

BOARD OF DIRECTORS

January 20, 2021

Zoom Meeting

Meeting was called to order at 2:09 p.m. by President Dru Burgin. Burgin welcomed Zlotnik and Space to the Board.

ROLL CALL: Members present: Burgin, Mather, Rushing, Barringer, Crabtree, Day, West, Barrett, Campbell, Harris, Kiser, Anneheim, Few, Space and Zlotnik. Cox was not present.

MINUTES: Minutes for the November 18, 2020 meeting were distributed. Rushing made a motion to approve the minutes; Barrett seconded. Motion carried.

2021 TREASURER'S REPORT:

CONVENTION	\$ 5,091.30
SAVINGS	91,152.15
OPERATING	2,280.17
SCHOLARSHIP	3,599.58
Total	\$102,123.20

Burgin made a motion to approve the Treasurer's Report; Day seconded. Motion carried.

Barrett made a comment that we had a lot of money on hand. He said he knew we did not have enough money in the Scholarship Fund to cover this year's expenses. He thinks it might be prudent to move money to the Scholarship Fund to cover two year's expenses.

Mather said he doesn't think we would have any problems since it was a COVID year. West said we still do not know what this year will bring. Burgin said we have to consider how much money we will spend on the electronic bill of lading. There will be a big price tag on that.

Barrett said that is a lot of money sitting in the bank. We just need to pay attention to it.

Rushing asked that if we moved into the Scholarship Fund could we move it back. Barrett said we could move it around however we want. He's just thinking ahead.

Pam said the Scholarship Fund does have a shortfall. We need \$1,500 more, plus the \$500 to keep in the account, to cover this year. She said the money is distributed in early August.

Campbell said we just need to keep an eye.

Barrett wanted to move \$6,000 now; Mather didn't want to move money back and forth.

Barrett recommended that we think about it. Rushing said that if anyone has any additional ideas, let him know. The Executive Committee (Rushing, Burgin and Mather) can then decide what to do.

2020 YEAR-END TREASURER'S REPORT:

CONVENTION	\$ 5091.30
SAVINGS	92,319.33
OPERATING	2,345.32
SCHOLARSHIP	3,599.58
TOTAL	\$103,355.53

Rushing asked if there were any questions or comments about 2020.

Barrett asked why about the Bank Service Fees. Pam said that we are currently charging our membership 3% credit card processing fee. QuickBooks went up to 3.7% this year. If the member uses certain types of credit cards, the fee is even more. Also QuickBooks charges us \$20/month fee and Wells Fargo charges us \$14.95/month fee. She asked if we should raise our processing fee. Barrett said there was no need; he just wondered why it wasn't a wash. The fees make sense of that.

Barrett made a motion to approve the 2020 Year-End Treasurer's Report; Anneheim seconded. Motion carried.

COMMITTEE REPORTS

BY-LAWS: Space reported no changes requested; no report necessary.

CONVENTION: Burgin asked the Board what they wanted to do about a convention in 2021. Do they want to have a convention: Space and Campbell both said it was too soon to make a decision. Burgin said she was worried about how many people would come.

Campbell said most people were still doing only virtual events. Few said that they have started selling concert tickets in Miami for October.

Rushing asked to touch base with a venue and ask about it. Mather said he would hate to say no right now and regret it. He thinks we need to start researching.

Pam will call the Holiday Inn at Wrightsville Beach and the Marriott at Carolina Beach. She will report back to the Board within two weeks.

LEGAL/LEGISLATIVE/INSURANCE: Barrett said there was nothing to report. Pam will check with Nick Jeffries to see if April is viable to hold our semi-annual meeting with the Commission

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MILITARY AFFAIRS: See written report by Kiser. It was noted that USTRANSCOM is finally talking about doing something about the problem with Perm Storage shipments converting to private storage.

NEW MEMBERS DEVELOPMENT: See written report submitted by Harris and Campbell.

Campbell noted that we were down a few members. He asked if we ever ran specials to get new members. Pam said that we offer a discounted membership for the first year of \$200, then it goes up to the \$375.

PUBLIC AFFAIRS/TARIFF OVERSIGHT: No report necessary.

SCHOLARSHIP: Pam will resend topics to Barringer and West. Application will be out by late January or early February.

SEMINAR TRAINING: Day said last year was a very difficult to get something together. Pam is going to do a Claims and Valuation Zoom Seminar for a member. That is a start. He'd like to see us try to get a Claims and Valuation Webinar set up this year. Pam will contact Tony Pagrabs and see if could work with us on one. He has hopes for getting some training out this year.

EXECUTIVE DIRECTOR: See written report submitted by Pam.

NEW BUSINESS:

PAYROC – CREDIT CARD PROCESSING: Pam reported that is an Associate Member that asked if we could consider using their services. He gave a report that was showing a 3.99% processing fee that would be passed directly to the member; we wouldn't have to bill it. The Association would have a \$39.95/monthly fee, plus a transaction. She said that was more that what we were paying.

Barrett asked if we had another credit card processing company as an associate member. Pam said we did, but they didn't renew. Rushing said this company called him and he put them in touch with their Accounting Department.

Space said we all have different processing fees. He pays less than we do; he will send information about it.

BOARD MEETING DATES: Burgin said we needed to set dates for 2021.

April 7 will be a Zoom Meeting at 2 p.m.

September 8 will be a Zoom Meeting at 2 p.m.

Pam asked to hold off setting the fourth quarter meeting until we decide about the convention.

OLD BUSINESS:

ELECTRONIC BILLS OF LADING: Barringer said he thought our meeting was productive. Pam said they were talking about \$25,000. Barringer will check with Alex and see if he can more information. If anyone has any other suggestions, please let us know.

Barrett made a motion to adjourn; Harris seconded. Meeting adjourned at 3:00 p.m.