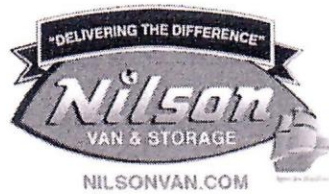


NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING
September 17, 2016
Asheville, NC

Call to Order Time: _____	Brett Plummer
Roll Call	Pam Stanley
Minutes April 30, 2016	Pam Stanley
Treasurer's Report 2016 Treasurer's Report	Dru Burgin
Committee Reports	
By-Laws	Jeff Brown
Convention	Kathy Cox
Legal/Legislative/Insurance	Tony Harris/Felicia Lunsford
Military Affairs	Steve Rhodes
New Members Development/ Corporate Sponsorship	Rick Thornton, Todd Eberhardt Travis Few, Jerry Hare
Public Affairs/Tariff Oversight	Todd Campbell/Robert Diaz
Scholarship	Mike Mather, Matt Sharpstene
Seminar Training	Jerry Hare/Dru Burgin, Matt Sharpstene
Technology/IT	Travis Few, Felicia Lunsford
Executive Director	Pam Stanley
New Business 2017 Budget	Dru Burgin
Old Business Website Update	Technology/IT Committee
Executive Session New Members:	
Carolina Hunks, Inc	
Daehan Express, LLC	
Ashe Van Lines & Janitorial Services	
UPwright Moving, LLC	
Adjourn Time _____	



17 September 2016

Report to the Board – Military

There were 152,758 shipments routed from 1 January through 31 August which is about 1% below the past average. Peak Week was week 22 (12-18 June) with almost 13,000 shipments picked up in just that week.

There were a greater percentage of black outs declared this summer as well as suspensions. There were 4,726 LOWs issued out of the 71,321 shipments that were subjected to QA reviews. Most suspensions were for Missed RDD/Shipments left in warehouse past RDD/Missed pickup or TSP turn backs. Only 3 suspensions were appealed.

Average lead time for shipment award was 21 days.

Short fuse shipment awards were down by 2% this year.

SDDC is reporting an increase in the number of missed RDDs. Industry contends that the figures are not accurate given the way they are collecting the data. When TSPs fail to enter SIT data correctly or fail to enter delivery data in a timely manner, it skews the numbers in SDDC's favor. The comment was made that "SDDC is not our Champion" when it comes to data reporting.

Overall satisfaction rates for this year (Question 9) indicate a rating of 10% Poor, 20% Satisfied, 30% Good and 40% Excellent.

71% of all reweighs had weight variance of over 2%.

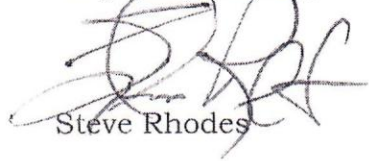
In response to shooting incidents and the threat of terrorism, DoD stopped accepting TWIC and initiated driver background checks. This led to increased waiting times at gates. The challenge to DoD is standardizing access procedures across hundreds of DoD installations that belong to all of the different services and maintaining the Commander's ability to increase force protection on the threat environment. By December, 70% of DoD's

installations will be capable of scanning the TWIC via electronic physical access control systems. This should reduce waiting time at the gate. There are still issues associated with the Real ID Act.

DPS operated 98.39% of the time so far this year.

Phase III implementation of NTS is currently scheduled for October 2017.

Very Respectfully,

A handwritten signature in black ink, appearing to read "Steve Rhodes", is written over the typed name. The signature is stylized and somewhat illegible due to the cursive nature of the handwriting.

Steve Rhodes

NEW MEMBER DEVELOPMENT/
CORPORATE SPONSORSHIP

Rick Thornton, Todd Eberhardt
Travis Few, Jerry Hare – Co-Chairmen

September 17, 2016

	2016	2015
Associates	25	23
Branch	14	17
Regular	154	149
TOTAL	193	189

NEW MEMBERS SINCE LAST MEETING:

Carolina Hunks, Inc
Daehan Express, LLC
Ashe Van Lines & Janitorial Services
UPwright Moving, LLC

Nine companies were removed from the membership due to non-payments of dues.

EXECUTIVE DIRECTOR'S REPORT

September 17, 2016

Pam Stanley

Tariff training seminars will continue to be held on a regular basis. We are still getting very good attendance at these seminars. They continue to be the best recruiting ground for new members. We just had a seminar in Concord on September 14. The remaining seminars for 2016 will be held in Raleigh – tentatively scheduled for October 19 and November 16.

The third quarter issue of the Tar Heel Van will be ready for publication next week. Get your submissions in asap.

AMSA's board meeting had good attendance. The Education Committee has decided to start doing short training videos on a variety of subjects. Our goal is to have videos that can be viewed by crews before they go out in the morning. AMSA has just released their new Packing & Loading for Containerized Moves video training. This is a great video, explaining how to pack for containerized shipments. Since more shipments are being containerized, this is knowledge crews need. The price is \$179 for an annual subscription and as a NCMA member, movers can get the AMSA price, even if they aren't members of AMSA.

Forms are still going very well. We have had just over \$35,000 in sales already this year – which is more than last year. We're close to the 2006 levels.

The next two months are going to be dedicated to the convention. Expect to be asked to help us.

CATEGORY DESCRIPTION	FULL YEAR 2011	FULL YEAR 2012	FULL YEAR 2013	FULL YEAR 2014	FULL YEAR 2015	1/1 - 9/13 2016	BUDGET 2016	PROPOSED 2017
INCOME/EXPENSE								
INCOME:								
ADVERTISEMENT THV	\$2,190.00	1,660.00	\$562.50	1,720.00	1,780.00	1,130.00	2,000.00	1,000.00
ASSOCIATE DUES	6,422.50	6,425.00	5,175.00	4,100.00	4,375.00	4,950.00	5,000.00	5,000.00
BANNER AD	450.00	587.50	500.00	250.00	300.00	200.00	1,500.00	1,000.00
BRANCH DUES	1,350.00	1,050.00	993.75	1,256.25	1,350.00	1,050.00	1,050.00	1,050.00
FORMS	33,531.31	37,947.34	43,500.36	54,760.61	52,178.01	36,999.14	40,000.00	43,000.00
INTEREST INCOME	456.53	207.21	167.74	69.70	97.24	81.58	100.00	100.00
MEMBERSHIP DUES	35,033.20	45,215.04	45,430.00	49,794.00	49,777.13	48,450.00	50,000.00	50,000.00
MISCELLANEOUS	100.00	0.00	0.00	158.60				
SALES TAX	2,398.16	4,477.75	2,969.17	3,761.86	3,634.67	2,529.36	2,400.00	3,000.00
SCHOLARSHIP	3,568.00	2,593.39	4,670.00	4,535.00	2,225.00	0.00	6,500.00	4,000.00
SEMINARS	799.00	5,044.51	440.00	0.00	0.00	0.00	500.00	500.00
SHIPPING	4,496.97	250.00	6,484.31	7,017.40	7,562.57	5,248.82	6,300.00	7,000.00
SOFTWARE	(115.00)	895.00	1,070.00	1,770.00	1,940.00	705.00	1,000.00	1,000.00
TAX REFUND	1,436.00							
TOTAL INCOME	92,116.67	106,352.74	111,962.83	129,193.42	125,219.62	101,343.90	116,350.00	116,650.00

EXPENSES:									
ACCOUNTING-PROF FEES.	575.00	575.00	580.00	580.00	585.00	585.00	600.00	600.00	600.00
BANK SERVICE FEES	2,041.10	2,064.61	2,189.29	2,833.41	2,981.74	1,924.80	2,000.00	2,500.00	2,500.00
BOARD MEETING EXPENSE	1,975.44	1,380.96	1,645.71	2,250.13	2,382.53	794.44	2,250.00	2,200.00	2,200.00
BONDS				0.00					
CAPITAL EXPENDITURES		1,861.44		0.00		597.78	0.00		
DONATIONS		0.00	500.00	500.00		0.00	0.00		
DUES (MEMBERSHIP & AMSA)	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00
EXECUTIVE DIR PROF FEE	33,292.80	34,292.80	34,490.64	35,180.40	35,884.08	24,401.12	36,601.75	37,337.79	37,337.79
FORMS	24,067.48	24,848.07	32,065.74	23,887.32	48,922.26	26,796.43	25,000.00	30,000.00	30,000.00
INSURANCE/BOD & Equipment	1353.00	1,353.00	1,421.00	1,493.00	1,541.00	1,541.00	1,550.00	1,550.00	1,550.00
IT	2,139.84	2,648.20	1,783.67	1,793.71	3,419.74	4,976.01	13,500.00	5,000.00	5,000.00
LEGAL		0.00	0.00	0.00			0.00		
MEETINGS (AMSA & NCMA)	394.50	325.00	621.02	1,005.00	526.20	200.00	500.00	500.00	500.00
MISCELLANEOUS	578.00	194.39	270.15	0.00	0.00		223.25	487.21	487.21
POSTAGE	480.81	684.36	469.51	621.89	444.95	476.76	700.00	700.00	700.00
PRINTING		342.20	89.01	120.53	278.48	455.93	500.00	750.00	750.00
RENT	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,800.00	1,800.00	1,800.00
SALES TAX PAID	2,347.28	2,488.84	3,051.38	1,864.78	5,215.61	2,650.21	2,400.00	3,000.00	3,000.00
SCHOLARSHIPS	3,500.00	5,000.00	5,000.00	4,000.00	4,000.00	4,500.00	5,000.00	5,000.00	5,000.00
SEMINAR	2,354.83	0.00	366.87	0.00	100.00	0.00		500.00	500.00
SHIRTS/HATS	221.32	0.00	0.00			0.00			
SHIPPING	3,409.93	3,435.17	5,103.04	4,544.26	8,764.43	4,856.52	4,500.00	5,500.00	5,500.00
SOFTWARE			970.00	1,360.00	2,080.00	900.00	900.00	900.00	900.00
SUPPLIES	833.81	1,196.72	875.59	1,895.81	1,922.69	533.39	1,200.00	1,200.00	1,200.00
TAXES		281.00	845.00	283.00	3,538.00	0.00	4,000.00	3,300.00	3,300.00
TELEPHONE EXPENSE	1,836.74	1,908.23	2,642.95	2,668.00	2,777.15	1,945.27	2,800.00	3,000.00	3,000.00
TRAVEL EXPENSES	8,372.98	8,088.97	9,548.35	9,598.16	8,612.35	6,795.67	10,000.00	10,500.00	10,500.00
BOARD RESERVE TO CD									
TOTAL EXPENSES	91,299.86	94,493.96	106,053.92	98,004.40	135,501.21	86,455.33	116,350.00	116,650.00	116,650.00
TOTAL INCOME/EXPENSE	\$816.81	\$11,858.78	\$5,908.91	\$31,189.02	(\$10,281.59)	\$14,888.57	\$0.00	(\$0.00)	(\$0.00)