

MINUTES
CAAR Board of Directors Meeting
Wednesday, November 20, 2024
Hillsdale Conference Center

Attendance

Present: Anne Burroughs (President), Josh White (President-Elect), Amanda Spigone (Treasurer), S. Lisa Herndon (Immediate Past President), Kim Armstrong, Woody Fincham (remote), Matthew Holt, Sharon Merrick, Janice O'Hara, Kyle Olson, Jessica Russo, Candice van der Linde, Kevin Wilberger (remote). Staff: Abby Tammen, Ali DiGuardo, Ian Desautel, Neil Williamson. Guests: Roxanne Carter-Johnston, Georgia Lindsey, Dave Norris, Greg Slater. Excused: Keith Davis, Jeff Mattie.

Welcome and Call to Order

President Burroughs called the meeting to order at 8:57 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 October 23, 2024 meeting minutes as well as new members (listed below).

New Members

10/18/2024 – 11/19/2024. Allison Albrecht, Marigold Residential Management; Mikeal Jones, The Hogan Group-Charlottesville; Seydi Zeron, Long & Foster – Lake Monticello; Jordan Lynch, Cowan Realty.

Treasurer's Report

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

President's Report

President Burroughs provided a recap of the National Association of REALTORS® NXT Conference, including several Board approved motions (e.g., social media audit for each Board candidate, Code of Ethics change coming Jan. 1, 2025, and 10% of executive committee must include commercial representation, etc.). The Louisa & Fluvanna County Town Hall Meeting was cancelled due to no pre-registrants. The Town Hall Meeting hosted in Greene County will take place on December 2nd. Board members suggested various ways to increase participation for 2025 Town Hall Meetings.

Board Strategic Discussion

CAAR Foundation Q4 Update

Mr. Norris mentioned that a comprehensive CAAR Foundation recap was available in the Board packet. Mr. Norris mentioned that Dogwood Realty Company donated \$10,000 to the Foundation. The Foundation is excited to give its first grant to the Albemarle Housing Improvement Program (AHIP) at the CAAR 2025 Installation of Officers & Directors Meeting. Mr. Norris is hopeful that the online housing resource, which is in collaboration with Charlottesville Tomorrow, will be launched soon. Mr. Slater mentioned that the Foundation is busy building new alliances and collations throughout the community. The Foundation is executing a grassroots campaign to raise money before the end of the year and asked for support from the CAAR Board.

MLS Rules & Regulations

The MLS Rules and Regulations Committee will not take any action to enforce Buyer Broker Agreements as it is not yet a Virginia law (likely July 2025). This topic will be revisited once it is a Virginia law.

Board Action Items

2025 Budget

Treasurer Spigone provided a recap of the prior Budget & Finance Project Team meetings as well as an overview of key take-a-ways from the Budget Coffee Chats.

A **MOTION** was **MADE, SECONDED**, and **APPROVED** to amend the 2025 budget to reflect travel for the entire executive committee to all NAR and VAR conferences that will result in a loss of no more than \$140,000 in 2025. (8 Aye; 3 No)

A **MOTION** was **MADE, SECONDED**, and **UNANIMOUSLY DIED** to amend the 2025 budget to remove the proposed salary increase for full-time CAAR staff.

The Board requests "salary increase" be changed to "living increase" in future budget documentation and discussions.

A **MOTION** was **AMENDED, SECONDED,** and **APPROVED** to forward a budget to Operations and the Board that reflects a 15% decline in membership and reflects travel for the entire executive committee to all NAR and VAR conferences that will result in a loss of no more than \$140,000 in 2025. (8 Aye; 2 No)

Operations Committee – Construction Proposal

A **MOTION** was **MADE, SECONDED,** and **UNANIMOUSLY APPROVED** to proceed with the suggested improvement to the Hillsdale Conference Center in 2024. Staff were directed to select the vendor based on the proposals received to date.

CAAR Foundation

A **MOTION** was **MADE, SECONDED,** and **UNANIMOUSLY APPROVED** to fund a donation to the CAAR Foundation in 2024 in the amount of \$10,000.

A **MOTION** was **MADE, SECONDED,** and **APPROVED** to fund a second donation to the CAAR Foundation in 2024 in the amount of \$10,000. (8 Aye; 2 No; 1 Abstain)

The Board requests that the CAAR Board recommend an amount to be contributed to the CAAR Foundation annually, based on financials.

Committee Reports

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

CEO Update

Mrs. Tammen mentioned Kelly Lolli has been hired as the new Marketing and Communications Coordinator position. Mrs. Tammen reminded the Board of important details related to the CAAR 2025 Installation of Officers & Directors on December 5th.

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 11:17 a.m.

Respectfully Submitted, Abby Tammen, Secretary