

Board of Directors Meeting
Thursday, January 17th, 2019

The meeting was called to order at 9:01 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Debbie Barber, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Breanna Fitzgerald, Dennis Gonatas, Joe Pavlick, John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Also Present: Joe Kilgore, HD Davis CPAs, LLC.

There were two additions to the agenda. It was properly moved and seconded to approve the following additions to New Business on the Agenda: Code of Ethics & Arbitration Manual Policy Conflict & 2019 Golf Outing Possible Collaboration. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the December 20th Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The Director Binders and Board Member Code of Ethics were reviewed and discussed.

The financials were reviewed, covering the YTD income and expenses. (Exhibit B)

The membership report was reviewed. There are currently 550 REALTOR® members and 69 Affiliates. In December there were 575 REALTOR® members and 68 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Karen Edwards, Klacik Real Estate; Katherine Shira, Berkshire Hathaway HomeServices Northwood Realty Services; the Provisional membership of Brokerage Applicants: Adele Gacse Realty, LLC, Adele Gacse; the new affiliate Applicant: Ginny Sherwood of Steam Action and all agent transfers.

MOTION CARRIED. (Exhibit C)

Committee reports were filed as follows:

There were no committee reports today.

Old Business:

There was no old business to discuss today.

New Business:

EXECUTIVE SESSION CALLED

The agenda of the 2019 Leadership Retreat was discussed. All Officers & Directors are required to attend. (Exhibit D)

The Drive It Home Campaign was discussed. It was properly moved and seconded to table deciding whether or not to support the campaign until more information is gathered about why such a large amount of funds are being requested and what specifically the funds will be used for. **MOTION CARRIED**

It was properly moved and seconded to approve the following: sending 2 Ombudsmen & Mediators to the Ohio REALTORS® Ombudsman Training & Mediator Refresher on April 17th; sending Grievance Committee members & Professional Standards Committee Members to the Grievance & Pro Standards Training on April 18th; & sending the Chief Executive Officer to

both trainings on April 17th & 18th. All Registration costs, mileage for those who carpool with other members will be covered from the “Professional Standards Budget”. The 1-night hotel room, mileage and meal expenses for the Chief Executive Officer will be covered from the “Executive Officer OAR Travel Budget”. **MOTION CARRIED**

The Code of Ethics & Arbitration Manual Policy Conflict was discussed. Attorney Bryan Ridder will draft and addendum to be presented to the Board of Directors to review and propose adding to the Bylaws.

The 2019 Golf Outing possible collaboration was discussed. The Golf Committee will set up a meeting and report back to the Board of Directors.

Attorney Bryan Ridder explained the current legislation that the City of Youngstown is looking to possible impact regarding Land Contract deals. The Legislative Committee is going to meet to discuss the issue.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

There being no further business, the meeting was adjourned at 10:18 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Thursday, February 21st, 2019

The meeting was called to order at 9:00 AM.

Directors present: President Jerri Florio, Past President Janice Stevens, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Breanna Fitzgerald, Dennis Gonatas, Joe Pavlick, John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Excused: President-Elect Patrick Burgan, Treasurer Cindi Gefert, Debbie Barber

There was one addition to the agenda. It was properly moved and seconded to approve the following additions to New Business on the Agenda: PNC Check Signing Privileges **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the January 17th Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income and expenses. (Exhibit B)

The membership report was reviewed. There are currently 545 REALTOR® members and 65 Affiliates. In January there were 550 REALTOR® members and 69 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Sarika King, Real Living Brokers; Andrea Thompson, Keller Williams Chervenic; Mackenzie Medved, Real Living Brokers; Edward Price, Century 21 Lakeside; Ronald Mauch, Century 21 Lakeside; Rebecca Blair, Keller Williams Chervenic; Heather Adamson, Berkshire Hathaway HomeServices Northwood Realty Services; Julie Grassley, Century 21 Lakeside; Transfers from WABOR: Katie Poeppel, Century 21 Lakeside and Joel Renzenbrink, Century 21 Lakeside; and all agent transfers. **MOTION CARRIED**. (Exhibit C)

Committee reports were filed as follows:

Golf Committee: Lisa DeLisio

The committee minutes were discussed and filed as is: (Exhibit D)

Legislative Committee: Kathy Carroll

The committee minutes were discussed and filed as is: (Exhibit E)

Trade Fair Committee: Lisa DeLisio

The committee minutes were discussed and filed as is. (Exhibit F)

It was properly moved and seconded to accept all the committee reports. **MOTION CARRIED**

Old Business:

EXECUTIVE SESSION (Addendum I)

New Business:

EXECUTIVE SESSION (Addendum II)

It was properly moved and seconded to terminate YCAR membership for Broker members William Coates, Buyers Only Realty & Matthew DeVicchio, Devicchio & Associates Realty for non-payment of dues for 2019. **MOTION CARRIED**

Yes-MLS updates we shared with the Board of Directors from the December Yes-MLS meeting minutes that have been released.

The YSU Scholarship from the Endowment Fund is available again for the 2019-2020 school year. Applications will be provided to all YCAR membership. Student Applications are due April 25th, 2019.

REALTOR® of the Year nomination forms have also been released. These will be available to all members to submit a nomination for REALTOR® of the Year. Nominations must be submitted to YCAR by May 1st, 2019.

President Jerri Florio gave a report of the recent My REALTOR® Party training that she attended with Chief Executive Officer Julie Larson on February 11th at Ohio REALTORS®.

It was properly moved and seconded to approve adding the Chief Executive Officer to the PNC signature cards to be a second signature on YCAR checks only in the circumstance that 2 of the 3 elected officer check signers are out of town or unavailable to sign YCAR checks that may be due prior to the return of both signers that are out of town or unavailable. **MOTION CARRIED**

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

There are some seats available for the March 7th Fair Housing CE. RSVP with Kelly at execassist@ycar.org.

There being no further business, the meeting was adjourned at 10:04 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Thursday, March 21st, 2019

The meeting was called to order at 9:00 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Debbie Barber, Kathy Carroll, Lisa DeLisio, Breanna Fitzgerald, Dennis Gonatas, John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Excused: Mandie Dillon & Joe Pavlick

There were two additions to the agenda. It was properly moved and seconded to approve the following additions to New Business on the Agenda: NAR Legislative Conference & Organizational Structure Binder. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the February 21st, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income and expenses. (Exhibit B)

The membership report was reviewed. There are currently 550 REALTOR® members and 64 Affiliates. In February there were 545 REALTOR® members and 65 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Chastity King, Real Living Brokers; Emilee Houser, Century 21 Lakeside Realty; Malinda Koncar, Berkshire Hathaway HomeServices Northwood Realty Services; Peter Berry, Keller Williams Chervenic; Margaret Fisher, Berkshire Hathaway HomeServices Northwood Realty Services; John Angelilli, Berkshire Hathaway HomeServices Northwood Realty Services; Adrianna Sanchez, Keller Williams Chervenic; David Thomas, Kelly Warren & Associates; DeMaine Kitchen, Real Living Volpini Realty. New Affiliates: Louis Garland, Reliable Title Agency; and all agent transfers.

MOTION CARRIED. (Exhibit C)

Committee reports were filed as follows:

Building Advisory Committee: Julie Larson

The committee minutes were discussed and filed as is with the following motion approved: It was properly moved and seconded to approve the D & R Garage Proposal for the “Man Door” of the garage to be installed. **MOTION CARRIED** (Exhibit D)

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is: (Exhibit E)

Legislative REALTOR® Party Committee: Kathy Carroll

The committee minutes were discussed and filed as is with the following motions approved: It was properly moved and seconded to approve authorizing Beaver Creek Area Association of Realtors to continue their work requesting & if approved, implementing the Place Making Grant for the Greenway Trail in YCAR’s territorial jurisdiction of Lisbon, OH. YCAR will coordinate the work to be done and volunteers with BCAAR & share recognition for the project. **MOTION CARRIED** (Exhibit F)

It was properly moved and seconded to approve the following REALTOR® Members to serve as State Political Coordinators (SPCs) on behalf of YCAR to our State Representatives as assigned:

Brad McGovern to 5th District Representative Tim Ginter

Janice Stevens to 58th District Representative Michele Lepore-Hagan

Kathy Carroll to 59th District Representative Don Manning

John Potter to 33rd District Senator Michael Rulli

MOTION CARRIED (Exhibit F)

It was properly moved and seconded to approve Attorney Bryan Ridder writing a letter to Youngstown City Council & the Law Director expressing concerns with the ORD-19-07 Land Installment Contract Ordinance, requesting amendments be made and the Ordinance be repealed until the concerns and issues are properly addressed. **MOTION CARRIED** (Exhibit F)

REALTOR® Community Outreach Committee: Julie Larson

The committee minutes were discussed and filed as is. (Exhibit G)

YPN Committee: Julie Larson

The committee minutes were discussed and filed as is. (Exhibit H)

It was properly moved and seconded to accept all the committee reports. **MOTION CARRIED**

Old Business:

On Friday March 1st, 2019, it was properly moved and seconded by email vote to approve repairing the YCAR flag pole outside the YCAR building. **MOTION CARRIED**

EXECUTIVE SESSION (Addendum I)

New Business:

EXECUTIVE SESSION (Addendum II)

REALTOR® members that are interested in running for a NAR Director Position should contact Julie Larson for assistance with the qualifications and application information.

REALTOR® members that are interested in applying for a NAR Committee should contact Julie Larson for assistance with the qualifications and application information.

It was properly moved and seconded to approve the Proposed Section (2.6) section of the Policy manual: Executive Committee description. **MOTION CARRIED**

It was properly moved and seconded to approve the Purchase Contract Chair to email the Purchase Contract Committee about the changes that will be made to the YCAR/WABOR Purchase Contract as recommended by Attorney Bryan Ridder. **MOTION CARRIED**.

Cindi Gefert & Julie Larson gave an update from the Ohio Realtors® In-District Meeting on March 7th, 2019. The new Home Inspectors Licensure Legislation that was passed was discussed.

Julie reviewed the YCAR Lockbox Rules and Regulations, the Letter from Anne Petit regarding unlicensed,/unauthorized access to homes & the MLS Lockbox rules with the Board of Directors and asked them to share the information with their offices.

It was properly moved and seconded to approve YCAR covering Jerri Florio's travel costs to the upcoming NAR Legislative Conference in May 2019 in place of the Legislative Chair, who is not able to attend this year. **MOTION CARRIED**

It was properly moved and seconded that a written copy of all YCAR passwords and passcodes used for daily operations to be filed with the Board Attorney for safekeeping offsite. **MOTION CARRIED**

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

There are still some seats available for the April 10th– 11th RENE Designation CE. Contact Kelly at execassist@ycar.org for instructions about how to register.

The YCAR Bocce Tournament is Saturday May 11th. Sign-up sheets are available at YCAR. RSVP with Kelly at execassist@ycar.org.

The YCAR/BCAAR Golf Outing is Friday July 12th. Sign-up sheets are available at YCAR. RSVP with Kelly at execassist@ycar.org.

There being no further business, the meeting was adjourned at 10:35 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Tuesday, April 16th, 2019

The meeting was called to order at 9:01 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Debbie Barber, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Breanna Fitzgerald, Dennis Gonatas, John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Unexcused: Joe Pavlick

There were no additions to the agenda.

It was properly moved and seconded to approve the minutes of the March 21st, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income and expenses. (Exhibit B)

The membership report was reviewed. There are currently 554 REALTOR® members and 63 Affiliates. In March there were 550 REALTOR® members and 64 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Billy Tentler, Century 21 Lakeside; John Smith IV, Keller Williams Chervenic; Tara Jenior, EvenBay Real Estate; Josh Knox, Century 21 Lakeside; Donald Patterson, Century 21 Lakeside; and all agent transfers. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Building Advisory/Technology Combined Committee: Dennis Gonatas

The committee minutes were discussed and filed as is with the following motion approved: It was properly moved and seconded to approve the IT/Server Storage services from Buck i Technology Solutions using \$5,525.52 from the cash portion of the Stifel operating investment account ending in 9142. **MOTION CARRIED** (Exhibit D)

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit E)

Investment Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit F)

YPN Committee: Mandie Dillon

The committee minutes were discussed and filed as is. (Exhibit G)

Legislative REALTOR® Party Committee: Kathy Carroll, Julie Larson, & Spencer Gross
The committee minutes were discussed and filed as is with the following motion approved: It was properly moved and seconded to approve the upcoming findings of the Legislative Committee and decision the committee will recommend following the screenings of the judicial candidates for Youngstown Municipal Judge on Friday April 19th. The committee will either recommend using Issues Mobilization dollars to release educational materials to the Youngstown residents or to use Super PAC dollars to support one candidate in the Primary &/or General Election. **MOTION CARRIED** (Exhibit H)

It was properly moved and seconded to accept all the committee reports. **MOTION CARRIED**

Old Business:

EXECUTIVE SESSION (Addendum I)

New Business:

It was properly moved and seconded to approve appointing Betty Belding to serve as the 9th REALTOR® director on the Board as per YCAR Bylaws for the remainder of 2019. **MOTION CARRIED** (Exhibit I)

It was properly moved and seconded to approve the proposed language amendment to Section (3.5) section of the Policy manual, Recording of Ethics & Arbitration Hearings to read: “Copies of any recording or any transcript prepared from any recording of the hearing are confidential, and are to be used only for the purpose of appeals or procedural reviews, and may not be introduced into evidence at any subsequent hearing, or otherwise disclosed, except pursuant to a court order”. **MOTION CARRIED** (Exhibit J)

Information about the new City of Columbiana Tax Abatement was distributed to the Directors to share with their offices. (Exhibit K)

Candidates running for the Ohio Realtors® Treasurer & DVPs were reviewed. (Exhibit L)

Julie gave a report from the recent AE Institute she attended. NAR 2020 budget reflects NO DUES INCREASE for next year but is requesting a renewal of the \$35 assessment for another 3 years to cover the cost of the “That’s Who We R” campaign. Campaign tools are available on the NAR website for all members to download to use in their own advertising to promote the REALTOR® brand. (Exhibit M)

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

This is the last week to submit YSU Scholarship applications. Please submit them to Julie by April 25th.

This is the last month to submit your Realtor of the Year Nominations. Please send them to Julie by May 1st.

The YCAR Bocce Tournament is Saturday May 11th. Sign-up sheets are available at YCAR. RSVP with Kelly at execassist@ycar.org.

The YCAR/BCAAR Golf Outing is Friday July 12th. Sign-up sheets are available at YCAR. RSVP with Kelly at execassist@ycar.org.

There being no further business, the meeting was adjourned at 10:27 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Thursday, May 23rd, 2019

The meeting was called to order at 9:00 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Debbie Barber, Betty Belding, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Breanna Fitzgerald, Dennis Gonatas, Joe Pavlick, John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Excused: Janice Stevens

It was properly moved and seconded to approve adding New Member Orientation to the New Business.
MOTION CARRIED

It was properly moved and seconded to approve the minutes of the April 16th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income and expenses. (Exhibit B)

The membership report was reviewed. There are currently 561 REALTOR® members and 63 Affiliates. In April there were 554 REALTOR® members and 63 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Michael Squibbs, Berkshire Hathaway HomeServices Northwood Realty Services; Tom Dunlea, Howard Hanna; Debbie Masluk, Howard Hanna; Patty Ferguson, Burgan Real Estate; Timothy Esarco, Berkshire Hathaway HomeServices Northwood Realty Services; Jim Bowden, Real Living Volpini; Karyn Neapolitan, More Options Realty; and all agent transfers. **MOTION CARRIED**. (Exhibit C)

Committee reports were filed as follows:

Budget & Finance Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit D)

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit E)

Investment Committee: Jerri Florio

The committee minutes were discussed and filed as is with the following motion approved:
It was properly moved and seconded to rebalance the accounts. **MOTION CARRIED**
(Exhibit F)

Legislative REALTOR® Party Committee: Kathy Carroll & Julie Larson

The committee minutes were discussed and filed as is. (Exhibit G)

YPN Committee: Mandie Dillon

The committee minutes were discussed and filed as is. (Exhibit H)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

None

New Business:

Updates from Yes-MLS Board of Directors were shared with the Board. Elections for the 2020 Board of Directors will be taking place. The four (4) largest Shareholder Boards get an automatic seat (YCAR is currently the 5th largest in the MLS). The remaining six (6) boards must choose a rotation schedule for terms for two (2) Directors from two (2) of the remaining six (6) boards. It was properly moved and seconded to approve the largest (YCAR) and the smallest (Coshocton County Board of Realtors) of the remaining six (6) to take the first term beginning January 1st, 2020, upon agreement from the other 6 Shareholder boards. **MOTION CARRIED** The MLS required the name of nominated Directors to be submitted by June 1st. It was properly moved and seconded to nominate Cindi Gefert to serve at the Yes-MLS Director representing YCAR for the term beginning January 1st, 2020. **MOTION CARRIED** (Exhibit I)

Updates from the Ohio Realtors Spring Legislative Conference in April were given to the Directors to share with their offices. The information has also been disbursed to all membership in the monthly Newsletter. (Exhibit J)

It was properly moved and seconded to approve John Burgan as the nominee for the YCAR Realtor® of the Year and to be submitted to Ohio Realtors® for possibly OR Realtor® of the Year. **MOTION CARRIED**

The New Member Orientation schedule for the remainder of the year was discussed. Directors volunteered for different months to take a turn as co-instructor. Staff restructured the Orientation packet & Agenda so the CEO will teach the first portion until 10:30 am. A Realtor will teach from 10:30 am to 12:00 pm.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

The Core Law class is on Tuesday June 18th 11:30-3:15 pm at the Hollywood Racino and is being hosted by the YCAR/WABOR YPN and taught by Khash Saghafi. YCAR Members please RSVP with Kelly at execassist@ycar.org. WABOR Members RSVP to WABOR at wabor@wabor.org.

The YCAR/BCAAR Golf Outing is Friday July 12th. Sign-up sheets are available at YCAR. RSVP with Kelly at execassist@ycar.org.

There being no further business, the meeting was adjourned at 9:49 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Thursday, June 20th, 2019

The meeting was called to order at 9:01 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Debbie Barber, Betty Belding, Kathy Carroll, Lisa DeLisio, Mandie Dillon, John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Excused: Breanna Fitzgerald, Dennis Gonatas & Joe Pavlick

There was no New Business to add to the agenda.

It was properly moved and seconded to approve the minutes of the May 23rd, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

EXECUTIVE SESSION (Addendum I)

The financials were reviewed, covering the YTD income and expenses. (Exhibit B)

The membership report was reviewed. There are currently 564 REALTOR® members and 60 Affiliates. In May there were 561 REALTOR® members and 63 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Brian Barnes, Century 21 Lakeside; Rebekah Rouser, Howard Hanna; Carol Marzo, Burgan Real Estate; and all agent transfers. **MOTION CARRIED**. (Exhibit C)

Committee reports were filed as follows:

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit D)

Legislative REALTOR® Party Committee: Julie Larson

Committee updates were given – the Major Investor Event has been rescheduled for the fall. More info to come. The RPAC committee is starting to plan the General Membership Meeting. Julie will speak with the accountant to see if there are funds available in the budget to contribute to the Placemaking project & report back to the Board of Directors. Julie will also reach out to Spencer Gross from Ohio Realtors® to see how we can engage with Senator Michael Rulli since our attempts have been currently futile.

YPN Committee: Mandie Dillon

The committee minutes were discussed and filed as is. (Exhibit E)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

On Friday May 31st, 2019, it was properly moved and seconded by email vote to approve pledging to give a \$2,500 donation from YCAR to the REALTORS® Relief Foundation to support the City of Dayton & Miami Valley in the aftermath of the recent tornado destruction and damages to local homes in those areas of Ohio. **MOTION CARRIED** (Exhibit F)

On Wednesday June 5th, 2019, it was properly moved and seconded by email vote to approve Janice Stevens as the appointed Yes-MLS Shareholder Director representing the smaller boards with her term beginning January 1st, 2020. **MOTION CARRIED** (Exhibit G)

On Wednesday June 5th, 2019, it was properly moved and seconded by email vote to approve the proposed agent transfer dues offering for the 2020 local dues for agents that change their Primary membership to YCAR from another local board between June 1st, 2019 and January 5th, 2020.

MOTION CARRIED – UPDATE – The details of the implementation of this proposal are still being worked out so this has been tabled until the July 18th Board of Directors meeting. (Exhibit G)

New Business:

Ohio Realtors® has granted a \$1,000 to our YPN Vice Chair, Bernadette Melago, to attend the NAR YPN Leadership Retreat in August.

It was properly moved and seconded to approve the MailChimp upgrade, at the discretion of the Chief Executive Officer as needed based on the volume of email blast requests. **MOTION CARRIED** (Exhibit H)

Updates from the NAR Legislative Conference in May were given to the Directors to share with their offices. The information has also been disbursed to all membership in the monthly Newsletter. (Exhibit I)

It was properly moved and seconded to approve presenting Ian Beniston with Youngstown Neighborhood Development Corporation the 2019 Dick Alt Fair Housing Award at the 2019 General Membership Meeting. **MOTION CARRIED**

In July the Nominating Committee will be meeting to prepare of slate of Directors and Officers for the fall election of YCAR 2020-2021 Directors and incoming Officers. If any of you are interested or know someone that is interested in running, please reach out to Julie and she will have them fill out an application and give their names to the nominating committee to be considered.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

There being no further business, the meeting was adjourned at 10:18 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Thursday, July 18th, 2019

The meeting was called to order at 9:01 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Betty Belding, Kathy Carroll, Lisa DeLisio, Breanna Fitzgerald, Dennis Gonatas, Joe Pavlick & John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Excused: Debbie Barber & Mandie Dillon

There was no New Business to add to the agenda.

It was properly moved and seconded to approve the minutes of the June 20th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income & expenses and the 2018 Review. (Exhibit B)

The membership report was reviewed. There are currently 579 REALTOR® members and 62 Affiliates. In June there were 564 REALTOR® members and 60 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Kristin Franco, Cocca Real Estate; Carl Vennitti, Klacik Real Estate; James Iudiciani, Century 21 Lakeside; Ryan Cavanaugh, Keller Williams; Jarrad Schantz, Keller Williams; Gary Schumacher, Keller Williams; and all agent transfers from Portage County Association of Realtors®. **MOTION CARRIED**. (Exhibit C)

Committee reports were filed as follows:

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit D)

Legislative REALTOR® Party Committee: Julie Larson

The committee minutes were discussed and filed as is. (Exhibit E)

Purchase Contract Committee: Patrick Burgan

The committee minutes were discussed and filed as is. (Exhibit F)

Trade Fair Committee: Lisa DeLisio

The committee minutes were discussed and filed as is. (Exhibit G)

YPN Committee: Julie Larson

The committee minutes were discussed and filed as is. (Exhibit H)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

*****EXECUTIVE SESSION***** (Addendum I)

It was properly moved and seconded to approve YCAR donating \$500 towards the Placemaking Project to build a Parklette in Lisbon, Ohio that YCAR is working on with BCAAR & Lisbon City Officials. **MOTION CARRIED**

New Business:

Updates from Yes-MLS Board of Directors Meeting Minutes were shared with the Board. (Exhibit J)

With the upcoming closing of the Vindicator, Julie is meeting with WBKN, The Business Journal and Harmon homes to negotiate where we can submit the President's articles and information from YCAR to the public.

Nominees for the Tomorrow's Leaders Today program are as follows: Mandie Dillon, Brad McGovern & Breanna Fitzgerald. Julie will approach each in that order to see who will accept the nomination.

In July the Nominating Committee will be meeting to prepare of slate of Directors and Officers for the fall election of YCAR 2020-2021 Directors and incoming Officers. If any of you are interested or know someone that is interested in running, please reach out to Julie and she will have them fill out an application and give their names to the nominating committee to be considered.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

There being no further business, the meeting was adjourned at 10:01 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Thursday, August 22nd, 2019

The meeting was called to order at 9:03 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Betty Belding, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Breanna Fitzgerald, Dennis Gonatas, John Potter and Attorney Bryan Ridder.

Excused: Debbie Barber & Joe Pavlick & Affiliate Director Robert Kelly

There was no New Business to add to the agenda.

It was properly moved and seconded to approve the minutes of the July 18th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income & expenses and the 2018 form 990. (Exhibit B) It was properly moved and seconded to approve the 2018 990 to be filed. **MOTION CARRIED**

The membership report was reviewed. There are currently 585 REALTOR® members and 62 Affiliates. In June there were 579 REALTOR® members and 62 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Samantha Ragan, Real Living Brokers Group; Alyssa Robbins, Kelly Warren & Associates; and both agent transfers of Bernadette Melago, Howard Hanna; and Michael Stevens, EvenBay Real Estate from Warren Area Board of Realtors® to YCAR. **MOTION CARRIED**. (Exhibit C)

Committee reports were filed as follows:

Budget & Finance Committee: Cindi Gefert (Exhibit D)

The committee minutes were discussed and filed with a motion to approve the following:

It was properly moved and seconded to approve cross training of staff; for the executive assistant to attend the Ohio Realtors® convention & Professional Standards Training with the CEO this fall. **MOTION CARRIED**

Education Committee: Julie Larson (Exhibit E)

The committee minutes were discussed and filed as is. (Exhibit E)

Legislative Committee: Kathy Carroll

The committee minutes were discussed and filed as is. (Exhibit F)

Nominating Committee: Patrick Burgan

The committee minutes were discussed and filed as is. (Exhibit G)

Realtor® Party Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit H)

Trade Fair Committee: Lisa DeLisio

The committee minutes were discussed and filed as is. (Exhibit I)

YPN Committee: Mandie Dillon

The committee minutes were discussed and filed as is. (Exhibit J)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business today.

New Business:

A change has been recommended to the YCAR Bylaws to Article XI, Section 4 (d) and Article XII Section 1 as shown below: (Exhibit K)

Article XI Section 4 (d)

(d) Within fifteen (15) days but no later than seven (7) days before the first Monday in ~~October~~ the month following the Annual Meeting each year the names of all candidates shall be submitted electronically, via email, to the entire REALTOR® Membership entitled to vote. To be eligible and tabulated electronically no later than noon on the first Monday in ~~October~~ the month following the Annual Meeting.

Article XII Section 1

Section 1. Annual Meeting. The annual meeting of the Association shall be held within ~~the first ten (10) days of~~ the month of September **or October** of each year, the date, place and hour to be designated by the Board of Directors.

It was properly moved and seconded to approve the recommended changes to the Bylaws.

MOTION CARRIED The changes will be shared with the membership prior to the upcoming membership meeting where the changes will be voted upon by the membership.

Yes-MLS Board of Directors have submitted a proposed change to the Yes-MLS Bylaws to the Shareholder Boards. Shareholder Boards will be given the opportunity to have a representative vote on their behalf at the November MLS Shareholder meeting to either approve or decline the changes. It was properly moved and seconded to approve the YCAR Shareholder representative voting in favor of the proposed changed to the MLS Bylaws at the November Shareholder meeting. (Exhibit L)

An update from Ohio Realtors® was shared with the Board of Directors. OR Directors will bring a report with more information back from the Convention in Cincinnati. (Exhibit M)

The Board of Directors reviewed the request submitted by Linda Blough on behalf of the Mill Creek Woods Condominiums HOA and Board of Trustees. The board does not involve itself in matters such as this. Attorney Bryan Ridder will draft a response to the Mill Creek Woods HOA and Board of Trustees to address their request. This response will be filed with the meeting minutes for future reference.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

There being no further business, the meeting was adjourned at 10:05 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

YOUNGSTOWN COLUMBIANA ASSOCIATION OF REALTORS®

General Membership Meeting Recap
Immaculate Heart of Mary Parish Center
Tuesday, September 10th, 2019

This year's General Membership meeting was at Immaculate Heart of Mary. 120 members attended this year.

The live auction was held first, starting with some words of encouragement from our special guest from Ohio REALTORS®, Stephen Ciacchi, Director of RPAC & My Realtor Party.

After the Pledge of Allegiance & Invocation, President Jerri Florio declared a Quorum Present of our membership.

For our award recipients, we first honored Ian Beniston, AICP, HDFP of Youngstown Neighborhood Development Corporation with the Dick Alt Fair Housing Award. Next we celebrated Morris Levy, Richard Lippiatt & Tom Williams for reaching the NAR REALTOR® Emeritus Status. Then we had the honor of presenting the YCAR REALTOR® of the Year award to the chosen nominee, John Burgan. Finally, we had the privilege of recognizing the 84 members of YCAR who achieved Ohio Realtor's President's Sales Club Awards!

After discussing upcoming events and ways to get involved with YCAR, we invited special guest, John Kurlich & Carl DeMusz from Yes-MLS to give us an update on the MLS.

We moved on to vote on a proposed change to the YCAR Bylaws from Article XI Section 4(d) "Election of Officers & Directors" & Article XII Section 1 "Annual Meeting". The proposed changes were emailed to all members several times in the weeks prior to General Membership Meeting. It was properly moved and seconded to approve the proposed changes to the language to read as below:

Article XI Section 4(d):

"Within fifteen (15) days but no later than seven (7) days before the first Monday in the month following the Annual Meeting each year the names of all the candidates shall be submitted electronically, via email, to the entire REALTOR® membership entitled to vote. To be eligible and tabulated electronically no later than noon on the first Monday in the month following the Annual Meeting. MOTION CARRIED.

Article XII Section 1: "The Annual Meeting of the Association shall be held within the month of September or October of each year, the date, place and hour to be designated by the Board of Directors." MOTION CARRIED

Next the Slate of Nominees for the open positions on the Officer & Director positions were announced and the floor was opened for nominations as well. A nomination for Erik Cromer of Union Home Mortgage to be added to the slate for Affiliate Director was given from the floor. It was properly moved and seconded to approve the updated Slate of Directors for the ballot. **MOTION CARRIED.**

We ended the meeting announcing the dues Raffle winner and brown bag auction winners. Congratulations to Debbie Barber on winning the "Free dues for 2020" Raffle! We raised \$13,485 for RPAC at the Auction this year!

Thank you to everyone who helped make this year's General Membership Meeting and RPAC Auction such a wonderful evening and a success. To those who could not make it, we hope you will join us next year!

Respectfully Submitted,
Julie Larson
Chief Executive Officer
Youngstown Columbian Association of REALTORS®

Board of Directors Meeting
Thursday, October 17th, 2019

The meeting was called to order at 9:02 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Betty Belding, Lisa DeLisio, Mandie Dillon, Breanna Fitzgerald, Dennis Gonatas, Joe Pavlick & John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Excused: Debbie Barber & Kathy Carroll

There was no New Business to add to the agenda.

It was properly moved and seconded to approve the minutes of the August 22nd, Board of Directors meeting & the General Membership Recap minutes. **MOTION CARRIED** (Exhibit A1 & A2)

The financials were reviewed, covering the YTD income & expenses. (Exhibit B)

The membership report was reviewed. There are currently 593 REALTOR® members and 64 Affiliates. In August there were 585 REALTOR® members and 62 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: CJ Fogg, Real Living Volpini; James Warren III, Kelly Warren & Associates; and Adam Poe, Kelly Warren & Associates. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Building Advisory Committee: John Burgan (Exhibit D)

The committee minutes were discussed and filed with the following request put before the Board: The parking lot needs to be Sealed and Patched where there is bad cracks and breaks in the pavement. The committee has two quotes already, but we need one more quote from a company that not just seals, but also does hot patching. Please send names of companies to Julie at the board office.

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit E)

Investment Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit F)

Legislative Committee: Julie Larson

The committee minutes were discussed and filed as is. (Exhibit G)

Personnel Committee: Patrick Burgan

The committee minutes were discussed and filed as is. (Exhibit H)

Realtor® Party Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit I)

Trade Fair Committee: Lisa DeLisio

The committee minutes were discussed and filed as is. (Exhibit J)

YPN Committee: Mandie Dillon

The committee minutes were discussed and filed as is. (Exhibit K)

Executive Committee: Jerri Florio

The committee minutes were discussed and filed as is with the following motion:
It was properly moved and seconded to approve the proposed language change to Sections 6.2, 6.3, 6.5 & 6.6 of the YCAR Policy Manual as shown below: **MOTION CARRIED** (Exhibit L)

Cover Page:

(6.5) OAR Ohio REALTORS® DIRECTOR EXPENSE

Section 6.2

OAR Ohio REALTORS®:

Section 6.3

(See Section 6.5 OAR Ohio REALTORS® Directors).

Section 6.5

(6.5) OAR Ohio REALTORS® DIRECTORS

The President, President-Elect, Treasurer, Past President and other specified OAR Ohio REALTORS® Directors' travel expenses will be charged to the travel expense account that coincides with their respective positions on the Board. (12/2017) Ohio REALTORS® Directors must be present for the ENTIRE Ohio REALTORS® Board of Directors meeting to receive their travel expense reimbursements from YCAR. (10/2019)

Section 6.6

NOTE 7: The Legislative Chairman and RPAC Chairman will attend his/her respective meetings to which He/she is a "Designated Traveler". All other "Designated Travelers" to these same meetings (i.e. Officers) will cover all other OAR Ohio REALTORS® Committee meetings.

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

EXECUTIVE SESSION (Addendum I)

New Business:

The committee reviewed the most recently distributed Yes-MLS Board of Directors Meeting Minutes. (Exhibit M)

An update from Ohio Realtors® was shared with the Board of Directors from the fall Convention. Information about the 2020 Budget, \$25 dues increase for Ohio Realtors® and the new Tech Hotline was given to the Directors to share with their offices. (Exhibit N)

The Board of Directors reviewed the letter from the Zoning Director in Poland Township reviewing the rules for real estate sign placement in the township. The Directors were asked to share these rules with their offices to promote zoning compliance in Poland Township.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

A thank you letter from the YSU Scholarship Recipient was shared with the Board of Directors.

A thank-you letter from The Rich Center for Autism was shared with the Board of Directors. This thank-you letter has been made available as a testimonial on the YCAR website to be viewed here: <https://www.ycar.org/outreach>.

There being no further business, the meeting was adjourned at 10:35 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Thursday, November 21st, 2019

The meeting was called to order at 9:32 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Debbie Barber, Betty Belding, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Breanna Fitzgerald, Dennis Gonatas, & Joe Pavlick, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Excused: John Potter

There was no New Business to add to the agenda.

It was properly moved and seconded to approve the minutes of the October 17th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income & expenses. (Exhibit B)

The membership report was reviewed. There are currently 603 REALTOR® members and 66 Affiliates. In October there were 593 REALTOR® members and 64 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Brooke Hofmeister, BHHS Northwood Realty; Kathy Massacci, BHHS Northwood Realty; Margaret Deniro, Next Home Go30; Bradley Paul, Century 21 Lakeside; Samuel Baer, Baer Auctioneers Realty; Jonathan Ruth, Town One Realty and the following transfer from WABOR to YCAR: April Conner, EvenBay Real Estate; Krista Monroe, EvenBay Real Estate; Joseph Skowron, EvenBay Real Estate; & Joshua Timko, EvenBay Real Estate. **MOTION CARRIED**. (Exhibit C)

Committee reports were filed as follows:

Budget & Finance Committee: Cindi Gefert (Exhibit D)

The committee minutes were discussed and filed with the following motion: It was properly moved and seconded to approve the transfer of \$1740 from the Stifel Building account ending in 0196 to the YCAR Operating Account to cover the cost of the Garage Man Door Replacement.

MOTION CARRIED

Also, Section (4.13) Dues and Assessments of the YCAR Policy Manual was updated to reflect the current rates as set forth by Ohio REALTORS® and the National Association of REALTORS®.

Education Committee: Julie Larson

The committee minutes were discussed and filed as is. (Exhibit E)

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit F)

Installation Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit G)

YPN Committee: Mandie Dillon

The committee minutes were discussed and filed as is. (Exhibit H)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business to discuss today.

New Business:

An update from the National Association of Realtors® was shared with the Board of Directors from the Annual Convention. Information about the new MLS Policy, Article changes in the Code of Ethics, REALTOR® Emeritus changes for 2020 and the new Code of Ethics Training requirements were given to the Directors to share with their offices. YCAR staff will notify all YCAR membership of these changes in the December Newsletter. (Exhibit I)

Julie was awarded the 2020 William D. North AE Institute Scholarship from NAR to cover the cost of her tuition & travel to the 2020 AEI. It was properly moved and seconded to approve using the budgeted travel funds for this conference to send Kelly Vinopal, the Executive Assistant, to the 2020 AE Institute with Julie to further her professional growth and training as well. **MOTION CARRIED** (Exhibit J)

Julie was also awarded a 2019 Judith Lindenau RCE scholarship to cover the cost of the application, testing & initial designation fees. She has already completed the application requirements and two of the three test modules. It is anticipated that she will receive her REALTOR® Certified Executive (RCE) Designation at the 2020 AE Institute. (Exhibit J)

It was properly moved and seconded to approve execution/approval of documents upon State of Ohio approval of the Workman's Comp Claim for Julie's injury (broken finger) obtained at the NAR Annual Convention. **MOTION CARRIED** (Exhibit K)

It was properly moved and seconded to approve the Committee and Chair appointments for 2020. (Exhibit K)

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

Joe Kilgore has information about offering a year free membership to the Salem Golf Club that we can possibly offer to membership. Joe will send the information to Julie and Atty Bryan Ridder to explore if legally sound and possible for us to offer membership.

There being no further business, the meeting was adjourned at 10:33 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting
Thursday, December 19th, 2019

The meeting was called to order at 9:02 AM.

Directors present: President Jerri Florio, President-Elect Patrick Burgan, Treasurer Cindi Gefert, Past President Janice Stevens, Betty Belding, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Breanna Fitzgerald, Joe Pavlick, John Potter, Affiliate Director Robert Kelly and Attorney Bryan Ridder.

Excused: Debbie Barber & Dennis Gonatas

Special Guests Present – Incoming 2020 Directors: Sharon Drummond, Tibitha Matheney, Bernadette Melago, Michael Stevens & Incoming 2020 Affiliate Director Erik Cromer; Cheryl Tarantino, Executive Director of Northeast Ohio Adoption Services.

There was one addition to add to the agenda: Workman's Comp Update. It was properly moved and seconded to approve the Workman's Comp Update to the New Business. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the November 21st, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

Special Guest Cheryl Tarantino, Executive Director of the Northeast Ohio Adoption Services to share some information today about their organization. Northeast Ohio Adoption Services (NOAS) is the organization that Patrick Burgan has selected as his President's Charity to support for 2020. NOAS has been around for 41 years and serves 25 counties in Ohio with their foster-to-adopt program. They focus on finding, training, supporting and advocating for those who are willing to open their home to foster and hopefully, adopt, a child.

The financials were reviewed, covering the YTD income & expenses. (Exhibit B)

The membership report was reviewed. There are currently 599 REALTOR® members and 66 Affiliates. In November there were 603 REALTOR® members and 66 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Maureen Spear, Real Living Brokers; Tammy Hrinda, More Options Realty and the following transfers from BCAAR to YCAR: Frank Clinton, Howard Hanna & Julie Kinard, Century 21 Lakeside.

MOTION CARRIED. (Exhibit C)

Committee reports were filed as follows:

Budget & Finance Committee: Cindi Gefert (Exhibit D)

The committee minutes were discussed and filed with the following motion: It was properly moved and seconded to approve the Proposed 2020 Budget. **MOTION CARRIED**

Installation Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit E)

YPN Committee: Mandie Dillon

The committee minutes were discussed and filed as is. (Exhibit F)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business to discuss today.

New Business:

An update from Yes-MLS was shared with the Board of Directors. Yes-MLS dues will be increasing from \$360 to \$444 annually starting in 2020. The increase in dues will include the monthly Supra key cost for all members. Yes-MLS will also be changing their name in 2020. Important changes were made to the Coming Soon & Office Exclusive Policies. Yes-MLS will be notifying all membership of these policy changes to ensure compliance.

Workman's Comp denied the claim and an appeal is being filed by Julie's Workman's Comp Attorney. A hearing will be held in early 2020. The Board President will attend the hearing with Julie to testify in favor of Workman's Comp approving the claim and dispute the reasoning for the initial denial.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

The Installation Dinner is Saturday January 18th, 2020 at The Saxon Club at 5:30 pm. RSVP today! Come dressed in your best Roaring 20's outfit.

There will be a Home Snap class at YCAR for members on January 23rd at 10:00 am and 1:00 pm. There is no charge to attend this class.

The annual CE schedule is available for members to preview the classes being offered for 2020.

There being no further business, the meeting was adjourned at 9:50 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer