining before he was a member. It made a difference.

Kiser said we had discussed a discounted registration fee for first-time attendees to the convention.

Mather said our numbers have remained constant over the years. We need to get them up. Pam said we always have a few who drop out due to non-payment of dues and then we replace them with new movers. Membership is our main source of revenue.

**MILITARY AFFAIRS:** See written report submitted by Kiser. The Global Household Goods contract winner is Homesafe Alliance, LLC - which is made up of Kellogg Brown & Root (a large DoD contractor; Tier One Relocation (a large MMC) and SIRVA Worldwide Relocation (Allied and NorthAmerican Van Lines). It is to start up with the 2023 moving season. Both bidders who lost the contract have filed protests.

The Personal Property Forum will be held virtually this year. Registration will run from February 14<sup>th</sup>-16<sup>th</sup>. There are two identical sessions – one on March 29<sup>th</sup> and one on March 30<sup>th</sup>.

Electronic inventories will be mandatory effective 5/15/23.

Round one of rate filing closed on 1/21. Round 2 opens on 2/13 and closes on 2/18.

**PUBLIC AFFAIRS/TARIFF OVERSIGHT:** 4.6% annual rate increase to the Maximum Rate Tariff was effective 1/1/22.

**SCHOLARSHIP:** Allen and Space said they have decided on the questions for the essays. Pam should have the applications out by the end of the month.

Allen said they need 5-7 committee members. West and Barringer both said they would be glad to serve. Pam said former recipients also like to serve.

**SEMINAR TRAINING:** Day reported that the Claims, Valuation, and Insurance seminar that we held in November was a big success. We had to stop taking attendees because we had so many sign up. We are working on having another one this winter, using Zoom again because so many people from all over the state can attend.

**EXECUTIVE DIRECTOR:** See written report submitted by Pam.

**NEW BUSINESS:**

**2022 CONVENTION:** Pam reported that the Renaissance at North Hills had someone put a hold on the dates and they booked. She is going to visit the Embassy Suites in Concord to see if this site will work for us. Convention is scheduled for October 13-15.

**TRADEWING PROPOSAL:** Pam gave the Board information about a proposal from Tradewing. This is like having a private social media site. The Board will study the proposal and see if they want more information.

2022 MEETINGS: Next Board meeting will be April 13 and it will be a Zoom meeting. The September meeting will be in person. It will be decided in April when and where to have this meeting.

SCHOLARSHIP ELIGIBILITY: Barrett asked if we open up the scholarship to stepchildren and step-grandchildren of members.

Barrett made a motion to include stepchildren and step-grandchildren to be eligible to apply for the scholarship. Space seconded.

Motion carried.

OLD BUSINESS:

TARIFF RATE INCREASE: Rushing asked if we only asked for a rate increase in a specific item would we have to have a full rate case. Pam said no. The information would have to be cost justified. Packing rates would be a good place to start; she will get more information. Last time we added items to the packing, we just had to submit costs from the box companies.

ADJOURNMENT:

Crabtree made a motion to adjourn; Barringer seconded.  
Motion carried.

Meeting adjourned at 3:07 p.m.