

Minutes

CAAR Board of Directors
Thursday, March 29, 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, Kathy Markwood, S. Lisa Herndon, Donna Patton, and Matthew Woodson.
Staff: Anne Gardner, Ali DiGuardo, Ian Desautel, and Neil Williamson.

Welcome and Call to Order – President Yobs called the meeting to order at 9:02 a.m.

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

New Members – Michael Ball, eXp Realty LLC; Dorothy Grover, Roy Wheeler Realty; Jeremy Rowe, Nest Realty Group; Jean Smartt, Keller Williams Alliance; Rachel Breuhaus, Summit Realty; Daniel Michaelson, Gayle Harvey RE; Sherry Millard, Long & Foster - Old Ivy; Stephen Spaulding, Nest Realty Group; Melina Vaughan, Frank Hardy Sotheby's; Tarah Waybright, Keller Williams Alliance; and Amy Winegar, Long & Foster - Old Ivy.

Treasurer's Report – Treasurer Woolfolk presented the draft December 2017 financials for review. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the Treasurer's Report with the December 2017 financials as presented. Treasurer Woolfolk noted that the auditor's field work will take place at CAAR on April 9th & 10th and their report will be reviewed during the May BoD meeting.

President's Report – President Yobs noted that Carol Costanzo would no longer be able to serve as a Director to the CAAR Board. Past-President Anthony McGhee, who is also the Nominating Committee Chair, explained the Bylaws process to fill the interim opening. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to recommend Past, Past CAAR President Donna Patton to fill the temporary Board position until the convening of the 2018-19 Nominating Committee.

Mrs. Gardner presented a Bright process update, which included next steps, CAAR vs. Bright cost and benefits comparison, and the proposed Services Agreement. Mrs. Gardner reviewed the proposed Services Agreement in detail. Once the agreement is executed, an announcement will be forthcoming to MLS subscribers.

Pam Dent provided an update on her liaison role as a member of the partnership with the Charlottesville Area Alliance (CAA). In April, CAAR will participate in a radio segment on Fair Housing.

New Business and Reports –

Operations – No report.

Commercial – No report.

Communications – Kathy Markwood noted that CAAR will participate in a Shelter for Help in Emergency (SHE) Design House Volunteer day on May 10th. The Good Neighbor Award (GNA) will now be a bi-annual award that would include a \$500 donation. We will host a Louisa County Volunteer Day on April 18th with the Louisa County Resource Council, where we will help pack food for deliveries. Award and Professional Honor Society logos will be created to help recipients display their accolade on marketing material.

Professional Development – S. Lisa Herndon noted that we will host an 8 hr. CE day at the CAAR office on April 23rd. The GRI 501 – Agency Law class was cancelled due to weather and will be rescheduled for the summer. We will host GRI 501 – Agency Law on April 10th. Board members have been pre-registered for the April 12th General Membership Meeting.

Public Affairs – Matthew Woodson, alongside Neil Williamson, presented the two, television commercials that were created for the No Rain Tax campaign. The \$15,000 campaign was made possible by use of REALTOR® Issues Mobilization Funds. President Yobs noted a letter to the editor, regarding the No Rain Tax, would be published in next Sunday's *The Daily Progress* newspaper.

Emerging Technology – No report.

MLS – No report.

YPN – YPN hosted 28 members for the March 14th REALTOR® Roundtable, where we featured recent CAAR award winners. Upcoming YPN events include an AHIP Build Day on April 19th and Appy Hour on May 9th.

CEO Report – Mrs. Gardner provided information on the risks of copying a listing from LoopNet/CoStar to Catylist, which will also be shared directly with Catylist subscribers. The RPAC Mayor Investor Dinner raised \$15,000 in pledges and Virginia REALTORS® President-Elect Beckwith Bolle was the guest speaker. The north section of the CAAR building is complete. The proposed south section renovation will be reviewed by the Board at the April meeting. Mrs. Gardner shared that while a VR dues increase has been approved for 2019, the NAR dues increase for 2019 is pending approval. The CAAR Budget & Finance committee will meet in May to discuss these increases and will assess CAAR programs and costs.

President Yobs noted that the new Strategic Plan should be available by the end of April. President Yobs reviewed the list of upcoming events noted in the agenda. The Board's next meeting will take place Thurs., April 26th at the CAAR office.

Adjourn – President Yobs adjourned the meeting at 10:20 a.m.

Respectfully submitted,
Anne Gardner, Secretary to the Board