

# Minutes

CAAR Board of Directors  
Thursday, December 13, 2018  
Hyatt Place at Stonefield

**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:** Ian Desautel, Anne Gardner and Neil Williamson.

**Guests:** Anne Burroughs, Mary Katherine King, Aaron Manis, Tom Pace, Ginger Slavic, Keith Smith.

**Welcome and Call to Order** – President Yobs called the meeting to order at 10:10 a.m.

**Approval of Consent Agenda** - A **MOTION** was **MADE, SECONDED** and **APPROVED** to adopt the Consent Agenda, which included the November minutes and the new members listed below.

**New Members** Dustin Medley- Montague Miller & Co-Westfield, Gerald Starsia- Sloan Manis Real Est. Partners, Roohullah Alidost- Virginia Estates, Simon Joseph- Montague Miller & Co-Westfield, Steven Reese- Keller Williams Alliance-Charlottesville, Susan Watts- Frank Hardy Sotheby's International.

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

Mr. Woolfolk continued by presenting the CAAR 2019 Operating Budget for review. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to adopt the Operating Budget as presented. Treasurer Woolfolk concluded his report with the presentation of the CAAR 2019 Capital Budget for the Building Renovation, assisted by Ginger Slavic. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to adopt the Capital Budget as presented.

**President's Report** – President Yobs thanks the 2018 and recognized members completing terms of service in 2018. President Yobs also recognized the work of staff in supporting the association in 2018

## **New Business and Reports** –

Charlottesville Area Alliance – Ms. Dent provided the CAA update. They are updating the website, CAA will be a part of Tom Tom festival hometown summit in 2019. There are regular spots on WINA available to many organizations in the area, including CAAR. The CAA is still awaiting survey results.

Commercial Council – Mr. Carson noted that the platform will benefit from increased promotion in 2019.VCMLS commercial platform.

Communications – Mrs. Jenifer reported on Fluvanna volunteer day, wants to repeat these outreach activities to outlying communities. Quinton Beckham was awarded the CAAR Good Neighbor Award. Staff is preparing a REALTOR® Resource Guide project. Website discussions and information gathering continues.

Emerging Technology – No report.

MLS – No report.

Operations – Renovation Project Teams will continue into 2019.

Past Presidents – Past President Chair Donna Patton presented a proposed process and for the activities of the Nominating Committee. A **MOTION** was **MADE, SECONDED** and **APPROVED** to adopt the process as presented.

Professional Development – Ms. Herndon reported on the 2019 activities underway and reminded Board members and incoming Board member they are pre-registered for the 2019 Installation event at Boar's Head Inn on January 10<sup>th</sup>.

Public Affairs – No report.

YPN – Mr. Tom Woolfolk reported on the results of the Salvation Army Angel Tree. Eighty angels were adopted by CAAR members Over \$400 came from the split of sales from Lee Brown materials at GMM this will be donated to Salvation Army.

**CEO Report** – Mrs. Gardner presented a request form GPAR members to receive complimentary access to the CAAR MLS until the date of transition into the Bright platform. A **MOTION** was **MADE, SECONDED** and **FAILED** to accept the request to waive fees for GPAR subscribers.

President Yobs reviewed important meeting dates. The 2019 CAAR Board and Chair/Vice Chair leadership training will be following the installation in January.

**Adjourn** – President Yobs adjourned the meeting at 11:25 a.m.

Respectfully Submitted, Anne Gardner, Secretary