



Board of Directors
November 21, 2019

MINUTES

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- I **Call to Order:** Walter Campbell, President called the meeting to order.
- II **Roll Call – Sign-in:** The Chair established a quorum had been met.
- III **Approval of Board Minutes: A MOTION was made and seconded to approve the minutes from the October meeting. MOTION CARRIED**
- IV **President's Report:**

Prior to giving his report Campbell recognized Wendy Howell with ACPAT who asked the board to consider being a Major Investor for 2019.

A MOTION was made and seconded for the RAA to become a Major Investor for 2019. MOTION CARRIED

a. Report from the NAR Conference and Expo: Walter Campbell and Jim Keaty reported to the board on their recent attendance at the NAR Conference & Expo. Campbell alerted the board to the recent passage of NAR Policy 8.0 which is a policy on cooperation within the MLS. He also reported on a meeting with Mike Wurzer, the President of FLEXMLS.

b. Report from the RAA Leadership Class: Campbell called upon Lisa Sheppert to give an update on the 2019 RAA Leadership Class. Sheppert reported that the following members have successfully completed the program: Scott Roberts, Jeannie DelGreco, Caitlyn Hebert, Becky Gogola, Lulu David and Brittany Boullion. Applications for the 2020 class will go out soon. Sheppert encouraged board members to personally reach out to those who they feel would be good future RAA leaders.

c. CEO report on MLS Administrative hearing

A MOTION was made and seconded to enter into Executive Session.

A MOTION was made and seconded to exit Executive Session.

A MOTION was made and seconded to accept the decision of the MLS Administrative Hearing from October 10th . MOTION CARRIED

V Committee Reports:

1. **MLS:** Lori McCarthy, MLS Chair presented the minutes from the November MLS Committee. She then called upon Mary Sliman, MLS Director to review with the board the work from the Coming Soon Task Force. This information will be presented to RAA Broker members at the November Broker Breakfast.

A MOTION was made and seconded to accept the MLS Committee and the Coming Soon Task Force Minutes as presented. MOTION CARRIED

2. **YPN:** Leslie Guillory, YPN Chair reported on the current status of the YPN section to the board of directors. **A MOTION was made and seconded to accept the YPN report as presented. MOTION CARRIED**

VI Treasurer's Report:

Reid Smith, Treasurer noted the board member call list was much shorter this month due to the reduction in new members as is typical this time of the year.

He reported the Prudential investment account as of October 31st was 1,232,198.21.

He then reviewed with the board the 2019 Budget vs Actual figures.

The discussion then focused on a status update on the Building Task Force's search for a new home for the RAA. Smith reported that the RAA was under contract on a building located at 234 Rue Beauregard. He outlined the specifics of the contract as well as the notable information on the property. He reported that due to the nature of the RAA's business and need for onsite training the Building Task Force has made a separate offer on a piece of land adjacent to 234 Rue Beauregard and the committee was waiting on a response from the seller. The Committee is under a 60-day due diligence period and is working through all necessary items and will be reporting back to the board.

A MOTION was made and seconded to authorize the Building Committee to spend up to \$10,000 on items needed for the due diligence process once they have confirmed that the lot for additional parking has been secured. Funds will come from RAA's money market account with Homebank. MOTION CARRIED

Discussion then centered around the 2020 Annual Budget projections. Smith reviewed an Executive Memo on the 2020 Budget which outlined new member services and programs which would be new for the 2020 budget. These items were discussed at length.

Finally, Smith then referred the board to the attached minutes from the 3rd Quarter Budget & Finance Team's meeting.

A MOTION was made and seconded to accept the Treasurer's report as presented including the minutes of the 4th Quarter Budget & Finance Team's minutes and the 2020 RAA Annual Budget as presented. MOTION CARRIED

VII CEO Report: Holliday referred board members to her attached written report which highlighted her office's productivity since the previous board meeting.

VIII Upcoming Events: Campbell reviewed with the board the upcoming RAA events.

1. **Broker Breakfast:** Friday, November 22nd at 8:30am

2. **Board/ Committee Luncheon:** Friday, December 6th at 11:30am at Ruffino's.

3. **Awards Luncheon for the 2019 REALTOR® of the Year, Affiliate of the Year, Lloyd G. Smith and Affiliate of the Year:** Friday, January 17th at Petroleum Club.

With there being no further business, the meeting was adjourned