

MINUTES
CAAR Board of Directors Meeting
Wednesday, October 23, 2024
Hillsdale Conference Center

Attendance

Present: Anne Burroughs (President), Josh White (President-Elect), Amanda Spigone (Treasurer), S. Lisa Herndon (Immediate Past President), Kim Armstrong, Keith Davis, Woody Fincham, Sharon Merrick, Janice O'Hara (remote), Kyle Olson, Candice van der Linde, Kevin Wilberger (remote). Staff: Abby Tammen, Ali DiGuardo, Ian Desautel. Guest: David Foley, Keith Smith. Unexcused: Matthew Holt, Jessica Russo.

Welcome and Call to Order

President Burroughs 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 July 24, 2024 meeting minutes as well as new members (listed below).

New Members

8/22/2024 to 10/18/2024. Christopher Long, eXp Realty – Fredericksburg; Srimath Tirumala, Fathom Realty; Lysie McKeown, Four Seasons Realty 1, LLC-Nel; Astrit Reynolds, Four Seasons Realty 1, LLC-Nel; Robert Schall, Keller Williams Alliance-Charl; Moyanne Harding, Keller Williams-Lynchburg; Mina Boules, Long & Foster – Charlottesville; Kelley Johnston, Loring Woodriff R. E. Assoc.; Lauren Langley, Montague Miller & Co Westfield; Timothy Rigney, Real Broker LLC-Tysons Corner; Steve Szwec, Real Broker LLC-Tysons Corner.

2023 Audit Report

Mr. Foley from Robinson, Farmer, Cox Associates, LLC presented the 2023 audit. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the 2023 audit as presented.

Treasurer's Report

Treasurer Spigone reviewed the August 2024 financial report. A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the August 2024 financial report as presented.

President's Report

President Burroughs provided an update on how well the new CAAR.com website implementation went. The website is professional, modern, and secure – a true reflection of what CAAR is to both the membership and the public. President Burroughs shared that the first *Daily Progress* branded article, which is focused on the value of a REALTOR®, has been published and has received positive member feedback. The second branded article, which will focus on affordable housing and CAAR's local advocacy efforts, will be published in November. These articles are made possible by the Virginia REALTORS® Community Engagement Grant. President Burroughs reminded the Board that the ShowingTime for MLS benefit will roll out on October 29th. President Burroughs mentioned her wish to hold two townhall meetings – Louisa & Fluvanna in November and Greene in December.

Board Strategic Discussion

A **MOTION** was **MADE, SECONDED**, and **APPROVED** to accept the CAAR 2025-2027 Strategic Plan as presented.

The Board discussed possible implications of enforcing Buyer Broker Agreements when it is not yet a Virginia law (likely July 2025). The Board recommended that the MLS Committee and Brokers (through the Broker Council and Broker Forum) weigh-in on this discussion and the association's role in monitoring and/or enforcing before (if any) and after it becomes a Virginia law.

Committee Reports

President Burroughs reminded the Board of the importance of reading the committee minutes prior to the meeting.

CEO Update

Mrs. Tammen provided an update on pending contracts. Emerging Technologies Committee continues to review the various REALTOR® system and service usage reports. The discussion of predicting how many members will not renew their membership for 2025 continues. There are less than 300 members who still need to send in their Code of Ethics certificate of completion, as part of the National Association of REALTORS® membership requirement. Mrs. Tammen provided a staff update. Darkita Hawkins was introduced as the new CAAR Receptionist. An offer letter has been signed by a candidate for the Marketing and Communications Coordinator position. Lauren Graf has moved into a Conference

Services Manager for the Hillsdale Conference Center. The Candidate Review Committee will review the first batch of Officer and Director candidate submissions. The first announcement of the approved candidates will be released later today to the membership.

Important Dates

President Burroughs highlighted upcoming events and important dates.

Next Board Meeting

Wed., November 20, 2024, 9 – 10:30 a.m. at the Hillsdale Conference Center.

Adjourn

President Burroughs adjourned the meeting at 10:13 a.m.

Respectfully Submitted, Abby Tammen, Secretary