

President's Report

Terry R. Head





MEMBERSHIP

❖ As of September 1, 2008

- ◆ **126** *Active Members*
- ◆ **449** *U.S. Associate Members*
- ◆ **1,474** *Overseas Associate Members*
- ◆ **3** *Student Members*
- ◆ **5** *Industry Veteran Members*

Total Worldwide Membership: 2,057

In 168 countries



FINANCIAL REVIEW

❖ Revenues

- ◆ Total Revenues for FY 07/08 - \$3,523,489

❖ Expenses

- ◆ Total Expenses for FY 07/08 - \$3,661,302

❖ Contribution to Members' Equity

- ◆ Minus (\$137,813)
 - *Significant increase in revenue & expenses due to 2007 Annual Meeting in New York City*



FINANCIAL REVIEW

❖ Cash and Investments

- ◆ End of year Cash - \$980,420
- ◆ End of year Investments - \$791,932

❖ Net Assets / Total Members' Equity

- ◆ As of June 30, 2008
 - Total Unrestricted Net Assets - \$2,049,242



RE-ENGINEERING of the DOD PPMP

- ❖ **Full Value Replacement (FRV)**
 - ◆ Families First Program
 - *Phases I, II, III*
- ❖ **Business Rules**
- ❖ **DPS** - *Defense Personal Property System*
- ❖ **Ongoing "Current" Program Issues**



GOVERNMENT AND MILITARY RELATIONS

❖ Director, Charles (Chuck) White III

- ◆ Continued representation of HHGFAA membership with government and military accounts
- ◆ Specific attention towards influence of Families First Business Rules and DPS
- ◆ Coordination of ongoing training
 - *HHGFAA consultant Erin Davis recently assisted in development of an FAQ database for FFP2 and DPS*



CONGRESSIONAL AND GOVERNMENT

❖ Representation

- ◆ *Mr. Jim Wise*, The PACE Companies /
Arlington, VA

- ◆ Worked numerous issues in 2008 to include:
 - *Defense Authorization and Appropriation Bills relative to Families First*
 - *GAO Activities and Investigation of Families First Provisions*
 - Projected Costs and Risk Assessment
 - Rate Reasonableness Caps
 - *Prompt Payment Act; PowerTrack/CWA*



CONGRESSIONAL AND GOVERNMENT

❖ Representation – cont'd

- *Defense Personal Property System (DPS)*
- *Congressional Mandate for Full Replacement Valuation (FRV)*
- *DoD Implementation of FRV*
- *Current Program Issues*

- ◆ GSA Transportation Audits – Surcharges
- ◆ Security and Trade Facilitation
- ◆ Small Business Regulations



CONGRESSIONAL AND GOVERNMENT

❖ Representation – cont'd

- ◆ Association Health Plans
- ◆ Federal Maritime Commission (FMC)
 - *Requirement for individual Electronic Tariffs*
 - *New Licensing and Bond Requirements for NVOCCs*



Programs and Education

❖ Director, Mr. Boris Populoh

- ◆ Continues to monitor and disseminate info on a wide variety of topics
- ◆ Concentrated focus on security issues and enforcement regulations; U.S. and Global
- ◆ Attends numerous meetings and shipping conferences
- ◆ Ongoing articles submission to relocation, transportation, & shipping publications
- ◆ Active support for Receivables Protection Program (RPP) participation



Publications and Web Site

❖ Communications

- ◆ The Portal magazine; now read by more than 10,000 persons worldwide
- ◆ E-Portal and Gov/Mil e-Portal continue to provide a viable, cost-effective means to stay informed
- ◆ HHGFAA Web Site: www.hhgfaa.org
- ◆ Meeting Specific: www.hhgfaameetings.org
- ◆ HHGFAA “Job Board” – employment opportunities



YP-35 Group

❖ “Young Professionals” - 35 Group

- ◆ Open to all HHGFAA members age 35 and under
- ◆ Elects leadership for two year terms and conducts proceedings on-line
- ◆ Current Chairman; Stephan Guerts, Jr
- ◆ Current Vice Chair; Paula Colemanres

<http://www.yp-35.org>



Alan F. Wohlstetter Scholarship Fund

❖ Scholastic Assistance 2008

- ◆ Current Fund Balance: **\$160,000**
- ◆ This year; (5) scholarships have been awarded in the amount \$4,000 each
- ◆ Available on a worldwide basis; one award for a student in Hungary in 2008
- ◆ President of AFWSF is Heather Engel and Secretary is Jackie Agner
- ◆ “**Aloha Raffle**” – the only fundraising activity for the AFWSF in Hawaii



International Shippers Association (ISA)

❖ Current Status

- ◆ ISA Board recently appointed Mike Richardson, Senate Forwarding as Chairman
- ◆ HHGFAA professional staff continues to coordinate and provide administrative support under management agreement
- ◆ ISA continues relationship with TAAFLO and TPAFBO Shipping Conferences and all “American Flag” ocean carriers



International Shippers Association (ISA)

❖ Current Status – cont'd

- ◆ Activity in ISA Military/Government sector is strong. Patronage dividend of **\$80,000** recently distributed to ISA participants
- ◆ Continued Agency Service Agreements with military shipping agents
- ◆ Currently in discussion with TPAFBO ocean conferences to implement ISA service contract for military shipments to the Pacific



International Shippers Association (ISA)

❖ Current Status – cont'd

- ◆ Present ISA membership is: **205**

<http://www.isaship.org/>



HHGFAA - Hall of Honor

❖ Inaugural Year

- ◆ (16) individuals to be inducted in 2008
- ◆ *John H. Day III*; appointed Chairman of the HoH Selection Committee
- ◆ *Catherine Goodrum*, The Trilogy Group; retained as HoH Coordinator
- ◆ Selection Committee: *Jeff Coleman, Rick Curry, Antonio Gil, Ella Helders, Marilyn Sargeant, Cedric Zibi, Terry Head*
- ◆ 2009 'Call for Nominations' by end of year with induction during 47th Annual Meeting



Future HHGFAA Meetings

❖ **2009: October 10-13**

Swan and Dolphin Hotel & Resort; Orlando, FL

❖ **2010: September 29-October 2**

Manchester Grand Hotel; San Diego, CA

❖ **2011: September 12-15**

Denver Hyatt Regency; Denver, CO

❖ **2012: “ 50th Golden Anniversary”**

Meeting location to be determined in Washington, D.C.



By-Law Revisions and Ammendments – *Proposed Name Change*

❖ “International Association of Movers”

- ◆ Fully support this new name and believe it accurately reflects the full member make-up, the geographic and cultural scope of the organization
- ◆ Little or no negative impact in fostering evolution by deletion of “Forwarders” and/or “of America”
- ◆ HHGFAA has evolved into an international based association with interests in all aspects of “moving”
- ◆ Outside marketing firm will be assisting to identify aspects and costs related to adoption of a new name and development of a timeline and implementation plan



President's Report

❖ **THANK YOU**

www.hhgfaa.org