

CFR Board of Directors Minutes
Thursday, February 15, 2018 @ 8:30am



Sponsor: Alpha Mortgage: Jeff Gilley

In attendance:

Directors:

Staff:

Fred Gainey, President	Lynn Harris	Trey Wallace	Taylor Oldroyd
Hank Adams, Pres-elect	Mike Thornton	Gloria Green	
Sherri Pridgen, VP	Gail Bullard	Jamie Lynn Crist	
Neal Johnson, Past Pres	Mark Johnson		
Tony Harrington	Debbie Lariviere		

President Fred Gainey called the meeting to order at 8:38. Anti-Trust Statement was accepted. A prayer was offered by Neal and all joined in offering the Pledge of Allegiance.

The Consent Agenda was accepted with the change to add Lynn in attendance.

President Fred Gainey issued his President’s Challenge: Vote, Act, Invest, sign-up for mobile alerts, attend RAD & Legislative Luncheon, and Pork n’ Politics; and invest in RPAC and Feed ILM.

Fred welcomed Jeff Gilley from Alpha Mortgage.

Fred welcomed Chuck Earney who reviewed the annual accounting process and his role as an external accountant and then presented the 2017 report.

Danica Fletcher, Chair of the Dues PAG presented the initial findings from the PAG. They are discussing extending the dues payment time in Jan and introducing a late fee. This will address the issue of staff terminating members on New Year’s Day.

John Pierson and Jody Wainio provided a report from the Foundation and their efforts to address barriers to Workforce Housing. They presented a proposal asking CFR to lend them funds to purchase land for future development. This would require membership vote. CFR would serve as the long-term financing of up to \$200k.

Board recommends waiting for Foundation to present their business plan before taking any action or presenting to the membership.

MOTION: Deny the request and NOT move forward with presenting to the membership. Seconded. Passed.

NCR Region 2 RVP Jim Goodman introduced himself and highlighted events and activities in Region 2 and NCR, including a Legal Hotline update. Xchange 18 convention is coming up here in Wilmington.

CEO Taylor Oldroyd provided his January Report, highlighted Staff Changes (Densay GAD, Justine Ex Asst), mentioned the RE Commission discussion for asking local AOR to become a Drug drop-off location and discussed the tremendous opportunity for CFR to raise the bar as host of NCR Conv.

The financials were discussed. No need to continue the lengthy membership tracking report.

MOTION: to accept the Dec and Jan financials. Seconded. Passed.

Fred provided a brief MLS report.

CEO provided a Building repairs report. Insurance company to review the other side and if we need to proactively replace the pipe.

CEO presented the salary increase request. Board discussed and the trade-off of living here versus compared to other areas in NC. CEO will produce salary ranges with each job function. Longevity and performance of duty should determine pay and not longevity alone.

MOTION: to approve proposal with understanding a range of salary for each position must be generated and communicated to employees. Seconded. Passed.

CEO updated everyone on the Parking lot update.

CEO discussed clear communications with staff on travel expectations.

Fred and Taylor provided a summary of merger discussions with BCAR. NDA in draft and once signed, finances and staff jobs will be discussed.

The Board revisited the selection/election of VP. It appears that the membership was notified but no vote was taken. Back to square one and now do we want to vote again and present to membership? Staff will prepare packet off materials to present to membership to education them.

MOTION: move this to the membership meeting is Sept. and provide educational materials a few months before. Seconded. Passed

Upcoming ethics complaints do not need to remove the names? Should staff redact the names?

Information on the upcoming Professional Standards Training Wednesday March 14 – REQUIRED was distributed.

CEO ensured all 2018 Service Statements were signed.

Adjourned.

Respectfully submitted,

Taylor Oldroyd

Consent Agenda

- Approve Consent Agenda
- Approve Previous Meeting Minutes
- Consent Items:

Approved by email:

- 1) None

Future Meetings:

- **NCR State Meetings:**
 - June 6 Legislative Day (Raleigh)
 - NCR Executive Cmte: April 17, July 19, Sept 15, Nov 15
- **2018 Installation Banquet:** Saturday, January 13, 2018, 6:30 pm to 10 pm (RSVP required)
- **Next BOD:** Mar 22, Apr 19, May 17, June 21, July 19, Aug 16, Sept 13, Oct 18, Nov 15, Dec 13
- **Professional Standards Training** March 14 9:00AM – 4:30PM (CE Credit available)
- **Legislative Luncheon:** Friday, March 16, 2018 11:30 am to 1 pm
- **Realtor® Action Day** April 3rd
- **Annual Meeting & Election:** Wednesday, September 12, 2018, 4 pm to 6 pm
- **Pork 'N Politics:** Wednesday, October 17, 2018, 4:30 pm to 6:30 pm
- **Holiday Awards Luncheon:** Wednesday, December 5, 2018, 11:30 am to 1:30 pm

SUMMARY OF ANTI-TRUST COMPLIANCE POLICY Updated December 2017

TO BE ACCEPTED AT ALL MEETINGS

The Cape Fear REALTORS® (herein referred to as the "Association") and its officers, directors, employees, and committees fully support and intend to comply with all applicable federal and state anti-trust laws and shall not engage in any anti-competitive conduct or practices. We further commit to not allow the Association to be used by any member or committee for any anti-competitive effect, including but not limited to the following kinds of prohibited conduct:

- A. Any discussions or efforts to directly or indirectly fix, peg, raise, lower, control, recommend, suggest or maintain broker's commissions or commission splits on the sale of real estate,
- B. Any contract, combination, conspiracy, discussions or effort to divide or allocate real estate markets or customers,
- C. Any discussions or effort to engage in any boycott or concerted refusal to deal.
- D. Any discussions or effort to disparage or injure the business or trade of anyone.

Minutes, which summarize accurately and concisely any actions taken, will be kept of all meetings. Minutes will be reviewed by the officer in charge and/or Association's Counsel to be sure that the language used is not subject to misinterpretation.