

**MINUTES**  
**CAAR Board of Directors Meeting**  
**Wednesday, April 26, 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 (remote), Candice van der Linde, Georgia Lindsey, Sharon Merrick, Kyle Olson, Jessica Russo, Errin Searcy, Amanda Spigone.

Staff: Ali DiGuardo, Abby Tammen, Neil Williamson.

**Welcome and Call to Order**

President Herndon called the meeting to order at 9:00 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 March 22, 2023 meeting minutes as well as new members (listed below).

**New Members – 3/19/2023 – 4/17/2023**

Nicolle Comarovschi, The Hogan Group-Charlottesville; Martha Corley, MFC VA, Inc., Jeffrey Davis, Jeffrey S. Davis; James DesRoches, Frank Hardy Sotheby's International Realty; Sally Dockter, Loring Woodriff R. E. Assoc.; James Ewell, Howard Hanna Roy Wheeler Realty; Cathrine Giambalvo, Gayle Harvey Real Estate, Inc.; Holly Hilliard, Keller Williams Alliance-Charlottesville; Jacob Jillions, eXp Realty LLC-Fredericksburg; Chris Kincheloe, Mossy Oak Properties Land & Farms Realty; Noah Kopp, Loring Woodriff R. E. Assoc.; Morgan Lewis, Frank Hardy Sotheby's International Realty; Lisa Porter, Nest Realty Group; Monica Snow, eXp Realty LLC-Fredericksburg; Katie Willis, SM Brokerage, LLC.

**Treasurer's Report**

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

**President's Report**

President Herndon provided a recap of the Q1 Leadership Check-in, which included building a culture of psychological safety. President Herndon attended the Thomas Jefferson Planning District Commission (TJPDC) 2<sup>nd</sup> Housing Summit at the end of March. While she was pleased to see CAAR supporting the event as a sponsor, she wants CAAR to play a larger role in the event. She also hopes to see more REALTORS® attend the event, considering the focus was on affordable housing and initiatives. President Herndon shared the Virginia REALTORS® Board and committee application window will open on May 1<sup>st</sup>. President Herndon shared the CEO Evaluation for Mrs. Tammen was completed in March. President Herndon announced CAAR would charter a bus for those attending the National Association of REALTORS® Riding with the Brand event in Williamsburg on May 18<sup>th</sup>. President Herndon reminded the Board to complete the President's Challenge by the end of the year.

**Master Group Liaison Reports**

MLS – A **MOTION** was **MADE, SECONDED**, and **APPROVED** to recommend to the Board that CAAR will only offer association full reciprocity in the SentiLock lockbox system if or when we have a two-way data share agreement with all localities within said associations.

Association Strategy Project Team – Monthly meetings have started. Members have been assigned to discuss and research two areas of focus.

Broker Forum – Concerns were raised by members regarding certain comments made by the presenters. President Herndon reminded attendees and the presenters of the Antitrust Statement at the Broker Forum meeting.

Commercial Council – The Council appreciates the perspectives the new members are bringing to the table.

Communications – The group continues to promote the American Red Cross blood drive in Mya. No formal motion will be made for a National Association of REALTORS® Placemaking Grant as the temporary pocket park is on hold until the fall. Staff continues to search vendors with RAMCO experience for the new CAAR.com website. An Annual Awards Evaluation Survey has been launched to gain a better understanding of the membership's opinion on the value, communication, and management of the awards program. The group discussed the missing Professional Honor Society honorees and the steps taken to rectify the issue (e.g., phone call apology, updated slideshow shared in News Group, etc.). The group felt the March General Membership Meeting should strictly be focused on honoring our members. The group requested a

ReviewR demo, a dedicated award management system that would take most manual processes CAAR has and make them automatic. The group discussed Professional Honor Society items, such as requiring a certain amount of time a member must attend a meeting/event to receive points and adding Broker Forums to the form if all members with a broker license are invited – not just designated, supervisory, and managing brokers. CAAR received a thank you card from TJPDC for supporting the 2<sup>nd</sup> Housing Summit and affordable housing efforts.

DEI – The Council is closing two NAR grants before applying for a Fair Housing grant for the “Lessons Learned From Long Island Divided” presentation. They want to ensure pride awareness is not lost since the next LGBTQ+ training with Jason Elliott will be offered in November. They will discuss whether the traditional Course & Instructor Evaluation Form should be applied to DEI sessions. The Council looks forward to participating in the Charlottesville High School job fair and providing disability inclusion and awareness at the May General Membership Meeting.

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 group is discussing General Membership Meetings topics for 2024.

Public Affairs – Continuing to keep a close eye on when the public hearing will take place for the Charlottesville City zoning ordinance. The REALTORS® Political Action Committee major investors dinner went well. The Free Enterprise Forum will do conduct a discussion with the Democratic candidates running for the City of Charlottesville on May 10<sup>th</sup> at 7 p.m. at the Hillsdale Conference Center.

YPN – The group is evaluating their events and ensuring they are delivering quality versus quantity. President Herndon suggested the group consider how to partner on supporting local charities with the CAAR Foundation in the future.

### **CEO Report**

Mrs. Tammen provided an update on lockbox conversion and exchange, including the total amount with taxes to implement and proposed dates of the exchange. She encouraged the Board to participate in the Paper Shred Day. Mrs. Tammen noted that because of the new no-show policy, the Board will now need to register themselves for complimentary meetings, such as General Membership Meetings.

### **Important Dates**

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

### **Next Board Meeting**

Wed., May 24, 2023, 9 – 10:30 a.m. at the Hillsdale Conference Center

### **Adjourn**

President Herndon adjourned the meeting at 10:37 a.m.

Respectfully Submitted, Abby Tammen, Secretary