

March 21, 2019

9:00 am

Board of Directors Minutes
Cape Fear REALTORS®
1826 Sir Tyler Drive

Attending:	Rick Best	Jamie Lynn Crist	Danica Fletcher	Fred Gainey
	Tom Gale	Tony Harrington	Nilesh Jethwa	Mark Johnson
	Kevin McKoy	Steve Mitchell	Sherri Pridgen	Ea Ruth
	David Small			
Staff	Jo Anna Edwards			
Absent	Craig Yarboro			

President Sherri Pridgen called the meeting to order at 9:00 AM. All directors received notice of the meeting. The Anti-Trust Statement was accepted. Fred Gainey gave the invocation and Rick Best led the Pledge of Allegiance. On a motion duly made, seconded and carried the consent agenda was approved. (attached)

Patrice Willetts, RPAC Chair and Neal Johnson, NCR RPAC Trustee spoke on the importance of investing in RPAC. President Pridgen challenged all directors to invest in RPAC.

Patrice Willetts announced the candidacy of Tony Harrington for NCR President-Elect. She requested the Board of Directors endorse him. On a motion duly made, seconded and carried the Directors approved endorsing Tony Harrington for 2021 NCR President-Elect.

Ashley Garner reported on behalf of Sir Tyler Managers. Eric Bellot with Building & Maintenance will work with George Barbour, engineer on building water issues. We are waiting on Paramount Engineering to get permits and plans for the parking lot.

Sherri Pridgen reported Daniel Jones has been hired as the NC Regional MLS CEO.

President Pridgen reviewed the Board of Director attendance policy. She announced Doug Harrington resigned from the Board of Directors March 17, 2019. (resignation attached)

Jo Anna will contact Bob Cherry to get an opinion on revising the Bylaws for Board of Directors Meetings to allowing missing 25% of regularly scheduled Board of Director meetings.

Luke Bruin with Bruin & Associates reported the January & February financials will be sent by this Friday, March 22nd. The directors voiced their concerns with financials not being received by the 15th day of the following month. Luke agreed that preliminary financials will be sent by the 15th of the month.

There are 2 director positions open. By consensus the directors agreed to send directors applications for past Leadership Academy Graduates and have the Recruiting/Certifying Committee review applications and bring recommendations to the Board of Directors.

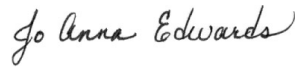
Densay gave a Governmental Affairs update. President Pridgen encouraged directors to sign up to serve as a Local Political Coordinator. Densay will send the list of positions available to the directors.

On a motion duly made seconded and carried the directors approved hiring Jerry Panz to assist Jo Anna Edwards with revising the 2018 Board of Director Minutes.

<https://wilmingtonregional.sharepoint.com/Shared Documents/Staff/Marketing/Website/New Content/Committees/Meeting Minutes/CFR BofD Minutes 3.21.19.docx>

There being no further business, the meeting adjourned at 12:00 noon.

Respectfully Submitted,



Jo Anna Edwards, RCE
Corporate Secretary

Consent Agenda

March 21, 2019

Membership Report:

Acknowledgement of:

- 1) CFR BOD Minutes (February 21, 2019)
- 2) GAC Minutes (February 13, 2019) & March 6, 2019)
- 3) RPAC Minutes (January 25, 2019 &
- 4) Affiliate Partner Committee Minutes (March 12, 2019)

Approved via email 2.22.19: Maximum of \$6,000 may be spent to get 'The Forrest' completed for the March 9th wedding.

Approved via email 3.12.19: Endorse REALTOR® Guy McCook for NCR Treasurer.

Approval of:

New Members, resignations, terminations and notice of reinstatements and transfers February 19 thru March 16:

BUSINESS PARTNERS

Kelle Boch, Home Inspection Professionals
Cecilia Chittick, Home Inspection Professionals
Benjamin Hawkins, Sierra Pacific Mortgage Co.
Tim Hines, Wilmington Design Group, PC

DESIGNATED REALTORS®

Mark Banks, Windsor Real Estate Group
Bruce Bleiman (Secondary), Giving Tree Realty
Jodi Crumpler, Live Where You Love Realty LLC
Sophie Johnson, Sophie's Choice
Richard Morgan, Clear Blue Real Estate, LLC
Smruti Patel (Secondary), Smart Property Group LLC
Jonathan Washburn, Jonathan W. Washburn Sole Proprietor

NEW OFFICE

Clear Blue Real Estate, LLC
Giving Tree Realty

Jonathan W. Washburn Sole Proprietor
Live Where You Love Realty LLC
Smart Property Group LLC
Sophie's Choice
Windsor Real Estate Group

NEW REALTOR® MEMBERS

Leonardo Andrades, Re/Max Executive
John Arntsen, Intracoastal Realty Corp.
Adam Bennett, Coldwell Banker Sea Coast Advantage
Carrie Brady, BlueCoast Realty Corp.
Walker Brown, Keller Williams Realty
Arthur Cascio, Keller Williams Realty
Lee Davidson, Spot Real Estate
Aaron Dickey, D.R. Horton
Kelsey Elmore, Lanier Property Group
Brendan Fitzgerald, Coldwell Banker Sea Coast
Michelle Gardner, Coldwell Banker Sea Coast
Clayton Hamerski, Keller Williams Realty
Chad Harris, Intracoastal Realty
Hannah Karns, BlueCoast Realty Corp.
Arati Kirtikar (Secondary), Smart Property Group LLC
Barbara McFarland, Coldwell Banker Sea Coast
Robin Perron (Secondary), Giving Tree Realty
Alexis Pope, Blue Coast Realty
Ryan Rhodes, Keller Williams Realty
Diana Ricker, Coldwell Banker Sea Coast Advantage
Rebecca Robbins, Keller Williams Realty
Steven Rosalia, Intracoastal Realty Corp.
Gina Salinas, Coldwell Banker Sea Coast
Brian Schimmel, Coastal Properties
Melissa Smith, River Town Realty Group
Virginia Sourlis, Intracoastal Realty
Walter Smith, BlueCoast Realty Corp.
Paul Stanfield, Keller Williams Realty
Kristine Turner, Intracoastal Realty Corp.
Wanda Wills, Sold Buy The Sea Realty

REINSTATEMENTS

Graham Freels, Real Broker LLC
Dennis Hobbs, Coldwell Banker Sea Coast Advantage
Rixi Sandoval, Keller Williams Realty

RESIGNATIONS

Jamal Ajani, Pink Ribbon Properties, LLC
Kaitlyn Baker, Keller Williams Realty
Nathaniel Criss, Keller Williams Realty
Mary DeAngelis, Coldwell Banker Sea Coast
Grainger Gilbert, BlueCoast Realty Corporation
Michele Hobough (Secondary), LLS Realty & Investments LLC

Annette Miller, Bryant Real Estate
Danita Mitchell, Pulte Home Company LLC
Stuart Nadeau, Creative Commercial Properties
Linda Root, Linda Root Real Estate Inc.
Kayla Tatum, Coldwell Banker Sea Coast Advantage
Tamara Wehri, Living Seaside Realty Group

TRANSFERS

Christina Barber, Coldwell Banker Sea Coast Advantage
Mirandy Bishop, Spot Real Estate Group
Janet Gurganus, Coldwell Banker Sea Coast Advantage
Knox Harris, Keller Williams Realty
Matthew Kane, EXP Realty
Carolyn Kaster, Salt Water Real Estate LLC
Rhonda Kelly, EXP Realty
Christopher Lopata, Coldwell Banker Sea Coast
Amy Neathery, Landmark Sotheby's International
Glenn Park, Coldwell Banker Sea Coast Advantage
Margaret Park, Coldwell Banker Sea Coast Advantage
Carol Pendergrass, Living Seaside Realty Group
Sara Richmond, Keller Williams Realty
Pamela Torres, Nest Realty
Melody Williams, The Property Shop International
Wanda Wills, Spot Real Estate, LLC

TERMINATIONS

Angela Smith, Keller Williams Realty

TERMINATIONS (Inactive License)

Jeff Lankford, Wicker Properties

DECEASED

Scott Avent, Avent Appraisals, Inc.

February 21, 2019

9:00 am

Board of Directors Minutes
Cape Fear REALTORS®
1826 Sir Tyler Drive

Attending:	Rick Best	Jamie Lynn Crist	Danica Fletcher	Fred Gainey
	Tony Harrington	Mark Johnson	Kevin McKoy	Steve Mitchell
	Sherry Pridgen	Cynthia Remahl	Ea Ruth	David Small
	Craig Yarboro			
Via Conference Call	Tom Gale	Doug Harrington		
Staff:	Jo Anna Edwards			

President Sherry Pridgen called the meeting to order at 9:00 AM. All directors received notice of the meeting. The Anti-Trust Statement was accepted. Sherry Pridgen gave the invocation and Mark Johnson led the Pledge of Allegiance. On a motion duly made, seconded and carried the consent agenda was approved. (attached)

John Lennon reported he is in the process of getting a quote from landscapers for the land that was purchased for additional parking, to make "The Forrest" for wedding ceremonies. There is a wedding scheduled for March 9th and the couple plans to use "The Forrest" for their ceremony.

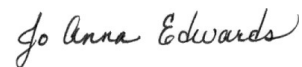
Tony Harrington reported from the MLS Board of Directors:

1. Leases for Capitol Securities & JJ Wade have been signed.
2. Regional MLS meeting was very productive.
3. The NC Regional MLS CEO Search Committee has interviews set up tomorrow.

On a motion duly made seconded and carried the directors approved hiring Jerry Matthews as our CEO Search Consultant.

There being no further business, the meeting adjourned at 11:35 am.

Submitted,



Jo Anna Edwards, RCE
Secretary

Minutes of Government Affairs Committee

1826 Sir Tyler Drive, Ste. 100, Wilmington, NC

February 13, 2019

Attending: See sign in sheet

Meeting was called to order by **Chair Hansen Matthews** at **3:00 PM**. The Committee acknowledged and accepted the Anti-Trust Statement. The minutes of the January 2019 meeting were approved.

Special Guest: **Suzann Rhodes, Hampstead Incorporation Steering Committee** joined to *provide information the incorporation efforts of Hampstead, a Pender County community.*

Chair's Report: The Chair reported that the Call for Action regarding NC Rate Bureau's proposed insurance rate increases is still ongoing. Bob Bates provided insights on the CFA from the state association's Legislative Committee. As of 2/6/19, there have been nearly 3,500 members who have taken action on the CFA.

Staff Report: Staff reported on the ULI Housing Opportunity Conference and efforts to address affordable housing. Damien Buchanan presented suggestions for the eventual CFR Affordable Housing Task Force to pursue.

Staff gauged interest of GAC members in joining the Bus to the Legislature as part of NCR's Legislative Day in Raleigh March 27. Staff will send out a link to the sign up.

New Business:

- Local Political Coordinator appointments are in process; staff clarified that GAC members by policy have first rights of appointment to LPCs for Mayors and Chairs of County Commissions; Staff will send out a link to the sign up.
- President-Elect Tony Harrington reported that a CFR Affordable Housing Task Force is in the process of being appointed.
- A Global Council is being created within CFR to explore global market growth and economic development efforts in the region. Surveys were sent out to the membership to assess interest. Staff will send out a link to the sign up.

Announcements: Aimee Jarrels reiterated that more public meetings are scheduled regarding the Hampstead Area Study and disclosed that she serves as a member of the steering committee.

The meeting was adjourned at **4:30 pm**.

/ds

**Approved at GAC meeting 3/6/19*

Minutes of Government Affairs Committee

1826 Sir Tyler Drive, Ste. 100, Wilmington, NC

March 6, 2019

Attending: See sign in sheet

Meeting was called to order by **Chair Hansen Matthews** at **3:02 PM**. The Committee acknowledged and accepted the Anti-Trust Statement. The minutes of the **February 2019** meeting were approved.

Special Guest: **Councilman Paul Lawler, Wilmington City Council** joined to *present a plan for economic development in the tri-county area.*

Chair's Report: The Chair reported that the Call for Action regarding NC Rate Bureau's proposed insurance rate increases was successful, garnering more than 6,500 responses from REALTORS® and homeowners. NCR's Legislative Committee Chair also provided comments during the public commenter period on ratemaking in Raleigh.

The Chair reported that Wilmington City Council approved changes to their SUP process, namely removing the Planning Commission from the process. The Chair also noted that an application had been submitted by a developer that would affect the sign ordinance in the CBD, and staff will be following the request.

The CFR statement on the City's Resolution on Affordable Housing was included in the agenda packet.

Staff Report: Staff reported that there were not many LPC applications submitted and encouraged the entire committee to serve as LPC for at least one elected official.

Staff reminded the committee that Legislative Day is March 27 and there will be a bus to Raleigh leaving at 6:30 am from the association offices that morning for any member that wishes to join.

New Business:

There was no new business.

Announcements: Sherri Pridgen addressed a question regarding BASE and reported that more information would be forthcoming regarding any relationship with the organization.

The meeting was adjourned at **4:10 pm**.

/ds

Minutes of Cape Fear REALTORS® RPAC Committee

1826 Sir Tyler Drive, Ste. 100, Wilmington,
NC

January 25th ,2019

Attending: Patrice Willetts, Neal Johnson, Densay Sengsoulavong (Staff)

The Committee held an informal discussion about RPAC goals, events, committee membership, and the recruitment of Major Investors.

- Kickstart sessions are to be used to educate new members on RPAC, and Orientations are to be used for the “ask.”
- A raffle will be held this year, to be drawn at the September membership meeting.
- Casino Night will be planned for earlier 2019.
- Education of RPAC should include videos (check with NCRPAC), list of successful Calls for Action.
- Recognition should include newspaper/magazine ad (full page), MI event (VIP pre Casino Night?), recognition banner, recognition wall.

Action items:

- Staff to provide the Chair with list of all committee chairs.
- Staff to ask for official President’s RPAC Challenge.
- Staff to schedule the Chair as guest speaker at upcoming GAC Orientation.

/ds

****Approved RPAC Meeting 2/21/19***

Minutes of Cape Fear REALTORS® RPAC Committee

1826 Sir Tyler Drive, Ste. 100, Wilmington, NC

February 21st, 2019

Attending: Patrice Willetts, Neal Johnson, Ea Ruth, Densay Sengsoulavong (Staff)

The Committee discussed the planning of Casino Night:

- May 30th is tentative date
- Leigh Brown will be invited to join
- Theme to be “Wild Wild Wilmington”

The Committee discussed office visits:

- Start with the big 5, then move to one on one meetings with prominent members
- Highlight issues, and use talking points from NAR
- Two target lists:
 - Target investors
 - In-crowd supporters

Action items:

- Staff to reserve 5/30/19 at the Terraces Ballroom for Casino Night event
- Staff to seek clarification of rules regarding Casino Night from NCRPAC staff
- Staff to reinforce RPAC at the next GAC meeting
- Staff to obtain Committee Chairs list
- Staff to draft President’s RPAC Challenge
- Committee to brainstorm video on RPAC “It’s more than houses...”

/ds

Affiliate Partner Committee Minutes

CFR Conference Room – Tuesday, March 12th, 2019

Attendance: Bill Scott (Chairman), Chloe Gray (Staff Liaison,) Amanda Bahr, Phillip Barnes, Mariah Chamberlin, Judy Cossette, Kevin Crooks, Elizabeth Heldreth, Alexandra Lysik, Andy Zurcher, Pam Munson, Wally Simpson, Nicole Baker, Chris Huff.

Guests: Cape Fear REALTORS® President, Sherri Pridgen, Interim CEO, Jo Anna Edwards

Welcome:

The meeting was called to order at 11:00 AM.

Guest Speakers: CFR Association President, Sherri Pridgen and interim CEO, Jo Anna Edwards.

- Introductions were made along with a brief update regarding the changes CFR is in the midst of. CFR will name a new CEO in the coming months.

Chair's Report

- Full council has been sat. Council members were announced. Congratulations to Amanda, Phillip, Mariah, Judy, Kevin, Elizabeth, Alexandra, Windy, Patrick, Sarah and of course Bill.
- Dates for the proposed Spring APC event are between May and June. Alexandra will confirm possible dates with the Holiday Inn WB and report back. A vote to keep the date and move forward or postpone the event will be sent in email form to decide before the next scheduled meeting date.
- Spring Expo idea has been scrapped. APC will focus on one expo this year, making the holiday event bigger than in past years.
- Committee agreed to participate in the upcoming YPN (Your Professional Network) Open House. Date and time TBD.
- Committee requested Affiliate shirts for REALTORS® Work on Wilmington day (formerly known as RAD.)

Staff Report

- Reminder to submit commitment form for annual packages.
- Anyone interested or curious for more detailed information and options regarding sponsorships are encouraged to speak with Chloe.

New Business/Discussion Items:

Announcements:

There were no announcements.

Adjourned: 11:55 AM

Policy Revision:

Unless otherwise approved in writing by the CFR Board, full-time employees are granted vacation according to the schedule below.

<60 days	None
During first calendar year if >60 days but < 6 months	2 working days
During first calendar year if > 6 months	3 working days
Second calendar year	8 working days
Third calendar year	10 working days
After fifth Sixth calendar year	15 working days
Eleventh calendar year	20 working days

17 MAR 2019

Cape Fear Board of Realtors

Douglas G. Harrington

Letter of Resignation

It is with deep regret that I must advise you my friends and fellow board members that I must resign my position on the Cape Fear Board of Directors effective immediately. It comes with heavy heart, for I do feel that your body of members are truly helping to forge a fantastic association and I wanted to participate in this endeavor.

Since Christmas family health problems in Kentucky have made its way into our lives and we are coping with this as best any family can. I was hoping that by now it would have resolved itself and I would have been able to take the table with you. But it is now March and it is improving but we are not there yet.

Due to the need for sure management at the board I must allow others to be brought in to replace the position that I hold.

I wish that all of you can accept my apology for my tardiness, I wish you all well and I look forward to seeing how you advance the association.

With Warm Regards

I pray for your guidance.

Your friend

Doug Harrington.