

MINUTES
Charlottesville Area Association of REALTORS®
RPAC Committee
Tues., Jan. 13, 2026

Attendance

Present: Denise Ramey (Chair), Jay Kalagher (Vice Chair), Abby Tammen, Tiffany Vann (Liaison). Excused: Alex Rayfield, Aaron Howell (Board Liaison)

Welcome and Call to Order

Chair Denise Ramey opened meeting at 11 a.m. CEO Abby Tammen reviewed the CAAR Antitrust Statement.

New Business

6-One on one advocacy meetings:

- RPAC committee to host 6 meetings per year as one-on-ones with previous major investors to recommit their major investor status (Jan – Aug)
- Jay and/or Denise to host one-on-one meetings with members who have not previously invested
- Include a VAR advocacy team member where possible
- VAR advocacy funds to reimburse the one-on-one lunch/happy hour meetings

October/November: Pledge event to capture pledges for 2027 major investors.

- Abby to contact Debbie Werling for details on how GPAAR held a pre-pledge event.
- Event to have VAR speaker, Maura Pratt, NAR speaker

Quarterly Call Campaign:

- Capture CAAR members to invest at any level
- Host call campaign at HCC
- Committee to solicit volunteers to help with calls
- Advocacy board, bell ring for high contribution, pizza lunch, small gifts for volunteers
- Campaign to end by NAR deadline to count towards awards ceremony Oct.? (TBD)

Outreach to Past Major Investors to Renew Contribution: January roll-out

- Tiffany to craft text/email message to past M.I. who have not yet renewed for 2026.
- Include webpage link or contact Tiffany to contribute
- Text: January
- Email: February

December: 2026 (only) Major Investor Thank You event

- Held for those who contributed as a M.I. in 2026
- Hosted as a private happy hour/ heavy hors d'oeuvres event at an off-site location (Burtin's Grill or other)
- Fulton Mortgage is a sponsor for a 2026 RPAC event at \$300

Discussion for Next Meeting

- Public Affairs – local advocacy funds needed for 2026
- Confirm RPAC events on calendar
- Discuss RPAC trip to Washington DC

Adjourn

Chair Denise Ramey adjourned meeting at 11:17 a.m.

Next Meeting: Fri., Feb. 6, 2026, 9 – 10 a.m.

Respectfully submitted, Tiffany Vann, Staff Liaison