

Minutes

CAAR Board of Directors
Thursday, November 15, 2018
REALTOR® Resource Center

Roll Call Present: Arleen Yobs (President), Tele Jenifer (President-Elect), Tom Woolfolk (Treasurer), Rives Bailey, Quinton Beckham, Rachel Burns, Tim Carson, Pam Dent, Peg Gilliland, S. Lisa Herndon, Kathy Markwood, Donna Patton, and Matthew Woodson. Absent: Anthony McGhee (Past-President) Staff: Ian Desautel, Ali DiGuardo, Abby Tammen, and Neil Williamson. Guests: Brian Donnellan and Vernon Jones of Bright MLS.

Welcome and Call to Order – President Yobs called the meeting to order at 10:01 a.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 – Kathy Campbell, Settle Down Real Estate LLC; Gloria Gibb, ERA Bill May Realty Co. Tracy Joyce, Nest Realty Group; Cary Morin, Nest Realty Group; Megan Perry, Roy Wheeler Realty - Greene; Kelli Teter, Nest Realty Group.

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

President's Report – President Yobs noted discussions at the recent Broker Council meeting included the New Member Onboarding process, NAR's Commitment to Excellence, NAR Biennial Ethics requirement, and the DPOR licensing of teams. President Yobs recapped the top issues addressed at the NAR Annual Convention in Boston that included rising interest rates, political uncertainty around the midterm elections, housing affordability, as well as generational changes and demographics.

Special Report – President Yobs introduced our special guests from Bright MLS, Brian Donnellan, Chief Operating Officer and Vernon Jones, Regional Vice President. Mr. Donnellan and Mr. Jones provided an update on recent Bright conversions, resolutions for the PA shareholders and the progress for the MRIS/Trend conversions. Mr. Jones reviewed the CAAR conversion timeline with a cutover date anticipated in October 2019. Mr. Carson requested confirmation for complimentary access to the MRIS platform for existing CAAR members in MRIS until CAAR converts in 2019.

New Business and Reports –

Charlottesville Area Alliance – Ms. Dent noted the next full partners meeting she would be attending will be held at the end of November. In the meantime, she noted that the Thomas Jefferson Planning District Commission recently held a series of stakeholder meetings as part of their ongoing regional housing study. Ms. Dent participated in one of the meetings to provide a REALTOR® perspective regarding housing opportunities for current seniors and those relocating to our area.

Commercial Council – Mr. Carson requested that Bright MLS platform help market the CVCMLS commercial platform.

Communications – President Yobs thanked Mrs. DiGuardo for providing a detailed report on the CAAR website addressing questions regarding a potential conversion to a new platform. President Yobs encouraged the Board to send additional questions based on the new information provided in the packet to Board Liaisons Kathy Markwood and Tele Jenifer in advance of the December Communications Group meeting.

Emerging Technology – No report.

MLS – No report.

Operations – **A MOTION, was MADE, SECONDED, and APPROVED** to approve the New Member Campaign Outline as amended at the October 30th Project Team meeting.

A MOTION, was MADE, SECONDED, and APPROVED to implement incentives for new members who complete program by offering a 50% coupon for year 2 of local membership dues upon completion of the three (3) mini courses and three (3) elective meetings to include CAAR major events and/or CAAR sponsored technology training.

Professional Development – **A MOTION, was MADE, SECONDED, and APPROVED** to deliver the training and major events calendar as provided in the attached document.

Public Affairs – No report.

YPN – Mr. Tom Woolfolk encouraged Board members to sponsor an Angel from the Salvation Army Angel Tree. Unwrapped gifts for the Angels should be returned to the CAAR office or at the Dec. 6th General Membership Meeting.

Staff Report – Staff noted that CEO Anne Gardner would be returning from medical leave at the beginning of December.

President Yobs reviewed important meeting dates. The Board's next meeting will be Thursday, December 13th at Hyatt Place Hotel in the Shops at Stonefield from 9 a.m. – 12:30 p.m. The meeting will include a presentation from the Pat Jensen Leadership Academy as well as a holiday luncheon.

Adjourn – President Yobs adjourned the meeting at 11:49 a.m.

Respectfully Submitted, Abby Tammen, Staff