



BOARD OF DIRECTORS MEETING
October 20, 2023 / 10:30 a.m. – 1:30 p.m.
The Wigwam Resort ~ Litchfield Park, Arizona

AGENDA

I. CALL TO ORDER – 2023 President Eric Gibbs

II.

- A.** Pledge of Allegiance – **Paul Baker**, Scottsdale Area Association of REALTORS®
- B.** Inspirational Message – **Laya Gavin**, West & Southeast REALTORS® of the Valley

III. ASSOCIATION REPORT – 2023 President Eric Gibbs

- A.** Approval of March 31, 2023 Meeting Minutes (**attachment 01**)
- B.** NAR Report
 - 1. 2023 NAR Region XI Vice President – **Kevin Sigstad**
- C.** Executive Committee Report – **President-elect Shelley Ostrowski** (**attachment 02 and 02a**)
 - 1. Revised 2024-2025 Legislative Program Policy Positions – **MOTION Pending Executive Committee Approval** (**attachment 03**)

D. Treasurer’s Report – **Treasurer Lisa Paffrath**

- 1. 2023 Year-to-Date Financials (**attachment 04**)
- 2. 2023 Year-to-Date Capital Budget Update (**attachment 05**)
- 3. 2024 Proposed Operating and Capital Budget and Strategic Plan – **2024 Treasurer Shane Cook**
 - a)** 2024 Operating and Capital Budget Memo (**attachment 06**)
 - b)** Proposed 2024 Operating and Capital Budgets - **MOTION** (**attachment 07**)
 - c)** Proposed 2024 Strategic Plan - **MOTION** (**attachment 08**)

E. Chief Executive Officer’s Report – **Scott Drucker, CEO** (**attachment 09**)

- 1. Legal Update – **Aaron Green, General Counsel**
- 2. Equity, Diversity & Inclusion Update – **Christina Smalls, COO**

IV. PRIMARY COMMITTEE REPORTS

- A.** Professional & Business Development (**PBD**) – **Serena Jones** (**2023 Vice Chair**) (**attachment 10**)
- B.** Business Technology & Communications (**BT&C**) – **Nicole Cumbie** (**attachment 11**)
- C.** Risk Management (**RMC**) – **Cathy Swann** (**attachment 12**)
- D.** Legislative & Political Affairs (**LPA**) – **Paul Baker** (**attachment 13**)
 - 1. RAPAC and Issues Mobilization Activity Reports (**attachment 14**)

V. REAL ESTATE SPECIALTY REPORTS

- A. Arizona RRC/CRS Update – Tricia Lehane, 2023 AZ Residential Real Estate Council**
- B. Arizona WCR Update – Marleny Gomez, 2023 Arizona WCR President**
- C. Arizona CCIM Update – Sabrina Walters, 2023 Arizona CCIM President**

VI. ASSOCIATION CONSIDERATIONS

VII. ADJOURN

**NEXT MEETING: 2024 Board of Directors
March 28, 2024**