

MINUTES
CAAR Board of Directors Meeting
Wednesday, November 28, 2023
Hillsdale Conference Center

Attendance

Present: S. Lisa Herndon (President), Anne Burroughs (President-Elect), Josh White (Treasurer), Pam Dent (Immediate Past President), Rives Bailey, Keith Davis, Woody Fincham, Candice van der Linde, Georgia Lindsey, Sharon Merrick, Jessica Russo, Errin Searcy, Amanda Spigone. Excused: Kyle Olson. Guests: Kim Armstrong, Matthew Holt, Janice O'Hara, Kevin Wilberger. Staff: Abby Tammen, Ali DiGuardo, Neil Williamson.

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 accept the consent agenda which included the October 25, 2023 meeting minutes as well as new members (listed below).

New Members

10/19/2023 -11/21/2023 - Elizabeth Cox, Avenue Realty, LLC; Jennifer DeBell, Avenue Realty, LLC; Kennedy Jurick, Frank Hardy Sotheby's International Realty; Justin Hicks, eXp Realty-Fredericksburg; Heather Conely, Avenue Realty, LLC.

Treasurer's Report

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

President's Report

President Herndon announced CAAR successfully achieved and exceeded our REALTORS® Political Action Committee (RPAC) goals in fundraising, participation, investors, and Major Investors. As a result, CAAR will receive the National Association of REALTORS® (NAR) Triple Crown Award for the 9th consecutive year.

President Herndon shared how the membership and public are reacting to the Charlottesville Zoning advocacy campaign. Mr. Williamson provided a two-page document with FAQs as well as an outline of the membership and public touch points and timing. President Herndon noted a Letter to the Editor would be sent soon to *The Daily Progress*.

President Herndon noted the Board should reference the NAR talking points regarding the current litigation.

President Herndon announced CAAR signed the NAR REALTOR® Safety Pledge.

Board Action Items

ShowingTime Discussion

Prior to the discussion of agenda items, A **MOTION** was **MADE** and **SECONDED** to accept the MLS committee's recommendation of adding ShowingTime as a member benefit. It was noted that the Operations Group had recommended tabling the discussion until the January 2024 meeting. Following discussion, a board member called the question. A motion to stop discussion on the original motion was **SECONDED and APPROVED**. The motion to accept the MLS committee's recommendation of adding ShowingTime as a member benefit was **APPROVED**. (8 Aye; 5 No)

2024 Budget

Following a presentation by Treasurer White, a **MOTION** was **MADE, SECONDED, and UNANIMOUSLY APPROVED** to approve the 2024 budget as presented. Several members of the Board recommended additional Executive Committee members travel to state and national REALTOR® conferences. This request will be considered by the Board when a request is submitted and the 2024 budget is reviewed for possible approval.

CAAR.COM Website

A **MOTION** was **MADE, SECONDED**, and **UNANIMOUSLY APPROVED** to recommend IVIO to be the selected website vendor for the redesign of CAAR.com. A **MOTION** was **MADE, SECONDED**, and **UNANIMOUSLY APPROVED** to fund the redesign of the caar.com website with the initial expense of \$48,000 and approximately \$2,000 monthly hosting fees.

Stop Hate Pledge

A **MOTION** was **MADE, SECONDED**, and **APPROVED** to recommend CAAR sign the Stop Hate in Real Estate pledge. (12 Aye; 1 Abstain)

CEO Report

Mrs. Tammen reminded the Board of the upcoming L.E.A.D training with Elizabeth Mendenhall on Wed., Dec. 6th and the 2024 Installation of Officers & Directors Meeting on Thurs., Dec. 7th. Board headshots and a group photo will be taken before the Installation begins. She also reminded the Board that the MLS Rules & Regulations updates recently approved will be implemented and enforced on Mon., Dec. 4th.

Important Dates

President Herndon highlighted upcoming events and important dates noted on the agenda including office closures in December and January.

Next Board Meeting

Wed., December 13, 2023, 9 – 10:30 a.m. at the Hillsdale Conference Center.

Adjourn

President Herndon adjourned the meeting at 10:45 a.m.

Respectfully Submitted, Abby Tammen, Secretary