

BOARD OF DIRECTORS
Zoom Meeting
January 25, 2023

Meeting was called to order at 1:06 p.m. by President Mike Mather.

ROLL CALL:

Members present: Mather, Rushing, Allen, Martinez, Barrett, Allison, Kiser, Anneheim, Few, Wilson, Zlotnik, Crabtree, and Fincher.

Members absent: Barringer, West and Burgin

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

MINUTES :

Minutes for the October 13, 2022 and October 15, 2022 meetings were distributed.

Crabtree made a motion to approve the October 13, 2022 minutes; Allison seconded.
Motion approved.

Allen made a motion to approve the October 15, 2022 minutes; Thomas seconded.
Motion approved.

TREASURER'S REPORT:

2022 YEAR-END TREASURER'S REPORT:

CONVENTION	\$ 8,327.43
SAVINGS	102, 713.15
OPERATING	1,931.64
SCHOLARSHIP	<u>3,317.58</u>
TOTAL	\$116,289.80

2022 CONVENTION CHECKUP:

INCOME	\$34,530.00
EXPENSES	<u>45,713.38</u>
NET	\$-11,183.38

Crabtree made to approve the Convention Checkup; Zlotnik seconded.
Motion carried.

2023 TREASURER'S REPORT

CONVENTION	\$ 8,327.43
SAVINGS	100,355.92
OPERATING	1,940.54
SCHOLARSHIP	<u>3,317.58</u>
TOTAL	\$113,941.47

Rushing made a motion to approve the 2023 Treasurer's Report; Zlotnik seconded.
Motion carried.

COMMITTEE REPORTS

BY-LAWS: See written report submitted by Rushing. We had talked about a few things in the past year. He hasn't done anything in regards to quorums because he hasn't heard back from anyone so he takes that as being no need to make changes.

Currently, In the realm of voting for new members. We currently have 48 hours to be approved once presented to Board. He thinks that is a good idea to change this to 24 hours.

Rushing said his take on this is that all of these people have been vetted by the NCUC to be movers in NC. He feels no need to not allow them into the association. We would already know if there was any issue before they were presented. He feels that we need to reduce it to either 24 or eliminate the requirement.

Pam said over half of the board responds immediately. Pam said that since was implemented in 2018, no one has ever objected to an applicant. She doesn't like the delay for the new member to be processed and placed on the website.

Barrett asked what was the intent of the 48 hours. Pam said that a board member had a problem with an applicant, but he wasn't comfortable sharing it with the Board. That's why she started sending the applicants out blind carbon copies so a board member could respond without the board knowing who was making the comments. Barrett asked if it was just one person; yes. Barrett and Mather said that it was a process that didn't need to be done.

Discussion about protecting the association from people who aren't at our standards.

Barrett made a motion to accept David's proposal to 24 hours. Few seconded.
Motion carried.

CONVENTION: Pam said she was a having a hard time getting our dates or getting up with someone. She has gotten proposals from hotels on the riverfront in Wilmington. Discussion about if people went to the beach or riverfront and discussion about dates.

Pam will be checking out sites in person and will get back with the Board next week.

LEGAL/LEGISLATIVE/INSURANCE: Anneheim said that Nick Jeffries is setting up the biannual meeting with the Commission, Public Staff and Highway Patrol on March 13 at 2 p.m.

Allen asked what the purpose of this meeting. Pam said the Commission and the Public Staff gives us updates about transport issues. The Highway Patrol tells us about their efforts. It's a good way to keep transportation on their minds. Last meeting, we had six out of the seven Commissioners there. We teach them about moving.

Allen asked if it will it be helpful to come out with a set of topics that we want broached. Pam said we're on the agenda to bring up anything we want to discuss. However, if there is a pending matter

before the Commission they are not allowed to discuss them. Allen said that if anyone wanted to bring up anything before the meeting, let her know.

MENTOR: Crabtree said it's working good. Pam lets people know that it's available and sends them to him. It helped a lot. He is surprised that newer members attending the convention and said that they wanted to be a part of it. It helps them to have someone to be able to ask basic questions.

Crabtree asked if anyone wants to help. Pam reminded that we lost Tyler, so we need more. Pam to send out reminder of the program to the membership.

MILITARY AFFAIRS: See written report by Kiser.

NEW MEMBERS DEVELOPMENT: See written report. Pam said that there have about a half dozen companies that have gone out of business.

PUBLIC AFFAIRS/TARIFF OVERSIGHT: Pam said this has traditionally not been an active committee. She asked for help with getting a stronger internet presence. Crabtree said he would like to be removed from this committee; Mentor committee is taking up a lot of time.

Pam asked for help. Allen said that Few was good. Few said he could help. It could be put through Instagram. Allen said she could help also.

Allen said could we make changes to tariff. Pam said we could make changes, as long as they were cost justified.

Discussion about how to go about getting an increase. Noted that all our costs have gone up – trucks especially.

Allen said we need to focus on what we want. She has talked to Krishna and they will need data from several different carriers. We could do a focused increase, without a general rate case. Contact Kristie if you can help.

Allen is willing to try.

SCHOLARSHIP: Allison has some suggestions. It was mentioned in previous meeting of including the CDL program under the Associate program. She feels that would be a great addition.

Pam said a motion would be needed.

Barrett made a motion to include the CDL program in the Associate scholarship; Crabtree seconded.

Allen said she didn't need it; Crabtree said he use CDL drivers either. But he feels this chance could change someone's life.

Motion carried.

SEMINAR TRAINING: Zlotnik said next MRT training is tomorrow on Zoom meeting. February is through Zoom. They are talking about in-person seminar this year.

Pam asked if we wanted to do a Zoom class like last year seminar with Tony Pagrab for Claims, Valuation and Insurance. Pam will get one set up before season.

EXECUTIVE DIRECTOR: See written report. Discussed on how to make the annual report filing smoother.

Pam asked about the credit card processing fee. We are currently charging 3%; QuickBooks raised the rate to 3.7%. She asked for Board approval.

Crabtree made a motion to raise the credit card processing fee; Wilson seconded.
Motion carried.

Pam will be emailing the invoices. She is reminding everyone again of the change of address. Forwarding is very slow.

NEW BUSINESS:

CD: Pam contacted Wells Fargo and Merrill Lynch. CD rates are good now. Wilson said we should do one year.

Barrett asked if we consider Money Market account. Thomas asked for penalty for early withdrawal and would consider two years. Pam will let the Board know. What is our money market rate?

Barrett said that Mather and Rushing need to consider. Pam forecasted that we would lose money on the convention. Y'all might want to look at numbers and get more money out of sponsors. We cannot function at a deficit.

Barrett said we might need to raise dues, a slight increase. We cannot continue to take money out of savings.

Crabtree said he was thinking about this also. He said that sponsors say that ours is very affordable. A slight increase across the board is in order.

We have time to adjust rates for the convention.

Pam asked if we wanted to raise the dues this year or wait until next year. She needs to get the dues out. She will bill the membership at the same rate.

Mather has noticed over the years –that some committees have no reports. Can we make a new committee. We have a problem with illegal movers. Focus of this committee – we just happened upon movers that are illegal and have a procedure to report them.

BBB has a lot of illegal movers. Committee to do police work.

Allen said the BBB is more like a chamber of commerce; it's not for regulation.

Few said a lot of illegal movers reported, but he has never seen one shut down. Pam said that the Commission cannot shut down a company; they can only fine them.

Mather said there are lots of illegal movers on the Better Business Wilson said we would need an attorney to represent. Mather said he just wants to report them. He just wants a better way to report them.

Few did an interview and made a point that we were a licensed industry. People do not know that we're regulated.

Barrett told Allen that we should include this on the bullet points for the meeting with the Commissioners. He said we need to make local law enforcement aware of the laws. He said at the last meeting with the Commissioners and the Highway Patrol they are very aware of this.

Allen said she has been working with another board about getting PR recognition. She thinks we need to do more of this.

How can we be more effective.

Zlotnik wants to be on the committee. He contacts people himself to see if someone is legal. Allen we need to have numbers, showing the problem. Pam noted how the Commission used to have their own inspectors, but they gave them to the Highway Patrol in the 70's.

Mather feels we need to do something more to help with this problem. He thinks no one has a problem reporting this. He feels we need to keep reporting the same person and ask what is going on.

Allen thinks they will ask us what are we doing. Mather said he went on the Better Business Bureau and found a lot illegal. Crabtree said we need to get the list and get it to the Commission and have them contact the BBB.

Few said we should have a list of our questions ahead of time at the March 13 meeting.

Martinez asked if we could get Acuna who talked at the convention to do another seminar. Crabtree said we could a location. Allison and Kiser said she if we could see if he did Zoom. Pam will reach out.

Mather said he got a letter from Angie's List about what they do for associations. Mather to send letter to Pam to check it out.

2023 MEETING: Do we want to meet in person or Zoom. Rushing said the advantage to Zoom calls is that we don't have to travel. He feels like Zoom doesn't always work. His owners are not happy with meeting during the week.

Few said he sees no need to go back to in person meeting.

Allen asked if we had to meet on Saturday. Pam said no. We can meet whenever we want. By-laws says meet once a quarter. Discussion on having it earlier.

April 12 at noon.

Discussion about convention. Pam will visit hotels downtown and get back to board.

Few said we need to meet on social media. Rushing said he'd be able to help.

Few made motion to adjourn; Rushing seconded.

Motion carried.

Meeting adjourned at 3:09 p.m.