



**Board of Directors
February 27, 2018**

MINUTES

I Call to Order: Lisa Roy Sheppert, President called the meeting to order. Sheppert then recognized Mike Barras, legal counsel with Oats & Marino who reviewed with the board the 2018 Board Conflict and Confidentiality contract.

II Roll Call – Sign-in:

**Lisa Roy Sheppert-present
Walter Campbell-present
Angi Trahan-present
Harry Fuselier-present
Janine Day-present
Cassie Goldsboro-present**

Jim Welch-present

**Jim Keaty- present
Lori McGrew-present
Angela Seaux-present
Reid Smith-present
Kelly Streva-present
Kenneth Trahan-present**

III Approval of Board Minutes: A MOTION was made and seconded to approve the minutes from the January board meeting. MOTION CARRIED.

IV President's Report:

1. Dues refund request from Paul Redmond: The board reviewed a request from RAA Board Member Paul Redmond. **A MOTION was made and seconded to refund Mr. Redmond the RAA portion of his 2018 dues payment. MOTION CARRIED**

A MOTION was made and seconded to add the following policy to the RAA Policy and Procedure manual “dues payments are non-refundable after December 31st”. Staff will include this policy in all future dues billing statement. MOTION CARRIED.

2. Report from the Louisiana REALTOR® Learning to Lead Conference: Lisa Sheppert updated the board with new information regarding the request for information on MLS services from T3 Group. **A MOTION was made and seconded to authorize the CEO to complete the survey with the exceptions of questions #6, #24, #35. MOTION CARRIED**

3. By Law Task Force Update:

a. Sheppert referred board members to their board packet and changes to Article V Section 3 of the model by-laws from NAR. Since these by-laws are part of the mandated section from NAR the board is allowed to approve them without calling an annual meeting. **A MOTION was made and seconded to accept and adopt the NAR mandated changes to Article V Section 3. MOTION CARRIED**

b. Review of Proposed changes: Sheppert then reviewed with the board all the suggested changes from the By-Law Task Force with the board. **A MOTION was made and seconded to accept all changes as presented with the exception of the new requirements for members wishing to apply for the board of directors. MOTION CARRIED**

A MOTION was made and seconded that qualifications for members wishing to run for the RAA board of directors shall be as follows “RAA member for a least 3 years unless the candidate is a graduate of RAA or Louisiana REALTOR® leadership program”. In addition, the person shall have to have service on three different committees within the last five years. MOTION CARRIED

c. Approval Process: Sheppert reported the By-Law task force was recommending that the annual meeting be held at the City Club on Thursday, April 19th at 3pm. The meeting would be held and upon the close of the meeting all members were invited to participate in a cocktail hour and then could choose to head out to Rhythms of the River.

A MOTION was made and seconded to authorize the CEO to initiate a contract with City Club for April 19th for the Annual meeting. The expenditures would come out of unbudgeted funds. MOTION CARRIED

4. PAC Report: Sheppert reported that RAA had won the local RPAC President's Cup. She then recognized Al Lopez, ACPAT Chair who provided an update to REALTOR® Day at the Capital in conjunction with Louisiana REALTORS® legislative meetings.

A MOTION was made and seconded that the RAA would pay for the registration costs for the Louisiana REALTOR® legislative meetings in April for all RAA members who were also members of the PAC. MOTION CARRIED.

5. Request from NAR Corporate Ally Program for a donation: Sheppert referred the board to a request for RAA to become a member of the 2018 Corporate Ally Program.

A MOTION was made and seconded to not participate in the Corporate Ally program in 2018. MOTION CARRIED.

6. Board Retreat Follow-up: Sheppert reported the staff and leadership were working on items identified in the board retreat as priorities for the year. The first being to take a more active stance in the regulatory side of being a REALTOR®. The Executive Team plans to address this item by first setting a meeting with Eloise Gauthier and Steven Hebert to discuss the board concerns and gather feedback on ways the RAA can make changes at LREC. Secondly, regarding the board's goal to further invest in the promotion of the REALTOR® Brand Sheppert referred board members to a mock script for "Sara Says" segment.

A MOTION was made and seconded to approve the Executive Teams recommendations on moving these priorities forward. MOTION CARRIED

V Committee Reports:

1. **MLS:** Jim Keaty reviewed the minutes from the February MLS Committee. **A MOTION was made and seconded to approve the minutes as presented. MOTION CARRIED**

2. **Professional Development:** Sheppert referred board members to the minutes from the Professional Development Committee. **A MOTION was**

made and seconded to approve the minutes as presented. MOTION CARRIED

3. **Membership Committee:** Sheppert referred board members to the minutes from the Events Committee. **A MOTION was made and seconded to approve the minutes as presented. MOTION CARRIED**

VI Treasurer's Report: Fuselier reported RAA membership renewal numbers were 1427 which is higher than what was budgeted for in 2018. In addition, new member numbers are steady with RAA signing up 41 new members to date. The prudential account as of January 31st was \$816,011.73. He then entertained questions about the 2018 Budget v actual figures.

Fuselier then reported RAA's outside CPA firm, Darnall Sikes, Gardes & Frederick are in the process of conducting the Association's Annual review as well as preparing the 2017 tax return on RAA's behalf.

Finally, he reported the Budget & Finance Committee had met and are recommending a change to RAA's current investment strategy concerning our Emergency or "rainy day fund". The current policy states it should be funded at 40% of annual operating expenses. The committee is recommending that this percentage be exceeded and the current unrestricted funds of approximately \$140,000 be placed in the Emergency Reserve Account and well as 100% of the 2017 Profits.

A MOTION was made and seconded to accept the Treasurer's report as presented including the recommendations from the Budget & Finance Committee. MOTION CARRIED

VII CEO report: Holliday referred board members to her written report which reviewed her office's activities for the month.

VIII Upcoming Events: Sheppert reviewed with board member the RAA's upcoming events.

1. **General Membership Luncheon:** Friday, March 2nd at the Petroleum Club. Guest Speaker Dr. Carrie Castille, with Rural Development.

2. **Broker Breakfast:** Friday, March, 9th at 8:30am at the RAA Office
3. **Honor Society Luncheon:** Friday, April 13th at Petroleum Club.
Registration begins at 11:30 and the program starts at noon.
4. **Louisiana REALTOR® Spring into Action Conference:** April 23-26th in Baton Rouge. Statewide REALTOR® Day at the Capital is set for Tuesday, April 24th.
5. **RAA Annual Meeting:** Thursday, April 12th at 3pm at the City Club followed by a social in conjunction with Rhythms of the River featuring Louisiana Red.
6. **ACPAC Auction:** Tentative date is Friday, April 20th at Petroleum Club.
7. **Affiliate Appreciation Luncheon** TBD