

MINUTES
CAAR Board of Directors Meeting
Wednesday, August 23, 2023
Hillsdale Conference Center

Attendance

Present: S. Lisa Herndon (President), Anne Burroughs (President-Elect), Josh White (Treasurer) via Zoom, Pam Dent (Immediate Past President), Rives Bailey, Keith Davis, Woody Fincham, Candice van der Linde, Georgia Lindsey, Sharon Merrick, Kyle Olson, Jessica Russo (via Zoom), Errin Searcy, Amanda Spigone.
Staff: Abby Tammen, Neil Williamson. Guest: Tammy Wilt, 2023 CAAR Foundation Chair

Welcome and Call to Order

President Herndon called the meeting to order at 9:02 a.m. The Board acknowledged the Antitrust Statement.

Approval of Consent Agenda

A **MOTION** was **MADE, SECONDED** and **APPROVED** to adopt the consent agenda which included the August 8, 2023 meeting minutes as well as new members (listed below).

New Members

7/15/2023 – 8/11/2023

Alex Barrett-Find Homes Realty, LLC; Justine Beckham-Jamie White Real Estate; Lisa Flood-Wintergreen Realty LLC.; Lolita Flowers-Long & Foster-Charlottesville; Paul Hess-Wintergreen Realty LLC.; Anthony Matos-PMI Charlottesville, Charles Tanner-HB Real Estate Services, Inc.

Treasurer's Report

Treasurer White reviewed the June 2023 financial report. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the June 2023 financial report as presented.

Treasurer White and the Budget & Finance Committee are making progress on the 2024 Budget. Treasurer White requested any additions or subtractions from the Master Groups for the 2024 budget requests.

CAAR Foundation Update

CAAR Foundation 2023 Chair Tammy Wilt shared the Foundation Board's progress over the last 18 months. She shared the strategic plan that has been developed and adopted. The Foundation is now starting to form committees and beginning the search to hire an Executive Director. The following requests were made by the Foundation for the CAAR Board's consideration:

1. Establish a relationship with CAAR under a similar structure as is currently utilized by the Free Enterprise Forum. If office space and employment management services are available to us for some period of time, it will aid us in focusing on capacity building and execution of our strategic plan.
2. Consider how it can support the Foundation financially. Gaining an expectation in the regard, will aid us in business planning and building an infrastructure for capacity building.
3. CAAR and Foundation Board members to meet quarterly to discuss potential synergies between each organization's activities and personal outside volunteer commitments.

President Herndon thanked Chair Wilt for her report and Chair Wilt left the meeting. President Herndon indicated the CAAR Board would not be making any decisions on funding or the other requests today. President-Elect Anne Burroughs asked if a more formal discussion of the three Foundation requests could be added to the September CAAR Board agenda.

President's Report

President Herndon indicated the lockbox conversion went very well and she continues to hear good things about the implementation. Other Board members indicated they have not heard a great deal and in this case that is good news. Mrs. Tammen shared that she has not yet paid the final lockbox invoice and is working with Senti-lock to return excess lockboxes to Sentrilock so they can be repurposed for the Greater Augusta Association of REALTORS lockbox exchange process. The invoice for a smaller number of lockboxes, approximately 4,000 boxes, has not been received and Mrs. Tammen anticipates this resolution to occur in the coming weeks.

President-Elect Burroughs provided an update on her experience with the National Association of REALTORS® (NAR) Leadership training in Chicago earlier this month. The 2024 NAR theme will be "Ignite Others" including a challenge for local boards to have a REALTOR® in every local high school in the nation presenting financial literacy programming that NAR has fully developed. In addition, they are asking each Association to host an "Illuminating the Community" event using potential grant money; \$2,000 per association is available.

President Herndon shared her experience with the National Association of Real Estate Brokers Conference in Houston. The focus was on being a well-rounded entrepreneur including individual wealth building.

President Herndon also indicated that Virginia Leadership Academy applications are now open. CAAR has funding available if a CAAR member is selected for this very effective leadership training. Applications close at the end of this month.

President Herndon shared CAAR's standing regarding 2023 RPAC funding. CAAR has not yet reached the Virginia REALTOR® Goal for funding. RPAC is included in the dues billing that will go out September 1. In addition, on October 10th the RPAC Committee is hosting Boozy Bingo at the Hillsdale Conference Center.

Group Liaison Reports

In the interest of time, reports were only provided in writing so the Board could consider several MOTIONS coming out of the groups.

MLS Rules & Regulations Group

MOTION #1 The Board reviewed the motion that CAAR accept the proposed governance model with a change made to provide all votes as a super majority requirement. **MOTION PASSED.**

MOTION #2 The Board reviewed the motion that CAAR fund Phase II of the Virginia Data Share discussion at our prorated share not to exceed \$1,500. **MOTION PASSED.**

MOTION #3 – The Board reviewed the motion that CAAR accept the changes presented in Lockbox Policy #10 with the inclusion of a signature acknowledging the Policy. **MOTION PASSED.**

The Board also asked the MLS Group to consider how the entire membership might be engaged to sign the document (not just new members). In addition, the Group was charged with considering how one time code users could be included in accepting the policy.

MOTION #4 – The Board reviewed the motion that CAAR consider renewal of the Lone Wolf contract to coincide with the extension of our Black Knight MLS platform expiration date. **MOTION PASSED.**

MOTION #5 – The Board reviewed the motion that CAAR allow staff to negotiate the cap on renewal percentage, expiration date and renewal contract term to coincide with Black Knight MLS platform expiration date and renewal term. **MOTION PASSED.**

Mrs. Tammen clarified that MOTION #5 provides her with the ability to negotiate a lower annual price increase cap than presented in the contract provided, but also authorizes her to move forward with the contract as presented.

2023 Candidate Review Committee

Immediate Past President Dent presented the Candidate Review Committee members. **A MOTION was MADE, SECONDED, and unanimously APPROVED** to accept the Candidate Review Committee as presented.

After some discussion, **A MOTION was MADE, SECONDED, and unanimously APPROVED** to allow the immediate Past President to add an affiliate member to the 2023 Candidate Review Committee.

Operations Group

The Board considered the motion that CAAR maintain all CAAR 2024 dues and service fees at the current 2023 rates. **MOTION PASSED.**

CEO Report

Mrs. Tammen discussed the NAR litigation and REX litigation updates. She mentioned that yesterday was her 4th anniversary as CAAR CEO and thanked the Board for this amazing opportunity. Mrs. Tammen provided an update on the water damage in the Hillsdale Conference Center catering kitchen and board room closet. Insurance will cover the damage (with a \$1,000 deductible). She announced Lauren Graf as a new CAAR employee.

Important Dates

President Herndon highlighted upcoming events and important dates noted on the agenda.

Next Board Meeting

Wed., September 27, 2023, 9 – 10:30 a.m. at the Hillsdale Conference Center.

Adjourn

President Herndon adjourned the meeting at 10:30 a.m.

Respectfully Submitted, Abby Tammen, Secretary