

Minutes

CAAR Board of Directors
Thursday, October 18, 2018
REALTOR® Resource Center

Roll Call Present: Arleen Yobs (President), Tele Jenifer (President-Elect), Tom Woolfolk (Treasurer), Anthony McGhee (Past-President), Rives Bailey, Quinton Beckham, Rachel Burns, Tim Carson, Pam Dent, Peg Gilliland, S. Lisa Herndon, Kathy Markwood, Donna Patton, and Matthew Woodson.
Staff: Anne Gardner, Ali DiGuardo, Abby Tammen, and Neil Williamson.
Guests: Ginger Slavic and Doug Lowe.

Welcome and Call to Order – President Yobs called the meeting to order at 1 p.m.

Approval of Consent Agenda - A **MOTION** was **MADE, SECONDED** and **APPROVED** to adopt the Consent Agenda, which included the July meeting minutes, the August on-line vote meeting minutes, and the new members listed below.

New Members – Kayla Silverman, Brick and Mortar Realty and De; Glenna Pritzlaff, Frank Hardy Sotheby's International; Connie Piller, Keller Williams Realty-Richmond West; Michael Himes, Long & Foster - Lake Monticello; Lingyi Sun, Long & Foster - Old Ivy; Asha Grover, Montague Miller & Co - Westfield; John Bradley, Montague Miller & Co - Westfield; Laurel Smith, Montague Miller & Co - Westfield; Harriett Orrock, Old Dominion Realty & Investment, LLC; Charles Martin, RE/MAX Action Real Estate-Charlottesville, Zachary Epperly, RE/MAX Realty Specialists-Charlottesville; Ronald Neefe, Real Estate III - North; Matthew Dillon, Roy Wheeler Realty - Greene; Timothy Taylor, Roy Wheeler Realty - Greene; Wayne Flood, Wintergreen Realty LLC.

Treasurer's Report – Treasurer Woolfolk presented the July & August financials for review. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the Treasurer's Report with the July & August 2018 financials as presented.

MOTION was **MADE, SECONDED**, and **APPROVED** to recommend the New Member Application Fee increase from \$175 to \$250.

President's Report – President Yobs noted that there was a large Charlottesville contingent at the Virginia REALTORS® Accelerate 2018: Annual Convention in Norfolk this past September. She encouraged everyone to attend the 2019 event that will be hosted at The Williamsburg Lodge from September 17 – 19, 2019; registration is only \$99/person in honor of the Association's 99th birthday. President Yobs recognized the following members for their service on NAR 2019 Committees: Anne Gardner, Volunteer Leadership Advisory Board; Denise Ramey, REALTOR® Political Action Committee Participation Council; Pat Sury, Conventional Financing and Policy Committee; and Arleen Yobs, Housing Opportunity Committee.

New Business and Reports –

Charlottesville Area Alliance – Pam Dent noted that she attended a Partners Meeting on September 25th and reported that the Alliance is working on a Strategic Plan and is in the midst of conducting an assessment of the area's housing needs. There is a discussion about the name of the group so that the Alliance can draw in participation from surrounding counties such as Louisa, Greene, Fluvanna, and Nelson.

Commercial Council – We have 107 subscribers. The Council has requested that the Staff implement a marketing campaign geared towards residential agents so more people are aware of the platform. A **MOTION** was **MADE and SECONDED and APPROVED** to integrate the CRS tax tool into the Catyist platform. The Commercial subscription fee will be increased to cover the cost.

Communications – Kathy Markwood reported the 12th Annual AHIP House Party & Auction raised \$173,515 (including in-kind donations). The deadline to submit for the CAAR 2018 Real Estate Awards and the 2nd 2018 Good Neighbor Award is Wed., Oct. 31st. Nine members volunteered at the Feeding Greene Food Pantry this week to help feed neighbors in need.

A MOTION was MADE and SECONDED to authorize the redevelopment of the CAAR.com sit/portal, which included a specific vendor recommendation. **Motion FAILED.** After continued discussion, members requested a detailed presentation at the November meeting to further consider the proposal. President Yobs thanked the Group for their work on the project.

Emerging Technology – Rives Bailey noted that the Group participated in two recent demonstrations of REALTOR safety tools. At this time, the group is not recommending either product.

MLS – No report.

Nominating – Nominating Committee chair, Anthony McGhee presented the slate of directors and officer for Annual Meeting action on November 8th. He reported the committee conducted interviews with 11 candidates for 6 positions. The slate includes: Tom Woolfolk, President-Elect; Quinton Beckham, Treasurer; Rachel Burns, 3-year Director; Anne Burroughs, 3-year Director; Tom Pace, 3-year Director; Mary Katherine King, 2-year Director; Aaron Manis, 1-year Director; Keith Smith, 1-year Director. Directors serving existing terms include: Rives Bailey, Pam Dent, Peg Gilliland, and Kathy Markwood. President Yobs thanked the committee for their commitment to the Association and diligence in the interview process.

Operations – President Yobs welcomed our special guests, Ginger Slavic and Doug Lowe who provided an update on the South Building Renovation project.

A MOTION was MADE and SECONDED to authorize the demolition of the south section in preparation for the renovation of the space for the creation of the expanded meeting rooms and conference center. **Motion FAILED.**

A MOTION was MADE and SECONDED for the CAAR Board to authorize the relocation of the building electrical to prepare for the partial enclosure of the courtyard. **Motion was WITHDRAWN.**

A MOTION was MADE, SECONDED, and APPROVED for the CAAR Board to authorize and charge the Renovation Project Team and Owner's Representative to create and execute an agreement which authorizes demolition and other early phase construction items including electrical with a maximum budget of \$65,000 from within the total project estimate.

The Board requested a Demolition Day RPAC fundraiser coordinated by the Board of Directors.

Board Liaison Quinton Beckham reported on Operations Group activities including the progress of the New Member Onboarding Project Team, which conducted a Broker Feedback session on the proposed New Member Onboarding process. Once the Broker Feedback is incorporated into the Team's plan, it will be presented to the Operations Group for approval and movement to the Board of Directors. The Bylaws & Policy Manual Review Project Team completed its work and have asked Staff to update all appropriate documents for presentation to the Operations Group at their next meeting. The Group continues to work to support the 2018-2020 Strategic Plan.

A MOTION was MADE, SECONDED, and APPROVED to approve the purchase of furniture for the Think Tank and Breakroom as presented.

Professional Development – Donna Patton presented the draft 2019 education and events calendar for the Board's review and comment prior to the next Board meeting. Members were asked to forward feedback on the calendar and topics prior to the next meeting, when the calendar will be adopted and finalized at the November meeting.

Public Affairs – Matthew Woodson reported for the group with recent progress and new business.

A MOTION was **MADE, SECONDED,** and **APPROVED** to recommend adding the following language to the CAAR Code of Public Policy:

We believe adequate and affordable public parking options are critical to the economic vitality and quality of life of a community. While residents and businesses play a role, we believe parking is the primary responsibility of the municipality.

Communities should work collaboratively to establish Transportation Demand Management (TDM) plans regarding how government, enterprises, and residents will mitigate their effect on parking and traffic congestion (potential incentives to use transit, on-demand transit, carpool or bike to work).

YPN – Tom Woolfolk noted the recent Fruit Cup Day at the Boys & Girls Club and the successful RPAC Wet N Wild event. Upcoming events include the Broker Bowl Off scheduled for Oct. 25th and the collection of gifts for the Salvation Army Angel Tree which will begin at the Nov. 8th Big Stage Event and end at the Dec. 6th General Membership Meeting. We hope to fulfill the wishes of 80 Angels this year.

CEO Report

Mrs. Gardner reminded members of upcoming out of office activities and the addition of the Pat Jensen Leadership Academy final presentation fo the Board of Directors on Thursday, December 13th.

President Yobs reviewed important meeting dates. The Board's next meeting will be Thurs., Nov. 15th at CAAR.

Adjourn – President Yobs adjourned the meeting at 3:30 p.m.

Respectfully Submitted, Anne Gardner, Secretary to the Board