

Minutes

CAAR Board of Directors
Thursday, April 26, 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, Kathy Markwood, S. Lisa Herndon, Donna Patton, and Matthew Woodson. **Excused:** Anthony McGhee (Past-President)
Guest: Ginger Slavic
Staff: Anne Gardner, Ali DiGuardo, Ian Desautel, and Abby Tammen.

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 March minutes as amended, and the new members listed below.

New Members – Shawn Bird, Stevens & Company; Lori Bonnell, Keller Williams Alliance; Deidre Carpenter, Virginia Estates; Jacob Dufrene, Pineapple Homes; Miguel Gonzalez Jefferson Land & Realty; Christina Graham, Avenue Realty LLC; Matthew Holt, 1st Dominion Realty Inc; Angela Jannell, Wiley Real Estate - Orange; Aaron Sheldon, Montague Miller & Co; Denise Voltz, Long & Foster - Downtown; Lisa Watson, Town, LLC.

Treasurer's Report – The Treasurer's Report was deferred to the May meeting.

President's Report – President Yobs provided a recap of the various media interviews she recently conducted for the First Quarter Market Report. She also thanked those who participated in the recent Local Legislative Luncheon hosted at the Omni Charlottesville Hotel where seven of our local legislators came to enjoy discussion amongst the Board of the Directors and the Public Affairs Group members regarding current issues in the community affecting the real estate industry. President Yobs noted that the Broker Council events started in 2017 will continue in 2018. A recent Broker Council luncheon brought more than 14 of our broker members to the table to provide feedback regarding the concerns and issues they are seeing in the real estate community. Aaron Manis and Kim Armstrong agreed to host the next Council meeting anticipated for the third quarter.

New Business and Reports –

Operations – Building Renovation Project Team Chair Ginger Slavic, and CEO Anne Gardner, presented the background information second phase of the building renovation process. A **MOTION** was **MADE, SECONDED** and **APPROVED** to recommend the CAAR Board of Directors continue the renovation of the second phase of the CAAR building to complete the project to deliver a building uplifted to meet the needs of the CAAR members.

Commercial – Tim Carson reported that the Council will convene in May to review the status of the Catylist platform conversion. Additionally, the Council will learn from the Free Enterprise Forum about the highlights of the Charlottesville City Comprehensive Plan as it relates to zoning of commercial properties.

Communications – Tele Jenifer reported that CAAR is seeking volunteers on Thurs., May 10th at the Shelter For Help In Emergency (SHE) Design House. The Good Neighbor Award nomination deadline, which is now biannual, is Mon., April 30th. The deadline for Virginia REALTORS® Professional Honor Society is Thurs., May 31st. The recent volunteer day in Louisa County was a great success. The next volunteer opportunity in one of our outlying counties is Thurs., June 21st in Nelson County. CAAR has been featured in the media 15 times in the month of April.

Professional Development – Donna Patton noted that we will be hosting GRI 506 – Risk Management on Mon., May 7th and GRI 502 – Contracts on Mon., June 25th. The Trade Show Project Team and staff are continuing to finalize details for the September 6th event that will be held at Holiday Inn University Area from 3 – 6 p.m. The Board has been pre-registered to attend the May 3rd Big Stage event at Darden.

Members discussed upcoming education programming and a perception by some that the session topics, while consistent with the Strategic Plan, may be competing with Brokerage education goals.

Action Item: President Yobs and President-Elect Jenifer will inquire with other volunteer board leaders at NAR about how other boards are addressing this same issue and will continue the discussion at our May meeting

Public Affairs – Pam Dent noted that we currently have 18 RPAC Major Investors. A **MOTION** was **MADE, SECONDED, and APPROVED** to have a single item on CAAR's Legislative Agenda that will be forwarded to Virginia REALTORS:

Position: The Charlottesville Area Association of REALTORS® (CAAR) firmly believes proper elected representation to be fundamental to good government and a core REALTOR® issue. CAAR supports the establishment of a non-partisan commission to conduct the required legislative redistricting. Voters should choose their elected officials, not the other way around.

Emerging Technology – No report.

MLS – No report.

YPN – Tom Woolfolk reported YPN recently helped to stain a ramp for a local homeowner as part of the AHIP work day last week. Several of the YPN Planning Team members were also able to spend time at the Boys and Girls Club providing healthy fruit snacks for the kids in April. The next event will be 'Appy Hour' on May 9th from 4 – 6 p.m. at Kardinal Hall. We will host speed-dating type sessions where attendees can learn highlights about several business apps including: Quicken, a mileage tracker, video making app, photo editor, and others.

CEO Report – Mrs. Gardner introduced the newest CAAR staff member, Leah Stetter, Technology Support Administrator. Mrs. Gardner noted that the renovation expense of the north side of the building came in at about \$40 per square foot. She also noted that the Pat Jensen Leadership Academy class of 2018 has adjusted their event schedule to graduate in the fall as a result of the postponement of meetings due to inclement weather. PJLA participants Pam Dent and S. Lisa Herndon noted that the variety of speakers and topics included in the programming provided a great preparatory experience for association leaders. Mrs. Gardner encouraged all board members to complete their NAR profile on nar.realtor and submit a nomination to be on a 2019 NAR committee.

MLS Bright Transition Project Team member Rachel Burns informed the board that the Team had met twice and are almost through their first task of reviewing and comparing the Bright and CAAR MLS rules and regulations documents. The questions and observations will be shared with Bright so we can gain more clarity and understanding of the rules and regulations document. Once wrapped up, the Team will then begin identifying key fields, reports, statistics, and forms important to CAAR users so that we can include in the Bright platform.

The Board's next meeting will take place Thurs., May 24th at the CAAR office.

Adjourn – President Yobs adjourned the meeting at 10:23 a.m.

Respectfully submitted,
Anne Gardner, Secretary to the Board