

BOARD OF DIRECTORS  
APRIL 12, 2023  
ZOOM

Meeting was called to order at 12:14 p.m. by President Mike Mather.

ROLL CALL:

Members present: Mather, Rushing, Allen, Martinez, Barrett, Allison, Kiser, Anneheim, Wilson, and Crabtree

Members absent: Few, Zlotnik, Barringer, Fincher, West and Burgin.

Rushing made a motion to excuse off absences; Crabtree seconded.  
Motion carried.

MINUTES:

Minutes for the January 25<sup>th</sup> meeting were distributed.

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

TREASURER'S REPORT:

CONVENTION	\$ 8,327.43
SAVINGS	112,895.57
OPERATING	13,283.54
SCHOLARSHIP	<u>3,317.58</u>
TOTAL	\$137,824.12

Allen noted that the Associate dues were ahead of last year's and that Membership dues were \$10,000 below last year at this time. Allen asked Pam if she thought that forwarding had something to do with that. Pam said yes; the forwarding had been not good.

Allen said she wanted to know why the bank service fees were higher. Pam said more people were paying dues with credit cards. Allen said that was offset by the credit card fees we requested. Allen asked why the IT expenses were higher. She asked if the IT was higher because of the move.

Allen asked why the supplies were higher than last year. Pam said she had to replace all the business stationery with the move and that was about \$1,000.

Crabtree made a motion to approve the Treasurer's Report; Allison seconded.

Motion carried.

## COMMITTEE REPORTS

BY-LAWS: Rushing stated that no report was necessary.

CONVENTION: Pam said that we are set up at the Embassy Suites in Wilmington. She has done a Save the Date and notified the sponsors of the dates. Pam said she met with West last week. They have settled on a theme. Pam will be getting packets out early May.

West and Pam decided that we would do something on Friday similar to what MSC did at their annual meeting. We would have tables set up for different topics and people could move around to the topic. We were thinking about asking HomeSafe if they wanted to speak on Saturday. They didn't want to have a paid speaker for Saturday since the attendance was so bad on Saturday last convention. We are hoping that more people will stay over since the meeting is in Wilmington.

Crabtree said the ATA/MSC Breakout was very good. It was popular.

Paula and her staff are going to be helping Pam so the convention will run smoother this year.

LEGAL/LEGISLATIVE/INSURANCE: Allen said our meeting with the Commissioners was cancelled because their hearing for Bald Head Island went over. Pam has asked Nick for an alternate date; they have not gotten back up with her.

Allen asked what the Insurance portion of this committee was about. Pam said anyone could bring up anything, but that it was rarely done.

ILLEGALS: Mather said no report. Mather asked the best way to report illegals. Pam said you could call the Public Staff or give it to her and she will turn them in. The Public Staff does keep people anonymous and they keep up with who is turned in. The first step for the Public Staff is to educate the person that they need to be legal. Pam said turn them in to her and she will take care of it.

MENTOR: Crabtree has no report this time.

MILITARY AFFAIRS: See written report by Kiser. Pam said she sends out Thomas' report to a Military Committee data base.

Kiser said the title was wrong; it was Non-Temp changes. Missing Firearms can trigger a 100% audit of all firearms in your non-temp storage. It would not be for one violation, but several.

No lithium batteries in any non-temp shipment. Crew members and estimators need to be made aware of this.

Back-up plan for GHC is to slow down the number of shipments until one phase is processed properly. They are going to make this work.

HomeSafe is going to want inventories to be very detailed of what is inside boxes.

Kiser said you contact him if you had any questions.

NEW MEMBERS DEVELOPMENT: see written report submitted by Martinez.

Crabtree said we need to be getting more sponsors for the convention. Is it too early? Pam said no. The packets aren't ready for the convention yet. We will go up a small amount for the sponsors. Pam will do more work on spreadsheet on costs. Food is more reasonable.

Crabtree said there were so many vendor people that did not have a booth and just walked around. Pam said we did have an option where you didn't have to have a booth, but the sponsor had to be a financial partner and pay registration. Pam said she had a few try to just pay registration. And Pam said they could sponsor an event without having a booth.

Allen asked for a list of vendors from last year.

**Aegis**

**Chariot Software**

**CMS**

**Daycos**

**Hub International**

**Kentucky Trailer**

**N & N Moving**

**National Van Lines**

**Relo Solutions**

**Remedy**

**Smart Moving**

**Suddath Govmt**

**Supermove**

**The Selzer Company**

**United Brokerage**

**Victory Packaging**

**Wells Insurance**

**Wheaton**

Crabtree said he had three people who wanted to be sponsors for us.

**PUBLIC AFFAIRS/TARIFF OVERSIGHT:** Pam said she had reached out to Few and Allen to talk about the social media presence. Few said he might have time next week to talk. Allen said she could help and they will set up a meeting.

**SCHOLARSHIP:** Pam said there had been no applications as of today. She sent it out to the membership on Monday and has had several calls.

Pam asked if we wanted to extend the deadline. Allison said she would have no problem if we extended.

Rushing asked how the CDL Training Scholarship works. You need to apply for the two-year scholarship. Pam said show us that they had been accepted at a school.

Mather said his guys didn't want to write an essay.

Pam said we could change the application for next year. Crabtree have the application completed by the applicant and the owner write a recommendation.

Rushing said the check would go to the school, not the individual.

Mather said we could have a system where they show us that they passed and we reimburse them after the fact.

Rushing said it's too late to change things this year and the committee could brainstorm ways for next year.

Pam asked if she needed to send a deadline. We would need to extend it to May 8, if we wanted to extend because of her vacation the first week of May.

Allison said there had been some feedback before when we extended. Pam said we had applications then and the winner ended up being a late applicant.

Kiser made a motion to extend the deadline if we had no applications before the current deadline. Crabtree seconded.

Motion carried.

**SEMINAR TRAINING:** Pam reported that we had been busy with seminars. The seminar with Francisco Acuna was very well attended. Tomorrow we will have a webinar with Wells Insurance on Claims, Insurance and Valuation. Next week, we will have a webinar about how video can help your business.

Three seminars in a little over a month. We will have more this fall.

Allen asked if we could record. Pam said Francisco and Wells Insurance both said no. LiveSwitch said it could be recorded.

Mather said our seminars are great. We are doing great getting seminars out now.

EXECUTIVE DIRECTOR: See written report submitted by Pam. We will be doing the MRT in person in Cary on April 25.

She will let the membership know about her vacation.

Public Staff has started doing random audits again to verify paperwork.

NEW BUSINESS:

Mather said the next meeting would be dominated with convention.

Pam said we had not set the next meeting up yet. We have to have one per quarter; we usually have one in September.

Pam asked if we still wanted Zoom. Kiser and Crabtree said Zoom.

Rushing said the first week in September would be good. Pam said September 6.

Barrett asked if we had to have the meeting at noon. Pam said the Board can decide whenever they want to have the meeting.

Pam said last time the Board wanted a lunch meeting.

Kiser asked to have it on August 30. 9:30 a.m.

OLD BUSINESS:

Mather said we mentioned last meeting on raising dues.

Crabtree asked what dues were - \$375. Dues were last raised in 2012 from \$300 to \$375.

Crabtree made a motion to increase membership dues to \$425. Lucky seconded.

Pam asked about new member dues – going up to \$300 for the first year. New member was added to the motion.

Motion carried.

EXECUTIVE DIRECTOR CONTRACT: Pam gave the Executive Committee a reminder that this year was her contract year. She has been operating under two-year contracts.

Rushing asked when contract expired - December 31. Pam said it needed to be done by the convention. She said her intent was to retire on 12/31/2026. She recommended that her replacement be hired so they could do a convention with her. Rushing said maybe hire someone for June 1. He recommended having this added to Old Business. The Executive Committee needs to meet about the contract.

Mather said he wanted to hear what the Board thinks. He also wants to know what the job entails. He said Pam's contract is easier than replacing Pam.

Rushing said he wants the Executive Director contract to be discussed after next meeting.

Rushing made a motion to adjourn; Crabtree seconded.

Motion carried.

Meeting adjourned at 1:40 p.m.