



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 03a)**
- 2. 2024 Primary Committee Appointment – MOTION Pending Executive Committee Approval (attachment 03b)**

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**