

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING
January 20, 2021
Zoom Meeting

Call to Order Time: _____

Dru Burgin

Roll Call

Pam Stanley

Minutes

November 18, 2020

Pam Stanley

Treasurer's Report

2021 Treasurer's Report

2020 Year-End Report

David Rushing

Committee Reports

By-Laws

Convention

Legal/Legislative/Insurance

Military Affairs

New Members Development/

Corporate Sponsorship

Public Affairs/Tariff Oversight

Scholarship

Seminar Training

Executive Director

Tyler Space

Dru Burgin

Kathy Cox/Dean Barrett/

Lucky Anneheim

Thomas Kiser, Jr.

Tony Harris/Todd Campbell

Travis Few/Cliff Crabtree

Chris Barringer/Paula West

Jeff Day/Michael Zlotnik

Pam Stanley

New Business

Payroc – Credit Card Processing

Pam Stanley

Old Business

Electronic Bill of Lading

Travis Few/Chris Barringer

Executive Session

Adjourn Time _____

North Carolina Movers Association

1st Quarter 2021 Military Committee Update

- Global household goods contract – Oral contract presentations are taking place in January for all contract finalists. USTRANSCOM plans to award the contract in June 2021 before a nine-month transition period begins. The first shipments under the new contract are expected to move during peak season 2022.
- Rate filing for Code D, Code 2, and International rates – DPS program is open and are now accepting rates. Round 1 is January 17 – 22. Round 2 is February 14 – 19.
- Health protection protocol forms – still required during every visit to a residence (survey, every day of packing, loading, delivery, unpacking).
- USTRANSCOM has received complaints from industry for decades about the problems that occur when a non-temporary storage shipment or SIT shipment converts to private storage and then the member never pays the agent for storage. The member is protected by the Service Members Civil Relief Act and the agent cannot dispose of the property without a lot of effort. USTRANSCOM has verbally agreed to form a committee made up of industry and government officials to discuss this problem for potential solutions. Timeline of formation is unknown.

NEW MEMBER DEVELOPMENT/CORPORATE SPONSORSHIP

Tony Harris & Todd Campbell

Co-Chairmen

BOARD OF DIRECTORS REPORT

January 20, 2021

	2021	2020
Associates	26	31
Branch	15	15
Regular	184	185
TOTAL	225	231

New Mover Members since last Board meeting

AllMoves, LLC

New Associate Member since last Board meeting

benePerks, LLC

EXECUTIVE DIRECTOR'S REPORT
January 20, 2021

MRT Training Seminars are continuing on Zoom for the time being. The next one is January 28 and it is full. We have tentatively scheduled one for February 25.

The merger of AMSA with ATA has not gone smoothly, but it is getting better. ATA is not used to having a membership that requires as much as movers do. The states got ATA to back down on the requirement that we had to not criticize them and that we would put the interests of our state first. I am chairing the Industry Image and Oversight Committee. They are wanting us to review all the educational offerings; however, they won't give us the current ones. They have to vet everything past their Legal Department. We're refusing to meet because we can't do what they want without actually seeing the current programs. They haven't hired anyone to run the Moving and Storage Conference yet. Katie McMichael (the lone AMSA holdover) has said they are starting to assign duties to ATA staff for some of our needs. This should be interesting, because none of these people know our industry. I'm in a wait and see mode. My committee has made it clear that the committee is not in charge of doing all the work; we all have jobs and they are not with the ATA.

I've almost finished my annual audit of the membership and will get the annual billing out when I'm finished. I like to make sure that the membership is synced from the data base, QuickBooks, the website and the printed roster before I send the invoices out. Last year, I sent them our regular mail and that seemed to go over better. The invoice will have printed on it "Contact the Association office to pay by Credit Card."

The Public Staff and the Commission Staff are mostly working in the office now.

Membership is still calling with questions about a wide variety of subjects. I have been getting calls from more consumers who have found us. These consumers have had horrible moves. Luckily, none of our members were involved. I have directed them to people who can help. The only one that moved intrastate used an illegal mover.

I'm doing a Claims and Valuation Seminar for a member next month via Zoom. I have high hopes for this. The only limitation for Zoom is that you can't have as many people for a class that you have in person.



RewardPay Program Proposal

January, 11 2021

Exclusively Prepared For: North Carolina Movers

	<u>Monthly</u>	<u>Annual</u>
Current Volume:	\$6,074.78	\$72,897.36
Current Cost:	\$226.76	\$2,721.12
New Cost*:	\$64.38	\$772.55
Savings:	\$162.38	\$1,948.57

*Note: Your RewardPay program will also include a monthly subscription fee and a monthly leasing fee if applicable.

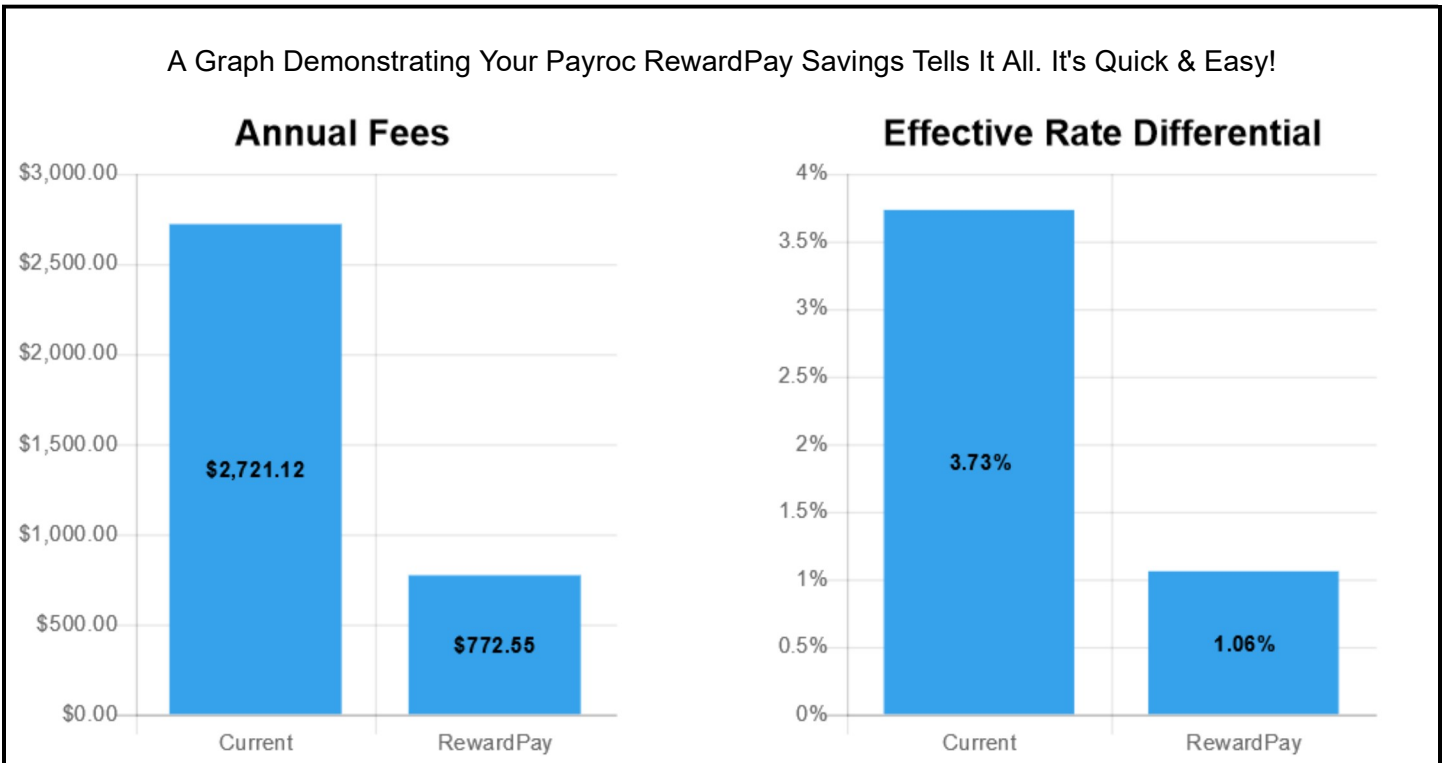
*Note: Debit Card @ IC Plus 0.25% + \$0.10

Payroc's RewardPay will reduce your processing costs by: 71.61%

And, more importantly, will deliver an estimated annual savings of: \$1,948.57

Your estimated annual savings over 3 years will be*: \$6,449.78

* Assumes your business grows 10% per year



How Does Payroc RewardPay Work - Payroc's 10 Simple Step Program

1. Payroc's terminal technology recognizes whether a card is a credit card or debit card at the point-of-sale (POS).
2. When a credit card is recognized, a credit card charge is added (not to exceed 4% of the sale amount).
3. Payroc's proprietary funding technology will net settle your credit card sale amount daily: \$100 Credit Card Sale = \$100.
4. If you accept tips, Payroc's system adjusts for your estimated tip % to fund your credit card sale + tip amount.
5. When a debit card is recognized at the point-of-sale, Payroc funds your total sale: \$100 Debit Card Sale = \$100.
6. With RewardPay, you are eligible for faster Next Day Funding at no extra cost, or Same Day Money Express Funding.
7. You are only billed monthly for debit at very low debit rates, either at a Flat Rate or Interchange + Rates.
8. A monthly RewardPay subscription fee is also billed at \$39.95/month.
9. Payroc's RewardPay Program is managed at the point-of-sale and does not require in-store or menu mark up.
10. Payroc's Reward Pay Program is compliant with Visa/MasterCard surcharge rules, and Payroc handles your registration.

RewardPay is not available in Colorado, Oklahoma, Kansas, Massachusetts & Connecticut; custom rules in New York & Maine apply.