

CFR Board of Directors Minutes
 Thursday, Oct 18, 2018 @ 8:30am



President Fred Gainey called the meeting to order at 8:32. The Anti-Trust Statement was accepted; a prayer was offered and the Pledge of Allegiance recited.

Fred Gainey, President	Lynn Harris	Jamie Lynn Crist	Staff: Taylor Oldroyd
Hank Adams, Pres-elect	Doug Harrington	Ea Ruth	
Mark Johnson	Trey Wallace, joined via phone	Cynthia Remahl	
Gloria Green	Gail Bullard		
Tony Harrington	Mike Thornton		Excused:
Sherri Pridgen, 1 st VP	Neal Johnson, PP		Debbie Lariviere

The Consent Agenda was approved.

President Gainey then welcomed guests, which included newly elected 2019 Directors (Craig Yarboro, Niles Jethwa & Steve Mitchell) and the Leadership Academy class of 2018 members.

Nov 8 was then selected as the next BOD to accommodate for NAR and NCR meeting schedule changes. Nov 8 will include a portion of the 2019 BOD Orientation.

CEO Taylor Oldroyd then summarized his CEO Aug/Sept Reports.

Sir Tyler Managers (Chris and John) then presented a summary of the latest with the building recovery and parking lot expansion efforts. Managers have decided to hire a building consultant. The parking lot permit application is advancing. Managers recommend securing financing through BB&T as presented in the rate sheet.

Motion: Move forward with securing the BB&T loan per the term proposal. Seconded. Passed.

Financials (June, July, Aug & Sept) were then discussed. Staff summarized that they are still resolving minor discrepancies. Directors expressed frustration that past month's financials have been delayed. Staff is working with Bruin to resolve issues. No funds missing. Desire to continue thru Q1 2019 with current process and then transition to new process and then re-assess relationship with Bruin. Financials should note discussion points with explanation if needed. Staff making efforts to improve communication and increase transparency and accountability. Volunteer folder not in operation.

Motion: accept June, July, Aug and Sept financials. With note of RPAC still not balanced. Seconded. Passed.

The Membership Changes Report was shared.

An Executive Roundtable Update was given. CEO, staff and EXRT met and discussed ways to increase participation and involvement, including how do they identify relevant issues and how to communicate them to members?

President Gainey shared a brief report from action taken at the General Membership Meeting, including the minor bylaw change extending dues payment with late fee. There was good attendance. Bylaw change was accepted.

The NCRMLS Managers (Fred & Sherri) shared frustration with continued challenges with regional. Working plan to resolve them, within the operating agreement. Need to protect data and stay united with BCAR in action we're taking. Withdrawal

notice was action needed to be taken before NCRMLS budget was adopted to protect cost exposure. Looking forward to quickly resolving issues but keeping withdrawal on the table.

Congratulations to Patrice Willetts on election as NCR NAR director.

CFR Executive Committee presented NCR Director for 2019 will continue to be Gloria Green.

The NCR Director count was released, and CFR count remains at 6

CEO shared the updated Strategic Plan, which is going to print and will be shared with everyone.

Directors discussed recent Nuisance Lawsuits and negative impacts to rural and local economy. CFR is asking NCR to continue to address was to protect the agriculture economy.

The Foundation presented the reappoint Sherri and Marjorie.

Motion: reappoint Sherri and Marjorie. Seconded. Passed.

Foundation President John Pierson presented update on Storm Recovery Fund efforts. Community is recovering. Hardship application process is working. 50 applications have been received. Grants totally \$44k have been approved. Foundation seeks additional funding. Recommends matching vendor discounts.

Motion: authorize \$20k from CFR and approving \$5k from another vendor. Seconded. Passed.

It is proposed that CFR approve the draft 2019 Public Policy Statement. This will help hold elected officials accountable. Draft is presented for consideration and adoption.

Motion: adopt statement and publish and share with members and policy makers. Seconded. Passed.

The Finance committee & EC presented the 2019 Budget for approval. First question is: are pre-storm assumptions correct? Directors proceeded with discussion with understanding that assumptions of member and revenue growth is correct. MLS budget: increases in a few areas.

Motion: reduce MLS \$25k down to \$10k for sponsored events (azalea festival).

Substitute Motion: Remove sponsored events line item completely. Seconded. Passed.

It was noted that the GAD budget will boost advocacy, increase partnerships, improve issues mobilization efforts and increases CFR public policy influence.

Motion: approve MLS budget as amended. Seconded. Passed.

CFR: CFR presented a balanced budget with emphasis on tech building 3rd floor upgrades.

Motion: approve as presented. Seconded. Passed.

With no additional business the meeting was adjourned at 1:30pm.

Consent Agenda

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

Approved by email:

1. Passed -- Vote by email: approved CSTF recommendation to support Rob Zapple.
2. Failed -- Vote by email: discussion on level of support for concert benefitting victims of Hurricane but no real motion was made and failed to receive second. Not approved.

Future Meetings:

- **NCR State Meetings:** Nov 15
- **Next BOD:** Nov 8 & Dec 13
- **Membership Appreciation** Night TBD
- **Public Square: Good Jobs.** Oct 3, 2018 UNCW
- **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.