

**CFR Board of Directors Minutes**  
 Thursday, March 22, 2018 @ 8:30am

**2018 Board of Directors**

**Officers**

- President: Fred Gainey*
- President-Elect: Hank Adams*
- Vice President: Sherri Pridgen*
- Past President: Neal Johnson*

**Directors**

- Debbie Lariviere (2018)*
- Gloria Green (2018)*
- Jamie Lynn Crist (2019)*
- Tony Harrington (2019)*
- Doug Harrington (2020)*
- Ea Ruth (2020)*
- Lynn Harris – RCA President*
- Mark Johnson – RCA Pres-Elect*
- Trey Wallace (Ex Roundtable 2018)*
- Tim Milam (Ex Roundtable 2019)*
- Gail Bullard (Scotland Council)*
- Mike Thornton (Duplin-Sampson Council)*

**Staff**

- CEO: Taylor Oldroyd*
- COO: Shane Johnson*
- EVP: Jo Anna Edwards*

**Vison Statement**

*To be the innovative resource and advocate for real estate.*



Sponsor: Alpha Mortgage:

In attendance:

Fred Gainey, President	Lynn Harris	Trey Wallace	Taylor Oldroyd
Hank Adams, Pres-elect	Jamie Lynn Crist	Gloria Green	
Sherri Pridgen, VP (phone)	Gail Bullard	Doug Harrington	
Neal Johnson, Past Pres	Mark Johnson	Ea Ruth	Excused: Mike Thornton, Tim Milam, Debbie Lariviere
Tony Harrington	Gail Bullard		

Meeting was called to order at 8:39 by President Fred Gainey. The BOD then accepted Anti-Trust Statement. Gloria Green offered a Prayer and all participated in the Pledge of Allegiance.

The Consent Agenda was accepted.

Fred welcomed Sir Tyler Managers John and Chris and guest Andrew Cooke (BB&T). With the class upstairs you can all see that we have a parking problem that is impacting the functionality and profitability of our building.

Sir Tyler Managers met and placed the lot next door (1818 ST Dr.) under contract for \$830k. Due diligence period is fast approaching. Deadline is extended to April 18.

Price is a concern but the pros still tilt the managers to recommending purchase. The potential solution of selling access to the WB piece is significant. Also, potential development down the road still exists.

A term sheet is prepared. Andrew confirmed the Term Sheet. All due diligence is being performed. Meetings with WB and Wilmington, etc.

Managers will present a detailed proposal to members for their consideration.

Request to provide a bit more info to members in next Special Membership Meeting notice.

Please note the confidential nature of this discussion.

**MOTION: to accept the recommendation of the Managers and hold a Special Membership meeting for consideration of purchase of adjacent property for no more than the term sheet. Seconded. Passed.**

President Fred Gainey offered a few remarks.

CEO Taylor Oldroyd summarized his February Report and highlighted the recent Staff Retreat.

The Financial Report was provided **MOTION: Accept financials. Seconded. Passed.**

The Membership Changes Report was also shared.

The Legislative Luncheon Report was shared: We had 100 attendees receive an update. Good meeting and forum to show officials and community guests our voice and influence.

RAD Update: Coming in 2 weeks we have 300 committed so far this year. We have a project scheduled downtown. Mayor Saffo will join about 50 volunteers planting the parking and flower box areas along Front St.

NCRMLS Report: Fred Gainey highlighted MLS items under discussion: "Withdrawn" rules, construction fields, room dimensions rules, and items that may come out of MLS Forum scheduled April 9.

Strategic Plan update: Planners met on March 12 and laid out the theme of TEAM: Tools, Education, Advocacy & Members.

Randy Alford introduced a City Hwy Sponsorship idea. Volunteers to Pick up Wilmington effort. He is seeking sponsorship to support pick up litter effort. Growing litter problem. Our community is worth protecting. BOD discussed how we can support city clean-up efforts? City Council is considering proposal.

BOD discussed revisiting the Selection/election of VP. To ensuring each candidate vetted properly...and roundtable members can serve as VP...the BOD will work with Certifying Committee.

Danica Fletcher, presented the proposal and final recommendations of the Dues PAG. Summary: Bill dues once NCR sets dues. Institute a late fee of \$100 starting Jan 1 – Jan 31. Feb 1 terminate for non-payment.

**MOTION: institute a \$100 fee for late dues payment starting Jan 1-31. All in non-paid status will be terminated Feb 1. Seconded. Passed.**

Bylaws change will be presented at Annual Membership meeting.

The BOD confirmed the CSTF Members. **MOTION: Approve the names presented to serve on CSTF. Seconded. Passed.**

Fred Gainey then discussed that the NHC Tax office is now receiving full access to MLS. They have expanded the feed that they receive. They are paying for the feed. Importance of data is critical for taxes.

Deb Hays, Chair of NCR Convention presented the NCR Convention Sponsorship opportunities. Convention is coming up Sept 16-18. Would we like to offer a swag-bag for attendees? Recruit sponsors to help us? Goal is leadership, networking, and education and not about making money for NCR. We have a chance to get this back again soon so this is a big opportunity. Should we sponsor at the Title sponsor level of \$10,000? Lasting impression could be the Wilmington Cup engraved pewter cup. Global network wants the lanyards.

**MOTION: Become an A-List Sponsor with understanding that we have say on what the branding materials are so that visitor will have a favorable impression and personalized item in hopes to bring the convention back. Seconded. Passed.**

**Daniel Jones presented some proposed new ShowingTime features. Do we want CFR to turn-on the feature of Showingtime that shows production stats? No.**

Having no other business, the meeting adjourned before noon.

# Consent Agenda

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

## Approved by email:

1) BOD agreed to provide Letter of Support for Patrice Willetts who is seeking NCR NAR Director and Issues Mob Cmte.

## Future Meetings:

- **NCR State Meetings:**
  - June 6 Legislative Day (Raleigh)
  - NCR Executive Cmte: April 17, July 19, Sept 15, Nov 15
- **Next BOD:** Apr 19, May 17, June 21, July 19, Aug 16, Sept 13, Oct 18, Nov 15, Dec 13
- **Legislative Luncheon:** Friday, March 16, 2018 11:30 am to 1 pm
- **Business Partner/Affiliated Members Forum: March 30, 10AM**
- **Realtor® Action Day** April 3<sup>d</sup>
- **Special Membership Meeting: April 5, 2018, 1:30PM**
- **MLS Forum:** April 9, 10AM
- **RPAC Fundraiser Casino Night July 7, 2018**
- **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.