

MINUTES
CAAR Board of Directors Meeting
Wednesday, March 22, 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, Kyle Olson, Jessica Russo, Errin Searcy, Amanda Spigone.

Staff: Ali DiGuardo, Abby Tammen, Neil Williamson.

Guest: Tammy Wilt

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 adopt the consent agenda which included the February 22, 2023 meeting minutes as well as new members (listed below).

New Members - 2/15/2023 - 3/15/2023

Ra'Shawn Johnson, The Hogan Group-Charlottesville; Thomas Karras, ComeHome; David Kolakowski, Real Broker LLC; Heather Lamb, Keller Williams Alliance-Charlottesville; Tammy Mundy, 1st Dominion Realty, Inc.-Charlottesville; Raymond Walker, Howard Hanna Roy Wheeler Realty-Charlottesville.

CAAR Foundation Update

CAAR Foundation Chair Tammy Wilt shared a draft Strategic Plan, which was created by both the CAAR Foundation Board of Directors and The Spark Mill, a consulting firm from Richmond. Once the Strategic Plan is finalized and adopted, then the Foundation Board will create a business plan and permanent staff job description. The Board shared the importance of obtaining grants, still aiding with downpayment assistance to clients, and the need to clearly communicate what the Foundation is and its history (past, present, and future).

Treasurer's Report

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

CAAR Awards Process Concerns

Mr. Davis voiced his concern and overall disappointment regarding the crucial steps there were missed in this year's Annual Awards and Professional Honor Society. In addition to several annual award applications not being included in the initial review by the Annual Awards Project Team, five names were not included in the Professional Honor Society presentation at the March General Membership Meeting. Mr. Davis explained the short and long term impacts these mistakes have made on him, his Brokerage, his colleagues, and other members. Mrs. Tammen spoke about the processes that were in place for both award programs but not followed by staff and the detailed steps taken to rectify both situations.

President's Report

President Herndon noted that all the 2023 groups, committees, and councils have made a great progress in the first quarter. Emerging Technologies, which used to be a Master Group, may be revitalized. It was noted that CAAR's standing groups, committees, and councils are not currently listed or mentioned by name in the CAAR governing documents. This will be fixed as part of the document review process.

Master Group Liaison Reports

Broker Council – The Council reflected on how well CAAR was represented during last quarter's market report. They discussed the decision-making process for the lockbox conversion, received a CAAR Foundation update, and discussed their role in the Broker Forums.

Commercial Council – Their first meeting will be held in April.

Communications – The group will be evaluating the annual awards program, due to its low participation rate. Its big focus will be on a new caar.com website, which includes the CAAR member portal. The first American Red Cross blood drive will be Thurs., May 16th at the Hillsdale Conference Center. The first Habitat of Humanity of Greater Charlottesville will be Wed., June 14th. The group will consider applying for a \$3,000 National Association of REALTORS® (NAR) Placemaking

Grant for a temporary pocket park in downtown Charlottesville. Leadership from the group and the Diversity, Equity, and Inclusion (DEI) Council supported applying for a \$3,000 NAR Housing Opportunity Grant for a National Association of Real Estate Brokers (NAREB) Realist Chapter of Richmond (RCR) Community Wealth Building Day. The activity is included in their Realist Week. The NAR grant was approved.

DEI – The Group is finalizing which members will be representing CAAR within several National multi-cultural organizations. The Group is waiting for a status update from NAR regarding a \$1,000 Diversity Grant to help pay for travel expenses for the Vice-Chair to attend the National Association of Hispanic Real Estate Professionals Homeownership & Wealth Building Conference in Washington, D.C. The Group was pleased with how well Jason Elliott's LGBTQ+ overview was received during the March General Membership Meeting. Their next two focuses are the dedicated LGBTQ+ training and Piedmont Virginia Community College Job Fair, both on Wed., Mar. 29th. They plan to participate in the Charlottesville High School Job Fair on Wed., Apr. 26th. They are currently taking an online vote to apply for a NAR Fair Housing Grant to help pay for Bill Dedman's "Lessons Learned From Long Island Divide."

MLS – **A MOTION** was **MADE, SECONDED**, and **APPROVED** to recommend to the Board that CAAR allow full reciprocity, as defined by SentiLock, to those Associations which have access to our MLS data, specifically compensation, showing instructions, and agent only remarks. (**Aye 0; Nay 14 – MOTION DEFEATED**)

A MOTION was **MADE, SECONDED**, and **DEFEATED** to allow membership in the CAAR lockbox system to non-member provided they have another primary membership in another REALTOR® association in Virginia. (**Aye 2; Nay 11; Abstain 1 – MOTION DEFEATED**)

The Board requests the MLS Master Group to discuss and consider requesting the areas noted on the SentiLock Virginia map to be included in the Bright MLS data share agreement. Once those areas are included, thus providing mutual MLS data to both MLSs, then SentiLock reciprocity should be discussed.

Operations – The Group will evaluate the Pat Jensen Leadership Academy and kick-off both the Budget & Finance Project Team and Documents Review Project Team soon.

Past Presidents Council – The Council discussed the recent lockbox Facebook comment and felt CAAR should communicate more about the issues (e.g., lawsuits) and mandates coming from NAR and how it impacts the real estate industry in general and us at the local level.

Professional Development – The CAAR 2024 Education & Training Survey will close at Midnight on Fri., Mar. 31st. The group is researching how CAAR can participate in the National Real Estate Ethics Day live stream on Thurs., June 29th from 1 – 4 p.m. with Leigh Brown.

Public Affairs – The group is discussing topics for the Property Rights Luncheon (summer) and Pancakes & Politics (winter). CAAR applied for a \$100,000 NAR Issues Mobilization Grant in support of an advocacy campaign supporting Charlottesville's Zoning ordinance changes. The NAR grant was approved.

CEO Report

Mrs. Tammen mentioned CAAR is in the process of hiring an Education & Events Specialist. The \$10 no-show cancellation policy for classes and events with free registration will take effect in late April. The lockbox conversion details are still being developed. Mrs. Tammen noted Ashley Butler, Communications & Marketing Coordinator, is no longer employed with CAAR.

New Business

President Herndon requested a discussion to understand if CAAR can require endorsed political candidates to abide by the NAR Code of Ethics.

Important Dates

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

Next Board Meeting

Wed., April 26, 2023, 9 – 10:30 a.m. at the Hillsdale Conference Center

Adjourn

President Herndon adjourned the meeting at 10:43 a.m.

Respectfully Submitted, Abby Tammen, Secretary