

# ARIZONA REALTORS®

## BOARD OF DIRECTORS MEETING March 28, 2019 Scottsdale Plaza Resort ~ Scottsdale, Arizona

### **DRAFT** MINUTES

#### **CALL TO ORDER**

The regularly scheduled meeting was called to order at 10:30 a.m. by President D. Patrick Lewis. A quorum was present.

#### **ASSOCIATION REPORT**

**Inspirational Message** – The inspirational message was given by Kristin Croak from the Central Arizona Board.

**The Pledge of Allegiance** – The pledge of allegiance was led by Bridgett Bowers from the Sedona/Verde Valley Association.

**2019 Oath of Office** – President Lewis administered the oath and swore in the 2019 Arizona REALTORS® Board of Directors.

**Approval of Meeting Minutes** - The October 17, 2018 minutes were approved as delivered.

**2020 Arizona REALTORS® Election Results** – 2019 President Lewis declared, without objection:

**Mary Roberts**, Lake Havasu City Association, as President;  
**Jan Leighton**, West Maricopa County Regional Association, as President-elect,  
**Gary Nelson**, Northern Arizona Association as First Vice President  
**Eric Gibbs**, Tucson Association as Treasurer

Additionally, President Lewis declared without objection:

**Phil Annett**, Lake Havasu City Association, as Region 1 Vice President  
**James Adams**, Sedona/Verde Valley Association, as Region 3 Vice President; **and**  
**Annie Barmore**, Green Valley/Sahuarita Association, as Region 5 Vice President.

All were duly elected to their respective offices for the year 2020.

The newly elected Treasurer, Eric Gibbs, addressed the Directors.

**NAR Report** – NAR Region XI Vice President Paula Monthofer gave the board an update on current NAR and Region XI issues.

**Executive Committee Report** – The actions of the Executive Committee since the October 2018 Board of Directors meeting, including those actions that were approved after the March mailing to the Directors, were presented by President-elect Roberts:

**MOTION:** It was moved, seconded and carried to approve the following leadership appointments for primary committees and local association executive for 2020 to the Board of Directors.

- Legislative and Political Affairs:  
**Shelley Ostrowski**, Chair  
**Duane Washkowiak**, Vice Chair

- Business Services and Technology  
**Steve Redmond**, Chair  
**Gunner Mitchell**, Vice Chair
- Risk Management  
**Jim Durham**, Chair  
**Laurie McDonnell**, Vice Chair
- Professional and Business Development  
**Marci Slater**, Chair  
**Mandy Neat**, Vice Chair
- Local Association Executive appointment to Executive Committee  
**Amanda Creel**, Prescott Area Association of REALTORS®

**Treasurer's Report** – Treasurer Nelson provided a report on the 2018 Audit and the 2019 year-to-date financials.

**MOTION:** It was moved, seconded and carried to approve allocating the accumulated operating surplus of \$1,736,226 as follows:

1. \$800,000 allocated to the Issues Mobilization Fund
2. \$600,000 allocated to the Operating Reserve;
3. \$200,000 allocated to the Capital Reserve;

Which leaves \$136,226 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** – Nikki Salgat, Associate Counsel, presented an update on the association's legal activities.

### **PRIMARY COMMITTEE REPORTS**

**Professional and Business Development** – Sindy Ready, 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** – Aaron Pfeifer, Chair of the Business Services and Technology Committee, provided a year-to-date update on the committee's activities for the Directors.

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

**Legislative and Political Affairs** – Shelley Ostrowski, 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 \$1,600
- The RAPAC Silent Auction raised \$56,865
- WCR Cocktails with Champions raised: \$11,910

For a total of **\$70,375**

## **REAL ESTATE SPECIALTY REPORTS**

**Arizona CRS Chapter** – Bryan Anderson, 2020 President of the Arizona RRC chapter, updated the Directors on chapter events.

**Arizona State WCR** – Yvonne Ahern, 2019 President of the Arizona State WCR updated the Directors on chapter events.

**Arizona CCIM** – Greg Boccardo, 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 11:55 a.m.

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**K. Michelle Lind, Recording Secretary**