

ARIZONA ASSOCIATION OF REALTORS®

BOARD OF DIRECTORS' MEETING

March 22, 2018

Renaissance Glendale Hotel & Spa ~ Glendale, AZ

DRAFT MINUTES

CALL TO ORDER

The regularly scheduled meeting was called to order at 10:31 a.m. by President Lori Doerfler. A quorum was present.

ASSOCIATION REPORT

Inspirational Message – The inspirational message was given by Evan Fuchs from the Bullhead City/Mohave Valley Association.

The Pledge of Allegiance – The pledge of allegiance was led by Gary Fenton from the West Maricopa County Regional Association.

2018 Oath of Office – President Doerfler administered the oath and swore in the 2018 AAR Board of Directors.

Approval of Meeting Minutes - The October 13, 2017 minutes were approved as delivered.

2019 AAR Election Results – 2018 President Doerfler declared, without objection D. Patrick Lewis, from the Scottsdale Area Association, as president; Mary Roberts, from the Lake Havasu Association, as president-elect, Jan Leighton, from the West Maricopa County Regional Association as first vice president and Gary Nelson, from the Northern Arizona Association as treasurer. Additionally, President Doerfler declared without objection: KC Cyga, from the West Maricopa County Regional Association, as Region 2 vice president; and Pam Frestedt, from the Southeast Valley Regional Association, as Region 4 vice president. All were duly elected to their respective offices for the year 2019.

The newly elected Treasurer, Gary Nelson, addressed the Directors.

NAR Report – Region XI Vice President Cathy Colvin gave the board an update on current NAR and Region XI issues.

2019 NAR First Vice President Candidates Sherri Meadows and Charlie Oppler addressed the Directors.

Executive Committee Report – The actions of the Executive Committee since the October 2017 Board of Directors' meeting, including those actions that were approved after the March mailing to the Directors, were presented by President-elect D. Patrick:

MOTION: It was moved, seconded and carried to approve the Board of Directors position description as delivered.

MOTION: It was moved, seconded and carried to approve the following leadership appointments for primary committees and local association executive for 2019 to the Board of Directors.

- Legislative and Political Affairs:

- **Eric Gibbs, Chair**
Pam Frestedt, Vice Chair
- Business Services and Technology
Aaron Pfeifer, Chair
Steve Redmond, Vice Chair
- Risk Management
Brad Ryan, Chair
Jim Durham, Vice Chair
- Professional and Business Development
Sindy Ready, Chair
Marci Slater, Vice Chair
- Local Association Executive appointment to Executive Committee
Janet Kane, Southeast Valley Regional Association of REALTORS®

MOTION: It was moved, seconded and carried to approve the following revisions to the AAR Bylaws, Policies and Official Statements: (i) Article II, Section 4d to create an additional way of ensuring accountability of terminated or resigned respondents with an ethics complaint; (ii) Amend policy G.11 to set forth procedures upon receiving a harassment complaint; (iii) Add policy A.16 to formalize the process for selecting AE representatives on the AAR Board of Directors.

MOTION: It was moved, seconded and carried to approve the removal of the words “(e.g. non-dues)” from the REALTORS® Issues Mobilization Policies to allow for funds collected through the dues increase to be allocated to each local association’s REALTOR® Issues Mobilization fund reserves.

MOTION: It was moved, seconded and carried to approve the recommended policy change to the RAPAC Bylaws, Article V Contributions Section 8 to raise the cap on local associations reserves from twenty-five thousand dollars (\$25,000) to seventy-five thousand dollars (\$75,000).

MOTION: It was moved, seconded and carried to approve Lisa Paffrath from the Northern Arizona Association of REALTORS® as the new 2018 Risk Management Vice Chair and 2019 Risk Management Chair appointment to the Executive Committee and Randy Rogers from the Tucson Association of REALTORS® as the local association executive representative on the 2019 Executive Committee.

MOTION: It was moved, seconded and carried to approve revisions to the AAR Bylaws, Policies and Official Statements to bring AAR’s Bylaws into compliance with NAR’s mandatory verbatim bylaws language and to revise the bylaws to change the application submittal date for NAR at-large directors from sixty (60) days to thirty (30) days.

Treasurer’s Report – Treasurer Jan Leighton provided a report on the 2017 Audit and the 2018 year-to-date financials.

MOTION: It was moved, seconded and carried to approve allocating the accumulated operating surplus of \$1,998,225 as follows:

1. \$1,200,000 allocated to the Issues Mobilization Fund
2. \$500,000 allocated to the Operating Reserve;

3. \$200,000 allocated to Capital Reserve;
Which leaves \$98,225 in unallocated status for cash flow purposes.

Chief Executive Officer's Report – CEO Michelle Lind updated the Directors on the Association's operations.

Legal Update - Scott Drucker, General Counsel, presented an update on AAR legal issues.

PRIMARY COMMITTEE REPORTS

Professional and Business Development – Susan Slattery, Chair of the Professional and Business Development Committee provided a year-to-date update on the committee's activities for the Directors.

Business Services and Technology – Carlos Ramos, Chair of the Business Services and Technology Committee, provided a year-to-date update on the committee's activities for the Directors.

Risk Management – Beth Adams, Chair of the Risk Management Committee, provided a year-to-date update on the committee's activities for the Directors.

Legislative and Political Affairs – Kent Simpson, Chair of the Legislative and Political Affairs Committee, provided a year-to-date update on the committee's activities for the Directors. The total investments to RAPAC during the convention were announced as:

The Corn Hole event raised \$1,280

The RAPAC Silent Auction Raised \$42,180

WCR Cocktails with Champions raised: \$16,040

For a total of **\$59,500**

REAL ESTATE SPECIALTY REPORTS

Arizona CRS Chapter – Jeff Lewis, President of the Arizona CRS Chapter, updated the Directors on chapter events.

Arizona State WCR – Stacey Krolak, 2018 President of the Arizona State WCR updated the Directors on chapter events.

Arizona CCIM – Rick Padelford, 2018 Representative for Arizona CCIM updated the Directors on chapter events.

ASSOCIATION CONSIDERATIONS

There were no issues raised.

ADJOURN

There being no further business the meeting was adjourned at 12:21 p.m.

K. Michelle Lind, Recording Secretary