

BOARD OF DIRECTORS
April 13, 2022
VIA ZOOM

Meeting was called to order at 2:15 p.m. by President Mike Mather.

ROLL CALL: Members present: Mather, Rushing, Day, Allen, Barrett, Kiser, Few, Space, and Crabtree.
Members absent: Campbell, Anneheim, Zlotnik, Fincher, West, Burgin.
Rushing made a motion to excuse all absences; Space seconded. Motion carried.

Minutes for the January 12TH meeting were distributed.
Crabtree made a motion to approve the minutes; Rushing seconded. Motion carried.

TREASURER'S REPORT:

CONVENTION	\$ 4,187.81
SAVINGS	151,664.03
OPERATING	1,854.42
SCHOLARSHIP	3,262.58
TOTAL	\$160,968.84

Crabtree made a motion to approve the minutes; Space seconded. Motion carried.

COMMITTEE REPORTS:

BY-LAWS: Rushing reported that he looked over the By-laws. He saw a few things that could be tweaked and asked if anyone had anything that needed to be looked at.

Space said he had no problems. Barrett asked if he had missed an assignment. Rushing said we had discussed that the by-laws hadn't been reviewed in a couple of years and that we decided to look them over.

Rushing found the following:

Article III Section 4 - states that a quorum for a board meeting consists of those board members present.

Article VIII Section 2 – (this applies to special meetings called for the membership). States that “A quorum of 50% plus one board member will be required). (Note from Pam – this is extremely rare – we’ve never had a special meeting of the membership called since she’s been here)

Article XII Section 2 – during the “courts” instead of during the “course”.

Rushing will bring it up again next meeting.

CONVENTION – Pam stated that it's all set up, including golf. We will be able to have a shotgun start for the golf tournament. She will have packets out before the end of the month.

LEGAL/LEGISLATIVE/INSURANCE – Barrett said no report necessary. Pam said that Nick Fincher had told her that the Commission does want to have a meeting sometime – not date yet. She said we hadn't had a meeting since fall of 2019.

MENTORSHIP COMMITTEE: Committee consists of Crabtree, Annaheim, Fincher, Space, Allen and Tyler Kastl of Marathon Moving.

Crabtree said he had reach out to newer member to let them know were here to help. It was similar to when he invited new members to come to the convention. He definitely thinks it's a good thing so far and he's very pleased.

Space said he had gotten some response. He feels we will get more people interested.

Allen said she had been out of the office most of the month; she and Crabtree will connect to get her caught up.

Fincher has had one of the members who was interested come to his warehouse. He also let him go out with an estimator to show him how surveys are done.

Crabtree said his goal was to have new members have someone to ask the dumb questions and we will be encouraging them to come to the convention and start to build relationships with other movers. He feels this will them, as it helped him when he started out.

Space said some members who were established movers were also interested. He and Tyler Kastl have talked to several.

It was decided to start a Google Drive to keep up with the communications about this.

Mather said he feels this will be beneficial to the membership.

MILITARY AFFAIRS: See written report submitted by Kiser.

NTS working group – issuing on converting to private storage – agents can't get up with member and can't get paid. Liked the government paying the storage until the member is contacted – this should solve a lot of the problems. Working on getting a point of contact for each branch of service to see if a military person is out of the service.

GHC – protest was denied by GAO office. Filed protest in Court of Federal Claims. Stay until it is reviewed – ruling in fall of 2022. Start date 2024.

Future Non-Temp – being outsourced after GHC goes into effect. Having a model with large warehouse local to each base – contract with GHC. Doing non-temp as box work.

Unlimited refusal

Mask rules have changed.

NEW MEMBER: See written report submitted.

PUBLIC AFFAIRS/TARIFF OVERSIGHT – Nothing to report. No changes to the tariff.

SCHOLARSHIP – Space reported that they had formed the committee. Applicants are due on April 15.

Allen asked if a certificate could count for the Associate degree scholarship. Not right now, but we could change the requirements for next year.

Rushing asked if someone was working on a two-year degree at a four-year college what scholarship would they apply for. Associate.

Barrett said he likes the idea of offering the scholarship to someone who wants to go to CDL school. Few asked if that was benefitting only one member. Barrett said it was benefitting the entire industry.

Space said we could address this change to the procedures at the September meeting. Pam said that if the Board decides to make this change, we could announce it at the convention.

Kiser said we need to get some parameters about some of the CDL programs. We do need to decide something in September.

Mather said that that CDL schools are getting more expensive. He said these classes are directly related to our industry and getting where they are as expensive as regular college.

Space asked for help in setting this up. Barrett said he would help. Kiser said he would help also.

Space will get back with the Board.

SEMINAR TRAINING: See written report submitted by Day. He said we have no seminars scheduled at this time. He will have another Claims Seminar this fall and will have the dates in September.

He asked the Board to let him if they can think of any seminars they would like to see.

Pam said Drivers and Crew.

Allen said Estimating

Kiser said Inventory and Rider

Day said maybe we could do some at the convention. Space said that may get new people to attend the convention.

Crabtree said he went to the AMSA Independent Movers Conference. He thinks maybe we should do some breakout sessions at the convention. He feels that it would be good for Saturday morning. It would help get people to stay through Saturday.

Mather said inventory and survey training are needed. We've got a lot of experience and expertise in our businesses and we can get people to show employees how to get things done. It would be so much better to have employees from different moving companies learning the same way to do things. Our people need to realize that we are not coming up with these ideas on our own; we're doing these things because we have too. We need to teach people the right way to do things.

Allen said we could develop a spreadsheet for training. She thinks we should have another Google drive for training.

EXECUTIVE DIRECTOR: See written report submitted by Pam.

NEW BUSINESS:

MOVE FOR HUNGER EVENT: Crabtree announced that his company would be having a Move for Hunger event on May 19 in Raleigh. The venue has not yet been determined. He will let people know.

ELECTRONIC BILLS OF LADING: Barrett thought the Board might want to revisit the electronic bills of lading for the MRT. He feels this is something that we need to do. 90% of our net income is from the sale of forms. He feels we need another source of income. We have looked at few proposals, but they were expensive.

Crabtree said he just signed with Smart Moving. They are talking to the Utilities Commission about having electronic forms. He needs it to eliminate the math errors that his crews make that are costing him money.

Allen asked if Smart Moving is a CRM. Yes.

Crabtree said this was the first program that made sense for his business.

Mather said these are good. His sales people like electronic cube sheet, after thinking they wouldn't.

Space said the industry is going in the electronic direction. Some sort of digital will have to be implemented. We could look at other revenue streams.

Few said that the only way to make money is to create a CRM, which is very hard because of the limited number of movers who could use. At some point, we are going to lose revenue. A CRM would be hard for us to create.

Allen said larger companies wouldn't use an electronic bill of lading from us. It wouldn't work for them because of the security issues.

Mather said some software companies could do it. Allen said Two Men wouldn't let them use something like that. They would have to have their own software.

Barrett said the hard numbers don't look good. He just doesn't want to see the association slip away.

Crabtree said people need a CRM.

Barrett said Atlas is exploring the form and they only have two agents in the state. Rushing said Unigroup is not looking into an electronic bill of lading.

Barrett asked if we could partner with Smart Moving. We need to keep our eye on the ball.

Rushing said that on the P & L statement, we have large expenses for shipping and sales tax – but those are basically a wash.

Board needs to pay attention to revenue that is going away. Really needs to stay on the front burner. Crabtree said we could promote a company and them to our associate membership.

Barrett said we'll send out an email in thirty days and ask for ideas. Let everyone digest.

OLD BUSINESS:

2022 Board Meeting Date – Wednesday, September 14 11 – 1. Prefer the University Club in Raleigh.

TRADEWING PROPOSAL: It was decided this was too expensive. There might be other options to pursue.

It was noted that we need to watch what we say to new members. We cannot talk about pricing.

Barrett thinks maybe having something on Facebook. The Movers Syndicate is a good group.

There is an app called Group Me that is free.

Barrett said maybe we could have a Facebook page like Movers Syndicate for labor in North Carolina. Seems like Tradewing has some value, but it more money than the Association needs to spend.

Mather thinks it would benefit us to have our own grading system for labor and truck repairs.

Barrett made a motion to adjourn in honor of Tony Harris; Rushing seconded. Motion carried.

Meeting adjourned at 3:44 p.m.