

MINUTES
Charlottesville Young Professionals Network
Charlottesville Area Association of REALTORS®
Wednesday, January 17, 2024

ATTENDANCE

Present: Brentney Kozuch (Chair), Zoya Claus (Vice-Chair), Jossef Baron, Dave Deutsch, Ivy Haines, Tiffany Jenkins, Sarah Monceaux, Catherine Richmond, Alex Rayfield, Kevin Wilberger (Board Liaison), Anne Burroughs (CAAR President)

Staff Liaison: Lauren Graf

Excused: Megan Rodgers, Jamie White

CALL TO ORDER

Chair Brentney Kozuch called the meeting to order at 10:02 a.m.

OLD BUSINESS

To kick the meeting off, each planning committee member stated their name, brokerage, and what their phone screen is.

After introductions, Chair Brentney Kozuch went over a few points so the new Planning Committee members would get a better understanding of what YPN is. The first questions she answered is “What is YPN?” YPN, or the Young Professionals Network, stands as a vibrant platform passionately committed to cultivating education and philanthropy within the real estate industry. In Charlottesville, YPN uniquely prioritizes the joy of learning, striving to promote the educational journey for the entire real estate community. Serving as a dynamic entry point for real estate professionals, YPN is committed to empowering individuals to enhance their success in the field and gain valuable leadership experience.

The second question Chair Brentney Kozuch answered is “how do the meetings operate?” To best provide the planning committee members with valuable insights into the operational dynamics of YPN, Chair Brentney Kozuch delved into the comprehensive meeting minutes of 2023. The current YPN Planning Committee is working toward ensuring that the 2024 schedule runs as smoothly as possible and schedules the 2025 events.

Chair Brentney Kozuch reviewed the 2024 schedule and the selected charities, outlined as follows:

- **YPN Kick-Off:** Scheduled for a date to be determined, with the CAAR Foundation chosen as the charity for this event.
- **April Latte & Learn:** Scheduled for April 12th from 9 to 10 a.m. on Zoom, with The Yellow Door Foundation chosen as the charity for this event.
- **Waterpalooza:** Scheduled for May 21st from 3 to 5 p.m. at Darden Towe Park, with all contributions directed towards RPAC.
- **Trivia Happy Hour:** Scheduled for June 19th from 3 to 5 p.m. at Three Notched Brewery, with AHIP chosen as the charity for this event.
- **Wag Wine Wednesday:** Scheduled for October 9th from 3 to 5 p.m. at King Family Vineyards, with the HOWS Project chosen as the charity for this event.
- **October Latte & Learn:** Scheduled for October 18th from 9 to 10 a.m. on Zoom, with WNRN chosen as the charity for this event.
- **YPN's 10th Annual Salvation Army Angel Tree & Bell Ringing Program:** Anticipated to occur in November and December, offering a meaningful opportunity for charitable engagement for YPN and CAAR members.

NEW BUSINESS

The YPN Kick-Off, which is now going to be taking place at Firefly, was originally scheduled for February 1st, but is now undergoing a date change due to CAAR Day on the Hill coinciding with that day. The rescheduled date for this event is now for February 6th. This new location is offering the advantage of more accessible parking at Firefly. The chosen charity for this event is the CAAR Foundation. YPN is going to be looking into Happy Hour discount prices and will be providing food for the event. This event is slated to take place from 3 to

5 p.m., providing a convenient time frame for attendees. Moreover, all attendees will automatically be included in the YPN Pass Raffle, with the YPN Pass valued at \$40 for the entire year. This pass automatically enrolls the member for all YPN Events in 2024. The YPN Pass is a valuable package that promotes active participation throughout the year.

Chair Brentney Kozuch went over the current YPN budget. Currently, YPN has four 2024 Title Sponsors: Blue Ridge Home Builders Association, Charlottesville Moving Solutions, Fulton Mortgage Company, and Greenwood Homes. Only two of YPN's 2024 events have Event Sponsors. Both the April Latte & Learn and Wag Wine Wednesday are sponsored by Farm Credit of the Virginias. Chair Brentney Kozuch and Staff Liaison Lauren Graf emphasized the importance of obtaining more title and event sponsors. To bolster sponsorship efforts, members of the YPN Planning Committee are going to begin actively reaching out to affiliate members, aiming to increase the roster of sponsors for YPN initiatives. Alex Rayfield, a recent addition to the YPN Planning Committee, proposed the idea of arranging meetings with past sponsors. The objective is to understand the reasons behind their non-return and to encourage their participation in future YPN initiatives.

Chair Brentney Kozuch and Vice-Chair Zoya Claus announced two new leadership roles within the Charlottesville YPN Planning Committee:

- The YPN Marketing Lead is a crucial role dedicated to enhancing the success and visibility of YPN events and initiatives. Working closely with the YPN Planning Committee Chair and Vice-Chair, the Marketing Lead develops and executes strategic marketing plans, fosters community engagement, creates compelling content for social media, manages digital presence, and works towards enhancing the overall visibility of the YPN brand within the real estate community.
- The YPN Event Manager is a pivotal volunteer position responsible for coordinating the planning and execution of YPN events. Operating under the guidance of the YPN Planning Committee Chair and Vice-Chair, the Event Manager ensures the seamless implementation of various activities that contribute to the professional and social development of YPN members. This detail-oriented individual collaborates with committee members, prioritizes attendee experiences, resolves issues, coordinates volunteers, and ensures adherence to established timelines and deadlines.

The YPN Planning Committee is going to look over the responsibilities for both roles and update the chairs at the next YPN Planning Committee meeting about whether they are interested in increasing their involvement. Dave Deutsch has offered to serve as the primary event manager, with Catherine Richmond volunteering to shadow Dave Deutsch in this capacity.

BOARD UPDATE

Board Liaison Kevin Wilberger revealed that after careful consideration of various observations and concerns, the CAAR Board of Directors expresses its non-support for the proposed amendments to the Virginia REALTORS®' Articles of Incorporation. The Board of Directors sent the CAAR membership an email on January 11th expressing their concerns about these proposed changes. The Virginia REALTOR®' Articles of Incorporation Proposed Changes will be voted on **Wed., Jan. 31st at 11a.m.** at the **Virginia REALTORS® headquarters** or by proxy (Yes/No). If anyone would like to discuss any of the concerns outlined in the email, [you can reach out to the Board of Directors directly.](#)

STAFF UPDATE

Staff Liaison Lauren Graf told the YPN Planning Committee that the application window for the CAAR Foundation Executive Director has closed. The CAAR Foundation operates as an independent organization from CAAR and is designed to serve as an efficient platform for REALTORS® to contribute their time, skills, and resources, aiming to make a positive and lasting impact on, sustain, and support the community.

ADJOURNMENT

Chair Brentney Kozuch adjourned the meeting at 10:46 a.m.

Next Meeting: Wed., Feb. 14th, 10 – 11 a.m., Hybrid