

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

Directors present: President Patrick Burgan, President-Elect Dennis Gonatas, Treasurer Bernadette Melago, Samantha Aldish, Teresa Berick, Lori Beulah, Kathy Carroll, Sharon Drummond, Jenna Koontz, Tibitha Matheney, Michael Stevens & Affiliate Director Erik Cromer.

Excused: Jerri Florio & Breanna Fitzgerald

There was one addition to the agenda. It was properly moved and seconded to approve adding Finalized 2022 Proposed Budget to New Business. **MOTION CARRIED**

Cheryl Tarantino, Executive Director of the Northeast Ohio Adoption Services joined us for the meeting today. YCAR collected \$3710 from the 2021 Community Service Donations and \$9,947 in net proceeds from the 2021 Annual Golf Outing. YCAR Board of Directors presented a check for \$13,657 to the Northeast Ohio Adoption Services. Cheryl shared with the Board how this money will help two mentoring programs for the foster children that may not be adopted before aging out of the system.

Mark Samuel, Executive Director of Heart Reach Neighborhood Ministries joined us for the meeting today. Mark shared about the outreach programs they do in the community. Heart Reach Neighborhood Ministries will be the President's Charity for 2022. (Exhibit A)

Consent Agenda:

The minutes of the November 4th, Board of Directors meeting was reviewed. (Exhibit B)

The financials were reviewed, covering the YTD income, expenses & the Annual Financial Review. (Exhibit C)

The membership report was reviewed. There are currently 739 REALTORS® and 70 Affiliates. In November there were 734 REALTORS® and 70 Affiliates. (Exhibit D)

Provisional REALTOR® membership applicants:

Anthony Marchionda, Burgan Real Estate

Randall Brammer, Howard Hanna Poland

Amber Bartek, Brokers Realty

Richard Evans, Howard Hanna Poland

Danielle Gerlt, Howard Hanna Howland

Nathaniel (Zddy) Monnette, Volpini Realty

Alisa Hutter, Next Home Go30

Allison Lepsesty, Century 21 Lakeside

New Broker Applicants:

New Home Star Ohio, Carol Sole

Transfers from Stark Trumbull Area REALTORS®:

Christina Pitoscia, More Options Realty

Committee reports were filed as follows:

Education Committee: Julie Larson

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

Installation Committee: Dennis Gonatas

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

Strategic Planning Committee: Patrick Burgan

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

YPN Committee: Jenna Koontz

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

It was properly moved and seconded to approve the consent agenda. **MOTION CARRIED**

Old Business:

There was no new business to discuss today.

New Business:

Joe Kilgore presented the Finalized 2022 Proposed Budget with a few updated revisions to the Board of Directors. It was properly moved and seconded to approve the 2022 Proposed Budget. **MOTION CARRIED**

The MLS Now Board of Directors & Shareholder Meeting minutes were reviewed with the Board members today. MLS Now will begin to send the unapproved draft of the Board meeting minutes immediately after the board meetings instead of waiting for approval a month or two later.

The Board of Directors reviewed the updates and changes from the Annual NAR Convention in San Diego. Staff will update the Bylaws to the mandated changes concerning “Good Standing” as it relates to REALTOR association membership when the wording is released from NAR.

The 2022 Committee Chairs & Appointments list was reviewed by the Board of Directors today. It was properly moved and seconded to approve the Committee & Chair appointments for 2022. **MOTION CARRIED**

Julie gave a staff & operations report and will continue to do so at every board meeting so the Directors are updated on the day to day operations and any possible issues that may arise in the future. The YCAR Core Standards Certification Form has been submitted for 2022. Annual dues invoices have been sent out and installation invites are being mailed this week as well. Directors are encouraged to assist members in their offices in learning how to access their invoice through the new billing system and to encourage membership to attend the YCAR events. Committee letters and information about the 2022 Leadership Retreat will be sent out over the next few weeks.

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

Open Discussion: None

There being no further business, the meeting was adjourned at 10:17 AM.

Respectfully submitted by Julie Larson, RCE, Chief Executive Officer