

# Minutes

CAAR Board of Directors  
Thursday, May 24, 2018  
REALTOR® Resource Center

**Roll Call Present:** Arleen Yobs (President), Tom Woolfolk (Treasurer), Anthony McGhee (Past-President), Rives Bailey, Rachel Burns, Tim Carson, Pam Dent, Peg Gilliland, Kathy Markwood, S. Lisa Herndon, and Donna Patton. **Excused:** Tele Jenifer (President-Elect), Quinton Beckham, and Matthew Woodson.

**Guest:** Aaron Hawkins

**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 April minutes, and the new members listed below.

**New Members** – Guy Allen, eXp Realty LLC; Leigh Ann Barber-Walls, VA Capital Realty LLC; Michael Chenault, Hometown Realty-Mechanicsville; Amy Hughes, Montague Miller & Co Westfield; Lori Jakubow, Montague Miller & Co Westfield; Salvatore Morabito, Real Estate III-Glenmore; Abigail Newton, Iron Pine Properties; Maria Pucsinszki, Maria Pucsinszki; Jamie Waller, Loring Woodriff R. E. Assoc.; Joy Waring, McLean Faulconer Inc, REALTORS

**Treasurer's Report** – Treasurer Woolfolk presented the March 2018 financials for review. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the Treasurer's Report with the March 2018 financials as presented. Staff introduced the auditors of Robinson, Farmer & Cox Associates to present the 2017 Auditor's Report. Aaron Hawkins reported on the consolidated financial statements year ending December 31, 2017 and offered their highest review possible, an unqualified opinion that the financials are kept in order. A **MOTION** to **APPROVE** the Auditors' Report for 2017 was **MADE, SECONDED**, and **APPROVED**.

**President's Report** – President Yobs provided a recap of the NAR Legislative Conference & Expo held last week in Washington, DC. She specifically highlighted the various types of education being offered by other Associations which included remote video capabilities, economic and legal update sessions, and new member orientation networking events. She mentioned that very few associations were continuing to offer monthly meetings similar to what CAAR offers in General Membership Meetings. Rives Bailey noted that there were several important updates made for Professional Standards. The Code of Excellence, a voluntary designation for members to pursue, is currently in a beta test and is anticipated to roll out to the membership in 2020. S. Lisa Herndon noted that CAAR member, Kim Armstrong, received the WCR Chapter Member of the Year Award during the WCR portion of meetings at the Washington Hilton conference.

## **New Business and Reports** –

**Charlottesville Area Alliance** – Pam Dent reported that there are many organizations joining the Alliance and as a result it has changed the meeting structure. She will be participating in meetings every other month with the Partners involved in the Alliance. The next scheduled meeting is June.

**Commercial Council** – Tim Carson reported that the Council met in May to discuss the transition to Catylist and discuss platform requests. Neil Williamson from the Free Enterprise Forum was also a guest speaker to review the Charlottesville City Comprehensive Plan as it affects commercial property in the city. Tim also commented that Albemarle County is also planning to revamp commercial zoning requirements in the near future.

**Communications** – Kathy Markwood noted that the Festival of the Home would take place Sat., June 2<sup>nd</sup> and that Blue Ridge Home Builders Association had to reschedule their golf tournament to Wed., June 6<sup>th</sup>. The Nelson County CAAR REALTOR® Volunteer Day on Thurs., June 21<sup>st</sup> is still in need of volunteers.

We are encouraging all members to through various communication channels “opt-in” to receive text messages from CAAR.

Emerging Technology – No report.

MLS – Anthony McGhee noted that the one-time lockbox access feature had been enabled in SUPRA. The Bright MLS Transition Project Team has met to make recommendations for what items to address in the Bright MLS Rules & Regulations when the Virginia user group meets to discuss jurisdictional issues such as rules & regulations, contracts, etc. A **MOTION** was **MADE, SECONDED** and **APPROVED** to adopt the NAR required rules & regulations update to replace the word “Jurisdiction” with “Service Area.” Section 1.16 Service Area now reads: “Only listings of the designated types of property located within the jurisdiction service area of the MLS are required to be submitted to the service. Listings of property located outside the MLS’s jurisdiction service area will (or will not) be accepted if submitted voluntarily by a participant but cannot be required by the service.”

Operations – Peg Gilliland highlighted the five project teams that will be meeting throughout the year to address topics such as new member orientation, volunteer recruitment, professional standards, bylaws & policies, as well as budget & finance. Three additional project teams will be formed for the building renovation projects. The Group affirmed the name of the new conference center to be “The Hillsdale Conference Center owned and operated by the Charlottesville Area Association of REALTORS®” and displayed in the new font family. For signage purposes the south side of the building will be labeled “Hillsdale Conference Center” while the north side of the building will be labeled “Charlottesville Area Association of REALTORS®.” We anticipate that the new building renovation permits will be filed by the end of June following a consultation with engineering for the trusses. A **MOTION**, was **MADE, SECONDED, and APPROVED** to accept the revised Investment Policy as presented. A **MOTION**, was **MADE, SECONDED, and APPROVED** to select Davenport & Co. LLC as CAAR’s investment firm.

Professional Development – S. Lisa Herndon noted that the Military Relocation Professional course hosted this week drew 18 members. Registration is still open for the GRI 502 – Sales Contracts course on Mon., June 25<sup>th</sup> and the Accounting & Tax Prep session for independent contracts on Fri., June 1<sup>st</sup>. The Board has been pre-registered to attend the Thurs., June 7<sup>th</sup> GMM.

Public Affairs – Pam Dent reported that there was a discussion around developing a formalized local Political Contact program modeled on RPAC’s Federal Political Contact Program. Staff was directed to write up a proposal for consideration at the June meeting (and subsequent approval by the Board of Directors). The Group is seeking a written statement that seeks a multifaceted solution to the downtown parking issue that supports downtown commercial and residential uses. The solution should include transportation and transit improvements in addition to increase parking capacity. Staff was directed to write up a proposal for consideration as a stand-alone position and/or a supplement to the CAAR Code of Public Policy.

YPN – Tom Woolfolk reported that the next event will be the 3rd Annual Cook-out! This year we will be hosted by the builders in the Cascadia development on June 20<sup>th</sup> @ 4 p.m. CAAR YPN is planning with the Fredericksburg YPN to host an RPAC fundraiser, Wet N Wild Challenge, in Darden Towe Park in August. Date and time will be confirmed in June.

**CEO Report** – Mrs. Gardner noted that NAR Board of Directors recently approved a \$30 increase to national dues. Paired with the approved \$35 increase from Virginia REALTORS®, renewing CAAR members will likely pay \$680 for 2019. She will be providing the Project Team’s feedback to the consultant on the Strategic Planning Strategy document today. She reminded board members of the upcoming deadlines for the Virginia REALTORS® Leadership Academy, VR Honor Society application, as well as the VR “Of the Year” Awards.

The Board’s next meeting will be a Strategic Planning Session during our regularly scheduled meeting time of Thurs., June 28<sup>th</sup> from 9 – 11 a.m.

**Adjourn** – President Yobs adjourned the meeting at 10:27 a.m.  
Respectfully submitted, Anne Gardner, Secretary to the Board