

MINUTES
CAAR Board of Directors Meeting
Wednesday, September 27, 2023
Hillsdale Conference Center

Attendance

Present: S. Lisa Herndon (President), Anne Burroughs (President-Elect), Josh White (Treasurer), Pam Dent (Immediate Past President), Keith Davis, Woody Fincham (remote), Candice van der Linde, Georgia Lindsey, Sharon Merrick, Kyle Olson, Jessica Russo, Errin Searcy, Amanda Spigone.

Excused: Rives Bailey.

Staff: Abby Tammen, Ali DiGuardo, Neil Williamson.

Welcome and Call to Order

President Herndon called the meeting to order at 9:03 a.m. The Board acknowledged the Antitrust Statement.

Approval of Consent Agenda

A **MOTION** was **MADE, SECONDED** and **APPROVED** to accept the corrected consent agenda which included the August 23, 2023 meeting minutes as well as new members (listed below).

New Members

8/12/2023 – 9/21/2023

Chassidy Acevedo, Re/Max New Horizons; Matthew Backus, 1st Dominion Realty, Inc.-Charlottesville; Bryan Board, The Hogan Group-Charlottesville; Cameron Burr, RE/MAX Realty Specialists-Crozet; Kenneth Foster, Frank Hardy Sotheby's International Realty; Paola Garfias Rodriguez, eXp Realty – Fredericksburg; Anthony Giglio, Tomo Real Estate; Jay Halvorsen, The Hogan Group-Charlottesville; Roxana Juarez, Jason Mitchell Real Estate; Mary Lucchetti, Long & Foster – Charlottesville; Michael Schneider, Frank Hardy Sotheby's International Realty; Julia Trader, Long & Foster - Lake Monticello.

Treasurer's Report

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

CAAR Foundation Funding Request

The Board discussed in length how much support to provide the CAAR Foundation. Following discussion, President Herndon was directed to share the following response to the Foundation:

- CAAR Board is committed to partnering on a fundraising activity with the CAAR membership.
- CAAR Board is willing to consider management services for 1 employee of the Foundation through a period of approx. 15 months (October 2023 – December 2024). Continuation of this service would be negotiated in Q3 2024.
- Foundation provide CAAR an itemized list of services required for them to build an office space and management services.
- CAAR Board is willing to consider additional financial contributions in future years.

President's Report

President Herndon reminded the Board that CAAR budgeted \$2,000 for any CAAR member who applied for the Virginia Leadership Academy.

A REALTORS® Political Action Committee (RPAC) update was provided. The Board discussed a request to consult the contributor report and provide Brokers with a report showing which agents of theirs have and have not contributed to RPAC for the year. Brokers would then request agents who have not to contribute the minimum amount of \$15. It was requested that the Public Affairs minutes be reviewed again by the staff liaison to ensure accuracy in the RPAC reporting.

The governing documents, including the Bylaws and Policy and Procedures Manual, will be reviewed, and considered for approval by the Board at a special meeting on Wed., Oct. 18th from 2 – 4 p.m. at the Hillsdale Conference Center.

CAAR had 32 members attend the Virginia REALTORS® Annual Convention in Richmond, VA. Various Board members discussed the quality of education classes, some offering continuing education credits. Members expect to receive an update in October regarding the upcoming form changes.

A reminder was made that the CAAR Board of Directors application is open.

Group Liaison Reports

In the interest of time, President Herndon reminded the Board to review the minutes of the Groups provided in the packet.

MLS Rules & Regulations Group

A **MOTION** was **MADE, SECONDED,** and **APPROVED** to add the “commissions minus closing costs yes/no” field in Paragon. (12 AYE; 1 ABSTAIN).

The Board requested that both “concessions” and “compensation” be clearly defined in Paragon. Members should be educated on those definitions before the change is made using various communication channels, including News Group, General Membership Meetings, etc.

CEO Report

Mrs. Tammen dispelled the rumor that she was leaving CAAR and encouraged Board members to suggest candidates for the Foundation Executive Director.

Important Dates

President Herndon highlighted upcoming events and important dates noted on the agenda. It mentioned that the Installation of Officers & Directors will occur on Thurs., Dec. 7th – not Thurs., Nov. 2nd as noted on the agenda.

Next Board Meeting

Wed., Oct. 18, 2023, 2 – 4 p.m. at the Hillsdale Conference Center to review governing documents.

Wed., Oct. 25, 2023, 9 – 10:30 a.m. at the Hillsdale Conference Center for regular meeting.

Adjourn

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

Respectfully Submitted, Abby Tammen, Secretary