

NORTH CAROLINA MOVERS ASSOCIATION  
BOARD OF DIRECTORS MEETING  
JANUARY 25, 2023  
Zoom Meeting

Call to Order Time: \_\_\_\_\_

Mike Mather

Roll Call

Pam Stanley

Minutes

October 13

Pam Stanley

October 15

Pam Stanley

Treasurer's Report

Kristie Allen

2022 Year-End Treasurer's Report

2022 Convention Check-up

2023 Treasurer's Report

Committee Reports

By-Laws

David Rushing

Convention

Pam Stanley

Legal/Legislative/Insurance

Dean Barrett/

Lucky Anneheim/Kristie Allen

Mentor Committee

Cliff Crabtree

Military Affairs

Thomas Kiser, Jr.

New Members Development/

Nick Fincher/

Corporate Sponsorship

Momo Martinez

Public Affairs/Tariff Oversight

Travis Few/Cliff Crabtree

Scholarship

Les Wilson/Maegan Allison

Seminar Training

Chris Barringer/Michael Zlotnik

Executive Director

Pam Stanley

New Business

Credit Card Processing Fee

Pam Stanley

CD Rates

Pam Stanley

2023 Board Meetings

Mike Mather

Old Business

By-Law Revisions

David Rushing

Executive Session

Adjourn Time \_\_\_\_\_

BOARD OF DIRECTORS  
October 13, 2022  
Embassy Suites  
Charlotte, NC

Meeting was called to order at 3:08 p.m. by President Mike Mather.

ROLL CALL: Members present: Mather, Rushing, Barrett, Kiser, Anneheim, Zlotnik, Crabtree, and West

Members absent: Allen, Campbell, Few, Barringer, Fincher and Burgin.

Anneheim made a motion to excuse; West seconded. Motion carried.

MINUTES: Minutes for the September 14<sup>th</sup> were distributed. Rushing made a motion to approve the minutes; Anneheim seconded. Motion carried.

TREASURER'S REPORT:

CONVENTION	\$ 28,129.99
SAVINGS	130,331.81
OPERATING	3,588.69
SCHOLARSHIP	<u>1,262.58</u>
Total	\$163,313.07

Board discussed going to the beach for the meeting next year. Pam is to look into investing \$50,000 into a CD.

Barrett made a motion to approve the Treasurer's Report; Crabtree seconded. Motion carried.

COMMITTEE REPORTS

BY-LAWS: Rushing said we will be looking at the changes at the January Board meeting. Pam asked that the Board to shorten the 48-hour time period for board members to object to new members.

CONVENTION: Pam notified the Board that we have several new sponsors. Rushing said board members need to make sure they are watching their behavior. lots of new sponsors. Kiser said we have a good speaker talking about compliance.

LEGAL/LEGISLATIVE/INSURANCE: Anneheim reported nothing new. We did have a good meeting with the Commissioners and the Highway Patrol. We should have another one this year.

MENTOR: Crabtree said he feels this is a great program. We lost Tyler Space, so we need to find a replacement. If any board member wants to help out with this program, please let Crabtree or Pam know.

MILITARY AFFAIRS: Kiser said he has a lot to cover tomorrow at the General Business Session tomorrow.

NEW MEMBERS DEVELOPMENT: See written report submitted by Barringer and Fincher. Mather said he would give their report tomorrow at the meeting.

NOMINATING: See written report submitted by Burgin.

Zlotnik made a motion to approve the slate of directors; Anneheim seconded. Motion carried.

PUBLIC AFFAIRS/TARIFF OVERSIGHT: No report

SCHOLARSHIP: Rushing said he would give the report tomorrow and present the award Friday night.

SEMINAR TRAINING: Hoping to get a Claims and Valuation Seminar done this winter.

EXECUTIVE DIRECTOR: See written report submitted by Pam.

NEW BUSINESS:

BUDGET: Rushing submitted the proposed budget. Barrett made a motion to approve the proposed budget; Kiser seconded. Motion carried.

OLD BUSINESS:

Mather said there is a misconception that being on the Board takes a lot of time. It doesn't. He had problems finding new board members. Pam said she starts planting the idea in people's heads to give them to think about for next year. We always need new board members. Mather said it's the Board's responsibility to make the association better.

Crabtree made a motion to adjourn; Anneheim seconded.

Meeting adjourned at 4:35 p.m.

BOARD OF DIRECTORS  
October 15, 2022  
Embassy Suites  
Charlotte, NC

Meeting was called to order at 9:52 a.m. by President Mike Mather.

ROLL CALL: Members present Mather, Rushing, Martinez, Barrett, Allison, Anneheim, Zlotnik, Crabtree, West and Burgin.

Members absent: Allen, Kiser, Few, Wilson, Barringer and Fincher.

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

Meeting in January was set for January 25<sup>th</sup> at 1 p.m. via Zoom.

Discussion was held on ways to increase attendance on Saturday for the meeting. Golf on Thursday was mentioned. Have more alternative options for Friday afternoon. Moving the awards to Saturday morning. These were all discussed.

The Board is going to be discussing these ideas in detail at the January meeting.

Crabtree made a motion to adjourn at 10:10 a.m.; West seconded. Motion carried.

2022 TREASURER'S REPORT

CATEGORY DESCRIPTION	2022	2021	BUDGET	DIFF
BALANCE January 1	\$123,941.54	\$103,355.53		BUDGET
<b>INCOME/EXPENSE</b>				
<b>INCOME:</b>				
ASSOCIATE DUES	1,400.00	4,900.00	5,200.00	(\$300.00)
BRANCH DUES	1,312.50	1,068.75	1,125.00	(\$56.25)
CREDIT CARD FEES	2,177.19	2,475.75	3,000.00	(\$524.25)
FORMS	38,473.23	47,938.40	41,435.00	\$6,503.40
INTEREST INCOME	158.93	12.12	25.00	(\$12.88)
MEMBERSHIP DUES	58,237.75	54,200.75	55,000.00	(\$799.25)
SALES TAX	2,626.46	3,267.12	3,000.00	\$267.12
SCHOLARSHIP	2,055.00	1,948.00	2,000.00	(\$52.00)
SEMINARS				\$0.00
SHIPPING	5,908.53	6,587.82	6,000.00	\$587.82
SOFTWARE	1,260.00	1,260.00	1,400.00	(\$140.00)
<b>TOTAL INCOME</b>	<b>\$113,609.59</b>	<b>\$123,658.71</b>	<b>\$118,185.00</b>	<b>\$5,473.71</b>
<b>EXPENSES:</b>				
ACCOUNTING-PROF FEES.	700.00	650.00	650.00	\$50.00
BANK SERVICE FEES	2,956.19	3,304.24	3,000.00	(\$43.81)
BOARD MEETING EXPENSE	761.46		2,000.00	(\$1,238.54)
BOARD RESERVE			0.00	\$0.00
CAPITAL EXPENDITURES	640.49		0.00	\$640.49
DUES (MEMBERSHIP)			0.00	\$0.00
EXECUTIVE DIR PROF FEE	42,435.11	41,000.16	42,435.00	\$0.11
FORMS	29,069.34	35,151.88	31,000.00	(\$1,930.66)
INSURANCE	1,645.00	1,645.00	1,700.00	(\$55.00)
IT	2,659.06	3,311.51	2,500.00	\$159.06
LEGAL				\$0.00
MEETINGS			750.00	(\$750.00)
MISCELLANEOUS	228.78	1,106.75	0.00	\$228.78
POSTAGE	676.00	803.61	800.00	(\$124.00)
PRINTING		228.12	500.00	(\$500.00)
RENT	1,800.00	1,800.00	1,800.00	\$0.00
SALES TAX PAID	2,666.04	3,462.57	3,000.00	(\$333.96)
SCHOLARSHIPS	3,000.00	4,000.00	4,500.00	(\$1,500.00)
SHIPPING	5,674.36	6,554.80	6,000.00	(\$325.64)
SOFTWARE	1,095.00	1,495.00	1,400.00	(\$305.00)
SUPPLIES	907.42	1,748.89	2,000.00	(\$1,092.58)
TAXES	135.00		1,100.00	(\$965.00)
TELEPHONE EXPENSE	2,107.91	2,465.31	2,500.00	(\$392.09)
TRAVEL EXPENSES	7,202.39	1,745.31	10,550.00	(\$3,347.61)
<b>TOTAL EXPENSES</b>	<b>\$106,359.55</b>	<b>\$110,473.15</b>	<b>\$118,185.00</b>	<b>(\$11,825.45)</b>
<b>TOTAL INCOME/EXPENSE</b>	<b>\$7,250.04</b>	<b>\$13,185.56</b>	<b>\$0.00</b>	
<b>CONV 2022 INCOME</b>	<b>\$34,530.00</b>			
<b>CONV 2022 EXPENSE</b>	<b>\$45,715.38</b>			
<b>CONV 2021 INCOME</b>		<b>33,325.00</b>		
<b>CONV 2021 EXPENSE</b>		<b>33,746.49</b>		
<b>NATIONAL COUNCIL FUNDS</b>	<b>\$4,071.72</b>	<b>\$7,821.94</b>		
<b>CASH ON HAND 12/31/22</b>	<b>\$116,289.80</b>	<b>\$123,941.54</b>		

ACCT BALANCES

<b>Acct</b>	<b>12/31/2022</b>
Wells Fargo Convention	8,327.43
Wells Fargo Savings	102,713.15
Wells Fargo Operating	1,931.64
Wells Fargo Scholarship	3,317.58
<b>TOTAL</b>	<b>\$116,289.80</b>

2022 CONVENTION ACCOUNT CHECKUP

<u>DESCRIPTION</u>	<u>AMOUNT</u>
BALANCE ON HAND 1/1/22	\$4,387.81
<b>2022 CONVENTION</b>	
<u>INCOME:</u>	
SPONSORS	\$25,170.00
GOLF	3,600.00
MEMBER REGISTRATIONS	5,760.00
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TOTAL INCOME	\$34,530.00
<u>EXPENSES</u>	
GOLF OUTING	3,204.06
GRAND PRIZES	500.00
HOTEL	36,232.74
PHOTOGRAPHER	1,725.00
PLAQUES	202.82
PRINTING	402.45
PRIZES - DOOR & CORNHOLE	\$625.76
SIGNS	560.46
SPEAKER	2,028.00
SUPPLIES	232.09
	<hr/>
TOTAL EXPENSES	\$45,713.38
NET CONVENTION	(\$11,183.38)
TRF FROM SAVINGS	\$15,000.00
TRF FROM OPERATING	\$291.01
TRF TO SCHOLARSHIP	\$282.00
BALANCE ON HAND 12/31/22	\$8,213.44

2023 TREASURER'S REPORT

CATEGORY DESCRIPTION	2023	2022	BUDGET	DIFF
<b>BALANCE January 1</b>	\$116,289.80	\$123,941.54		<b>FROM BUDGET</b>
<b>INCOME/EXPENSE</b>				
<b>INCOME:</b>				
ASSOCIATE DUES			5,000.00	(\$5,000.00)
BRANCH DUES			1,200.00	(\$1,200.00)
CREDIT CARD FEES	83.16	71.83	3,000.00	(\$2,928.17)
FORMS	1559.50	2086.60	42,000.00	(\$39,913.40)
INTEREST INCOME		0.98	15.00	(\$14.02)
MEMBERSHIP DUES	200.00		57,000.00	(\$57,000.00)
SALES TAX	100.59	141.74	3,000.00	(\$2,858.26)
SCHOLARSHIP			2,000.00	(\$2,000.00)
SEMINARS				\$0.00
SHIPPING	197.00	344.92	6,000.00	(\$5,655.08)
SOFTWARE	860.00	930.00	1,200.00	(\$270.00)
<b>TOTAL INCOME</b>	<b>\$3,000.25</b>	<b>\$3,576.07</b>	<b>\$120,415.00</b>	<b>(\$116,838.93)</b>
<b>EXPENSES:</b>				
ACCOUNTING-PROF FEES.			725.00	(\$725.00)
BANK SERVICE FEES	77.08	115.57	3,000.00	(\$2,884.43)
BOARD MEETING EXPENSE			2,000.00	(\$2,000.00)
BOARD RESERVE			0.00	\$0.00
CAPITAL EXPENDITURES			0.00	\$0.00
DUES (MEMBERSHIP)			0.00	\$0.00
EXECUTIVE DIR PROF FEE	1,830.01	3,536.26	43,920.00	(\$40,383.74)
FORMS	501.53	762.25	31,370.00	(\$30,607.75)
INSURANCE			1,700.00	(\$1,700.00)
IT		89.99	4,000.00	(\$3,910.01)
LEGAL				\$0.00
MEETINGS			100.00	(\$100.00)
MISCELLANEOUS			400.00	(\$400.00)
POSTAGE			800.00	(\$800.00)
PRINTING			1,000.00	(\$1,000.00)
RENT		150.00	1,800.00	(\$1,650.00)
SALES TAX PAID	206.67	146.85	3,000.00	(\$2,853.15)
SCHOLARSHIPS			4,000.00	(\$4,000.00)
SHIPPING	64.59	235.70	6,000.00	(\$5,764.30)
SOFTWARE	1,010.00	1,070.00	1,200.00	(\$130.00)
SUPPLIES		49.00	1,800.00	(\$1,751.00)
TAXES			1,100.00	(\$1,100.00)
TELEPHONE EXPENSE		203.50	2,500.00	(\$2,296.50)
TRAVEL EXPENSES		519.56	10,000.00	(\$9,480.44)
<b>TOTAL EXPENSES</b>	<b>\$3,689.88</b>	<b>\$6,878.68</b>	<b>\$120,415.00</b>	<b>(\$113,536.32)</b>
<b>TOTAL INCOME/EXPENSE</b>	<b>-\$689.63</b>	<b>-\$3,302.61</b>	<b>\$0.00</b>	
<b>NATIONAL COUNCIL FUNDS</b>	<b>\$2,571.72</b>	<b>\$7,821.94</b>		
<b>CASH ON HAND 1/25/23</b>	<b>\$114,100.17</b>	<b>\$120,638.93</b>		



ACCT BALANCES

<b>Acct</b>	<b>1/25/2023</b>
Wells Fargo Convention	8,327.43
Wells Fargo Savings	100,355.92
Wells Fargo Operating	1,940.54
Wells Fargo Scholarship	3,317.58
<b>TOTAL</b>	<b>\$113,941.47</b>

BY-LAW COMMITTEE

David Rushing, Chairman

January 25, 2023

Recommended change:

**ARTICLE I SECTION 4.** All applications for membership shall be referred to the Board of Directors for approval and election by majority vote. Board members will be polled, either by telephone or electronically, immediately after the application has been received. Board members will have **48** hours to submit comments to the Executive Director about prospective members. The vote will take place after **48** hours.

Change 48 hours to 24 hours.

## **North Carolina Movers Association**

### **1st Quarter 2023 Military Committee Update**

- Rate filing delayed due to questions and concerns regarding BVS 2.0. Round 1: 19 Feb – 24 Feb. Round 2: 19 Mar – 24 Mar.
- This rate filing delay will cause several issues. Peak shipments that normally book on and after May 15<sup>th</sup> when the TDL opens up will be delayed until sometime in April. The effects of this will be: Agents books will be empty longer than normal which may affect hiring decisions and affect capacity. When shipments do start booking, TSP's will be fighting for available capacity. Shipments will be offered quickly and blackouts will be critical so TSP's don't over accept. The positives of all of this is that discounts will be driven down quickly and peak may run longer than normal.
- 2023 business rules effective 15 May 2023.

### **International Association of Movers (IAM) call on 11 Jan 23. HomeSafe Alliance/GHC update from Matt Dolan (President) and Al Thompson (CEO).**

#### **Al Thompson**

- We need full active participation from industry. We think this will be good for your business.
- Operational test period will take place with 75 shipments under the new GHC program from 14 July – 31 Aug.
- Current projected GHC implementation timeline. Domestic. 25% Sept 2023. 25% Oct 2023 (50% total). 25% Nov 2023 (75% total). 25% December 2023 (100% total) including Alaska, Hawaii and Canada. OCONUS. 25% Feb 2024. 25% March 2024 (50% total). 25% April 2024 (75% total). 25% May 2024 (100% total).
- Job 1 for GHC implementation – enabling technology platform and get it up and running.
- Job 2 for GHC implementation – form contractual relationships between Homesafe and industry to execute performance.
- Will use several means to establish this. Go around the country starting in February 2023 to host “town hall events” to answer questions and get industry signed up to join the Homesafe team. 5 or 6 cities in February. 6 or 8 presentations at major airport hotels so people can fly in easily. Will need people to register once the schedule is released.
- The only way we will be successful is with all of industry, their participation and support.

## **Matt Dolan**

- No animosity with anyone that bid on this contract.
- TRANSCOM has been a great partner. Really trying to work together to solve issues so that HomeSafe, Industry and Transcom can succeed.
- Demand Signal – Looked at all types of work. Very predictable demand that they can tell us what we need to do on a month to month basis.
- IT system is called Homesafe Connect and it will be NIST compliant. HomeSafe Connet will talk to MilMove. The program is free for everyone. All documents will be produced in here.
- Will be working through a carrier quality index. Will use the CSS score, claims performance and timeliness of services to determine who gets work. The people who have a better performance will have more work opportunities in the future.
- There will be 5 regional offices set up throughout the country to support GHC and industry. Located NE, SE, Med West, SW and NW.
- Will have a landing page on Homesafe Connect where everyone can see their scores at any time. Will have the opportunity to question a score if it doesn't belong to you.
- Register your businesses at [homesafealliance.com](mailto:homesafealliance.com). Email [contact@homesafealliance.com](mailto:contact@homesafealliance.com) with any questions.
- There is enough work for every truck, every warehouse and every hauler.
- Homesafe is a joint venture between KBR, TierOne. Majority owner is KBR.
- Homesafe will be going through USBank for payment and Homesafe will be distributing revenue to agents.
- Will not have a convoluted comp schedule. You will know what you will get paid when you accept the work.
- Everything is paid per CWT (hundred weight) basis. CWT per mile based on zip 3, SIT per CWT, First day handling is per CWT, packing is per CWT. You will know what you get paid when you accept the job and once you have actual weight you will know the exact amount.
- Set rate for third party services.
- Pass throughs still exist for shuttles, etc.
- Will address FAR contract requirements in townhall meetings.
- Small business set aside. There is a required % that must be paid to small businesses.
- Schedule for town hall meetings should be released ASAP. Should be before the end of January at the latest.
- OCONUS townhalls are planned in Europe and Hawaii at a later date.
- Homesafe plans to participate on IAM's monthly call to provide information to industry. Second Wednesday of each month. 1:00 pm Est.

# NEW MEMBER DEVELOPMENT/CORPORATE SPONSORSHIP

Nick Fincher & Momo Martinez

Co-Chairmen

## BOARD OF DIRECTORS REPORT

January 25, 2023

	2023	2022
Associates	30	27
Branch	19	19
Regular	177	194
TOTAL	226	239

New Members since last meeting:

Randy's Delivery of Jacksonville, Inc.

CWTC Moving & Storage, LLC

EXECUTIVE DIRECTOR'S REPORT  
January 25, 2023

MRT Training Seminars are continuing to be on Zoom for the time being. The next one is tomorrow and it will be on Zoom. February will also be on Zoom. The Public Staff is talking about some holding in-person seminars this year, but there have been no dates set yet.

I spent a lot of time helping members get their Annual Reports filed. The Commission issued an order yesterday and 81 movers still don't have their 2021 Annual Reports filed. About half of these are members of the Association. I have reached out to them offering my assistance. They have 60 days to get their reports in or their certificate will be cancelled.

Completed my annual audit of our membership records – database, email, QuickBooks and online and paper roster. I do this before I mail out the annual dues billing. Invoices are ready to go.

I will be attending the Moving and Storage Conference annual meeting at the end of February. Hopefully, attendance will be good. Like all conventions, registrations are slow.

Waiting on the stationary order. Office is pretty close to being finished.

## CD RATES

### Merrill Lynch

1 year - 4.7%

2 year - 4.5%

3 year - 4.25%

5 year - 3.9%

### Wells Fargo

6 months – 3.5%

13 months – 3.75%