



**Board of Directors
April 28, 2020**

MINUTES:

This Meeting was conducted via ZOOM:

- I **Call to Order:** Jim Keaty, President called the meeting to order.
 - II **Roll Call & Establish a Quorum:** The Chair established a quorum had been met.
 - III **Approval of Minutes: A MOTION was made and seconded to approve the minutes from the January and February meeting. MOTION CARRIED**
 - IV **President's Report:**
 1. **Covid -19 Response:** Jim Keaty reported to the board on the Association's response to the COVID-19 Pandemic noting specific steps and action items the RAA had undertaken to assist members during this time period.
 2. **Strategic Plan Update:** Keaty reported the steering committee had participated in a ZOOM call with representatives from Emergent Method to discuss the RAA's Strategic Plan. The plan was currently in draft form and would be sent to the entire board once finalized. However, two items had been placed on the April agenda for immediate action and implementation.
 1. **Approval of 2021 Nominating Committee**A MOTION was made by the Executive Committee that the 2021 Nominating Committee shall consist of the following members:

Jason Ray, Chair
Lisa Roy Sheppert, Latter & Blum
Paula Duncan, Duncan Realty
Wes Stonicher, KW
Carrie Theard, District South
- A MOTION was made and seconded to approve the Executive's recommend names to serve on the 2021 Nominating Committee. MOTION ACRRIED**

2. **Board Members to serve as Committee Liaisons:** Keaty referred board members to an attached sheet which outlines board

members liaisons to various RAA's committees. Board members will be asked to attend these meetings to represent the board and report back on any items of interest.

V Treasurer's Report: Reid Smith, Treasurer reported the current membership figures were 1542 REALTOR® members and 159 Affiliates. Smith reported the number of new members for the month was down with only 9 new members for the month of April. Smith attributed the decline to PSI testing facilities being closed. RAA has been made aware that the Lafayette PSI testing site is back at full capacity and so he expects new members for May to increase. Board members were asked to make personal phone calls to all new members for the month.

Smith reported RAA's investment account at Prudential was at \$ 838,526.83 as of March 31st. He noted the account was down approximately 5% after you considered withdrawals from the account for the building renovations.

Smith reviewed the Asset sheet for both companies: RAA and RAA Properties LLC.

Smith reported the CPA from, Darnall. Sikes & Frederick had completed its 2019 Annual review of the Association's finances. He noted RAA had made a profit of \$175,000 after taxes.

Smith provided the board with an update on RAA's new building located at 234 Rue Beauregard.

Finally, Smith referred board members to the attached minutes from the 2nd Quarter Budget & Finance Committee. Noted in these minutes were two Motions: 1. To launch a new member service for RAA members called Forewarn 2. to use the 2019 profit for renovations costs associated with 234 Rue Beauregard.

A MOTION was made and seconded to accept the Treasurer's report as presented. MOTION CARRIED

VI Committee Reports:

a. **MLS:** Bill Bacque, MLS Chair provided a detailed report on the March and April MLS Committee minutes which included the passage of multiple forms for the RAA form library. **A MOTION was made and seconded to approve the minutes for the March and April MLS meetings. MOTION CARRIED**

b. **YPN:** Tony Cobarrubia reported on the YPN meeting and an upcoming ZOOM meeting with national presenter Brian Moses. **A MOTION was made and seconded to Accept the YPN report as presented. MOTION CARRIED**

c. RCA : Monty Warren reported the section's annual Acadiana Commercial Outlook event had been cancelled for 2020 and would not be rescheduled. They will resume this event in April of 2021. He reported we was working with Reid Smith, Susan Holliday, David Gleason and Chad Trahan on a lease for a potential tenant for the upstairs space at 234 Rue Beauregard. And Finally, the discuss of staff reimbursement costs for the RCA section was still being discussed but no formal decision had been made regarding these payments.

A MOTION was made and seconded to accept the RCA report as presented. MOTION CARRIED

VII CEO report: Susan Holliday, RAA CEO reported the Association had received the NAR's President Cup for its advocacy efforts in 2019. She then gave an update on staff operations.

VIII New/ Old Business: Jim Welch discussed the current situation with the appraisal process during Covid-19.

IX: Calendar of Upcoming Events: Susan Holliday reviewed with the board upcoming events for the Association and those events which had been cancelled/ postponed due to Covid-19.

1. April Broker Breakfast VIA ZOOM: Friday, April 24th at 8:30am
2. April Board of Directors VIA ZOOM, Tuesday, April 28th at 9am
3. National Trainer Brian Moses, YPN ZOOM meeting, Thursday April 30th @ 8:30am
3. RAA Leadership Class Session 2- Friday, May 8th TBD is via Zoom or Live
4. Joint Industry Luncheon featuring Gary Wagner: Tuesday, August 11th at 11:30 at the DoubleTree Hotel
5. REALTOR® Appreciation Day: Thursday September 10th at the Cajundome Convention Center

Other events that were postponed:

1. ACPAC Auction
2. Honor Society Luncheon
3. Affiliate Appreciation
4. YPN Trivia Night
5. 2020 MLS Vision with Mike Wurzer