

MINUTES
Charlottesville Area Association of
REALTORS® RPAC Committee
Fri., Feb. 6, 2026 | 9 a.m.

Attendance

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

Welcome and Call to Order

Chair Denise Ramey opened meeting at 9 a.m., 1.13.26 Minutes reviewed and approved

Old Business

Outreach via text and email to past major investors to capture investment for 2026 completed.
6 investors renewing for 2026

Update to Jan. 13th Discussion Items

6-One on one advocacy meetings:

- Tiffany to email list of top 50 producers to Jay and Denise to begin setup of their one-on-one get togethers.
- RPAC success stories, overcoming objections and RPAC myths flyer provided to assist. CAAR RPAC paver campaign brochure shared

Quarterly Fundraising Calls

- March 12th from 3 to 4:30 with a happy hour from 4:30 to 5 p.m.
- Refreshments and small volunteer gifts
- HCC classroom reserved.
- Tiffany to email list of Chairs and V. Chairs of all CAAR committees and YPN to Jay and Denise to reach out and ask for volunteers for the fundraising call campaign
- Maura to provide a list of those members who did not contribute or less than the fair share will be on the call list to divide among the volunteers closer to event date.
- Maura Pratt to provide script
- Quick 20 min. training for volunteers prior to making calls.
- Fulton Mort. is a sponsor for this event – go towards food \$300 (Julia Roberts is a contributor to RPAC and rep for Fulton)
- Pre-event committee meeting March 3rd

2027 Pledge Event - October

- Check venue options with Ivy Inn, Farmington, Boar's Head
- See if we can get the venue space for free or discounted if we use their facility and promote the venue to members or offer a complimentary membership for 2027
- All invitees will be pre-qualified to attend by committee calls

- Committee callers will Lay out expectations of event to come prepared to become a major investor
- Have high level speakers to engage attendees and move some to the next level of investing

December Major Investor Thank You Event

- Off-site event (1) Three Notched (2) Burtons (3) Eastwood
- Only M.I. contributors from 2026 will be invited to attend this exclusive event

New Business:

- RPAC trip to Washington DC
- Major Investors only

Adjourn: Chair, Denise Ramey adjourned meeting at 10 a.m.

Next Meeting: Tues., March 3rd 9 a.m.

Respectfully submitted, Tiffany Vann, Staff Liaison