

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING
APRIL 24, 2024
Zoom Meeting

Call to Order Time: _____

David Rushing

Roll Call

Pam Stanley

Minutes

January 24

Pam Stanley

Treasurer's Report

Treasurer's Report

Paula West

Committee Reports

By-Laws

Convention

Legal/Legislative/Insurance

Mentor Committee

Military Affairs

New Members Development/

Corporate Sponsorship

Scholarship

Seminar Training

Executive Director

Kristie Allen

Pam Stanley David Rushing Paula

West/Maegan Allison, Lucky Anneheim

Dean Barrett/

Lucky Anneheim/Kristie Allen

Cliff Crabtree

Thomas Kiser, Jr.

Les Wilson/

Momo Martinez

Lisa Rivard

Chris Barringer/Nick Fincher

Pam Stanley

New Business

MRT Electronic Mileage

Board Vacancy

Two Truck on Hourly Move

Pam Stanley

David Rushing

Kristie Allen

Old Business

Executive Session

Adjourn Time _____

2023 TREASURER'S REPORT

CATEGORY DESCRIPTION	2024	2023	BUDGET	DIFF
BALANCE January 1	\$119,365.20	\$116,289.80		FROM BUDGET
INCOME/EXPENSE				
INCOME:				
ASSOCIATE DUES	962.60	4,200.00	5,800.00	(\$4,837.40)
BRANCH DUES	875.00	897.78	1,000.00	(\$125.00)
CREDIT CARD FEES	1,054.19	1297.12	3,500.00	(\$2,445.81)
FORMS	5,355.70	9,508.81	38,000.00	(\$32,644.30)
INTEREST INCOME	197.78	207.17	500.00	(\$302.22)
MEMBERSHIP DUES	31,536.22	34,952.78	55,000.00	(\$23,463.78)
MISCELLANEOUS	250.00			
SALES TAX	1,362.13	622.85	2,500.00	(\$1,137.87)
SCHOLARSHIP			2,000.00	(\$2,000.00)
SEMINARS				\$0.00
SHIPPING	698.00	1407.30	5,000.00	(\$4,302.00)
SOFTWARE	1,160.00	1260.00	1,500.00	(\$340.00)
TOTAL INCOME	\$43,451.62	\$54,353.81	\$114,800.00	(\$71,348.38)
EXPENSES:				
ACCOUNTING-PROF FEES.			1,000.00	(\$1,000.00)
BANK SERVICE FEES	958.44	1,215.84	3,000.00	(\$2,041.56)
BOARD MEETING EXPENSE	671.56		1,500.00	(\$828.44)
BOARD RESERVE			0.00	\$0.00
CAPITAL EXPENDITURES			0.00	\$0.00
DUES (MEMBERSHIP)			0.00	\$0.00
EXECUTIVE DIR PROF FEE	13,450.57	12,810.07	46,116.00	(\$32,665.43)
FORMS	4,607.53	6,669.79	30,000.00	(\$25,392.47)
INSURANCE			1,645.00	(\$1,645.00)
IT	1,580.90	539.04	3,000.00	(\$1,419.10)
LEGAL				\$0.00
MEETINGS			150.00	(\$150.00)
MISCELLANEOUS			934.00	(\$934.00)
POSTAGE	24.20	117.39	800.00	(\$775.80)
PRINTING	721.84		750.00	(\$28.16)
RENT	450.00	450.00	1,800.00	(\$1,350.00)
SALES TAX PAID	677.33	784.19	2,500.00	(\$1,822.67)
SCHOLARSHIPS			4,000.00	(\$4,000.00)
SEMINAR	525.00	763.12	0.00	\$525.00
SHIPPING	923.60	1,137.45	4,000.00	(\$3,076.40)
SOFTWARE	1,280.00	1,180.00	1,405.00	(\$125.00)
SUPPLIES	120.39	1,525.90	1,000.00	(\$879.61)
TAXES			1,000.00	(\$1,000.00)
TELEPHONE EXPENSE	300.00	300.00	1,200.00	(\$900.00)
TRAVEL EXPENSES	3,160.10	1,853.82	9,000.00	(\$5,839.90)
TOTAL EXPENSES	\$29,451.46	\$29,346.61	\$114,800.00	(\$85,348.54)
TOTAL INCOME/EXPENSE	\$14,000.16	\$25,007.20	\$0.00	
CONVENTION 2023 INCOME	\$300.00			
CONVENTION 2024 EXPENSE	\$750.00			
NATIONAL COUNCIL FUNDS	\$2,835.00	\$4,837.67		
CASH ON HAND 4/22/24	\$125,035.20	\$137,824.12		

ACCT BALANCES

Acct	4/22/2024
Wells Fargo Convention	1,379.54
Wells Fargo Savings	116,213.09
Wells Fargo Operating	4,609.99
Wells Fargo Scholarship	2,832.58
TOTAL	\$125,035.20

CONVENTION

April 24, 2023

Time to get serious about convention planning. I would like to have packets out by May 3.

The 2023 member and sponsor packets are included in the board packet. I would like to have pricing decided on.

I have attached the information about our main speaker. Steve Gilliland was not available to speak this year and he recommended Peter. I have had a Zoom meeting with Peter and he seems like he'll be good for our group. He would like to meet with a few members in the Raleigh area before the convention to get more knowledge about our group. He is in Cary.

Move for Hunger has contacted me about us doing Meal Planning Kits at the convention. This was an activity they had ATA/MSC and they did a lot of them. It's a very expensive activity and we have to have someone underwrite it for you. They had a mover sponsor it in New Orleans.

I need help with a theme for this year's convention and a picture for the program cover.

North Carolina Movers Association

2nd Quarter 2024 Military Committee Update

Partial Customer Satisfaction Shipment Surveys

- 6 questions on the survey that measure TSP performance. 3 from origin and 3 from destination. Historically, TSP's did not get credit for a completed survey until both surveys were completed. Data shows 31% of customers responded to origin surveys and 30% responded to destination surveys. However, only 20% responded to both. TSP's were not receiving credit for 10-11% of surveys.
- Effective for all surveys completed on or after 1 Jan 24, origin and destination surveys will be scored separately and TSP's will receive credit for partial surveys.

GHC

- First GHC local move was packed and loaded on 15 April 2024. No information received regarding who serviced the shipment, where the shipment occurred or how it went.
- 14 installations for test moves:
 - Naval Station Norfolk, Virginia
 - Marine Corps Base Camp Lejeune, North Carolina
 - Marine Corps Air Station Cherry Point, North Carolina
 - Naval Base Kitsap, Washington
 - Naval Station Everett, Washington
 - Naval Air Station Whidbey Island, Washington
 - U.S. Coast Guard Base Seattle
 - Joint Base Lewis-McChord, Washington
 - Marine Corps Base Camp Pendleton, California
 - Marine Corps Recruit Depot San Diego
 - Naval Base San Diego
 - Naval Base Ventura County-Port Hueneme, California
 - Naval Air Station Lemoore, California
 - U.S. Coast Guard Base Portsmouth, Virginia

Peak Season Shipments

- Peak shipments started booking on 11 April 2024.

TRANSCOM Advisories

- Advisory #24-0067 – 4/16/24
- Effective 15 May 2024, change of ownership requests to TRANSCOM are suspended. Any company that changes ownership during the 2024 rate year (15 May 2024 – 14 May 2025) will be ineligible for shipment awards and will be required to apply for readmittance under the next open season. FROM TRANSCOM: Examples of changes in ownership include but are not limited to: stock purchases, asset sale purchases, equity purchases, transfer or assets due to a merger or corporate consolidation.
- Change of ownership requests submitted prior to midnight on 14 May 2024 will follow the current processing guidelines.

Refusals

- Effective 16 April 24, TRANSCOM is allowing TSPs the ability to refuse shipments without administrating action for pickups requested 15 May – 6 July 2024.
- Domestic: TSPs have 4 hours to accept of refuse a shipment. Refusals after the 4 hours or allowing the shipment to timeout may be grounds for administrative action.
- International: TSPs have 12 hours to accept of refuse a shipment.
- TSPs are not authorized to contact customers during the 4 or 12 hour window to negotiate dates and then determine whether to accept/refuse a shipment.

SCHOLARSHIP COMMITTEE

April 24, 2023

Lisa Rivard, Chairperson

Small turnout this year. We had two applications for the four-year scholarship. They have gone out to the committee to be scored. The winner will be notified next week. There was only one application for the two- year scholarship.

We have contacted the previous winners to get their transcripts, to see if they are eligible for renewal.

Our winner in 2021 was due a third renewal. Her mother notified me that she was graduating in three years. This is from her mother:

She will be graduating early - next month!!! However, she has been accepted into the Physical Therapy program at Texas Tech for graduate school. She will begin there this summer (May) and it is a three-year program. I know the initial scholarship was granted for four years. Would she still be eligible to receive this for one more year since she will continue into grad school? Or was it only for an undergraduate degree program?

Pam told her this had to go before the Board and she would let her know the Board's decision.

NEW MEMBER DEVELOPMENT/CORPORATE SPONSORSHIP

Momo Martinez & Les Wilson

Co-Chairmen

BOARD OF DIRECTORS REPORT

April 24, 2024

	2024	2023
Associates	27	30
Branch	19	19
Regular	177	177
TOTAL	223	226

New Members since last meeting:

Flash Moving, Cary, NC

New Associate Members since last meeting:

The Packaging Exchange, Charlotte, NC

Tariff Update: Pam and I have been talking informally to Krishna about a change Public staff intends to make to the interpretation on how we should charge for hourly moves that require 2 trucks.

Background and Financial Impacts:

Essentially, for the past 20 years the MRT has been interpreted and taught to allow us to double the rate for hourly moves if we need a second truck on a local move. The change would instead be that if a second truck is needed for the hourly move we should only be charging a 4 man and 1 van rate of 282.75 + an additional truck charge under Item 8 of \$49.90. That would mean that if we were charging max rate of \$178.80 x2 we would get \$25 dollars less per hour on those 2 truck moves. This is about a 7% reduction in what we are able to charge for the move. It would be \$50 less dollars on a 3 truck move etc. Travel would be based on mileage of adding the 2 truck miles together.

Their reasoning is 1) right now the MRT does not specifically allow us to “double” that rate and this is the only way to account for the additional truck. 2) all the same costs do not apply to a second truck, therefor improving our margin. (This though is a business argument. Line one is all they need to change the interpretation.) And yes they have already taken this internally to legal and economics departments.

Arguments that both Pam and I have shared are:

1. Auxiliary truck charges (rule 37, Item 8) are not applicable to a normal household move as auxiliary is meant for nature of items needing a second truck or additional labor or delivery address that is impractical and need an additional truck. Therefor the auxiliary truck charge does not apply. (Item 8)
2. Item 8 truck charge references auxiliary hourly rate in Item 4 for labor. Yes that charge only comes into play if it is not covered in Rule 53. The problem with that is there is a \$52 additional man cost which applies to anything over 5 men, so it essentially voids Item 4 which is a different much lower amount than Rule 53. (while they admitted 1 and 2 are valid arguments, this is their way of trying to get us something for a second truck vs nothing at all)
3. You can't just charge for a truck as without a driver or driver + crew, you are essentially regulating truck rental which is not in the scope of the commission.
4. The hourly unit must apply to the driver because we pay drivers more than movers and all hourly charges only account for 1 driver, no matter the man count, so margin is actually lower on a 2 truck local move because Direct labor increases.
5. This will just cause moving companies to book over 2 days with 1 truck and 2-3 men which is an inconvenience to the customer.
6. This is just going to punish the companies trying to do it right, because you have no enforcement arm except for the audit.

After another talk today, Krishna said that while all good points that they agree are important, none of them justify not reinterpreting it the new way based on the way the tariff is currently written and we should expect the notice in the next few weeks.

Out recommendation: 1) send a summary of arguments to public staff from the NCMA which will trigger public staff to ask for financial justification and we can possibly work out amongst ourselves instead of filing before the commission and 2) send a docket request asking for a working study for an overhaul of the tariff based on a number of specific items. (Pam has already been working on this since before CCOVID.)

EXECUTIVE DIRECTOR'S REPORT

April 24, 2023

The next MRT Training Seminar will be tomorrow in Concord. Right now, he is planning on having one in Wilmington in May.

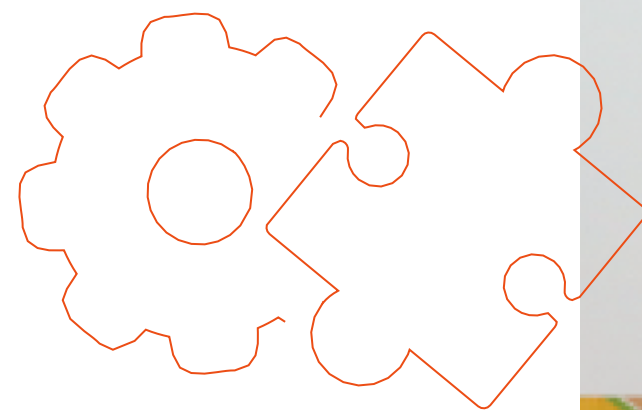
Spent a lot of time helping members with the annual reports. Converted dozens of the forms and answered lots of questions about them.

Attended the ATA/MSC Annual Conference in March. It was fair. Less people than last year – probably around 300. There is nowhere near the training sessions that AMSA used to have. The convention is shorter. They prefer panels. Nothing like the days when 700 attended this meeting.

I have started keeping a call log, per David's request. It will help y'all be more aware of the types of calls that I receive. I'm also going to start an email log. Just trying to prepare y'all for my eventual departure.

On Friday, I will be meeting with Ben Greenburg, President and CEO of the NC Trucking Association. I will let if this is more than a meet and greet.

Move For Hunger



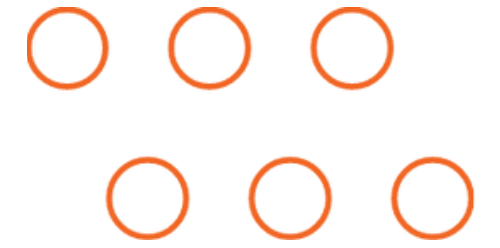
Working Together to Fight Hunger

Conference Engagement Activation



www.MoveForHunger.org

Our Impact



TO DATE, MOVE FOR HUNGER HAS HELPED DELIVER

44 MILLION

LBS. OF FOOD TO FOOD BANKS IN NORTH AMERICA.



THIS IS ENOUGH TO PROVIDE

36 MILLION

MEALS TO THOSE IN NEED.

Move For Hunger has helped provide more than 1,500,000 meals to struggling families in North Carolina

Meal Packing

Conference attendees pack meals and recipes cards to be donated to a local food bank or pantry. Each meal kit is designed to feed a family of four. When attendees register for the event, they will receive reusable grocery bags that they can then take to prebuilt stations where they can build their kits.

Move For Hunger is responsible for the meal kit items, tote bags, recipe cards, and event signage. Following the event, Move For Hunger will pick up the food donations for deliver to the local food bank or pantry.



ENDORSED BY BRANDS INCLUDING:



How It Works

Move For Hunger provides...

- ✓ Logistical assistance leading up to the event and on-site support during the day of the event
- ✓ Ordering, delivery, and pickup of all food and supplies, which then will be donated to a food bank of your choice
- ✓ Flyers, banners, meal insert menu cards
- ✓ Reusable shopping bags
- ✓ Post-event blog post featured on the Move For Hunger website, newsletter, and social media channels
- ✓ Set-up & clean up of meal kit stations
- ✓ All participants receive a co-branded item



EST. PRICING FOR 100 KITS

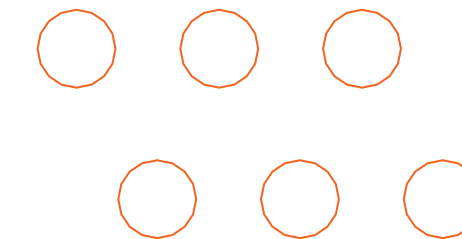
\$5.5k

EST. PRICING FOR 200 KITS

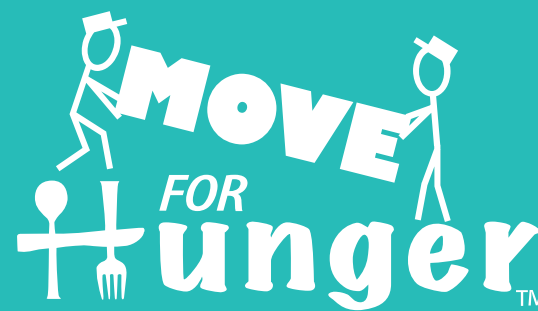
\$7k

EST. PRICING FOR 300 KITS

\$9k



Thank You



Taylor Heideman

Partnership Manager

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