

Board of Directors Meeting  
Thursday, January 25<sup>th</sup>, 2018

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

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Past President Maureen Cline, Sandi Bates, Kathy Carroll, Lisa DeLisio, Cindi Gefert, Dennis Gonatas, John McCarthy, Affiliate Director Jay Warnock and Attorney Bryan Ridder.

Excused: Mandie Dillon & Debbie Parisi

Also present: Joe Kilgore, HD Davis CPAs, LLC & Nick Stryffeler

It was properly moved and seconded to approve the addition of the Soup Kitchen Committee report to the Committee Reports. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the December 21<sup>st</sup> Board of Directors minutes & the January 16<sup>th</sup> Special Meeting minutes. **MOTION CARRIED** (Exhibit A)

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

The membership report was reviewed. There are currently 527 REALTOR® members and 64 Affiliates. In December, there were 562 REALTOR® members and 64 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Thomas Cannell, Real Living Brokers; Jennifer Jones, Klacik Real Estate. **MOTION CARRIED** It was properly moved and seconded to approve the Provisional Membership of Brokerage applicants: Liberty Home Services, Jamie Bledsoe **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**CRIS/MLS:** Maureen Cline

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

**Installation Committee:** Janice Stevens

The final Income & Expenses of the Installation Dinner were reviewed. (Exhibit E)

**RPAC Committee:** Maureen Cline

A report of the recent "My Realtor Party Training" hosted by Ohio Realtors® was given.

**Technology & Information Committee:** Dennis Gonatas

The proposed new website was demonstrated and reviewed by the board of directors. It was properly moved and seconded to approve the proposed website. **MOTION CARRIED** The new website should be ready to launch on February 1<sup>st</sup>, 2018.

**Soup Kitchen Committee:** Nick Stryffeler

The committee minutes were discussed and filed as is. (Added Exhibit) The new name for this committee is the **YCAR Realtor Outreach Committee**.

The YCAR Leadership Retreat is February 1<sup>st</sup>, 2018 at 9:00 am at Rachel's Restaurant and is mandatory for all directors and committee chairs.

Jerri Florio received the prestigious Distinguished Service Award from Ohio Realtors® in September 2017. As it is customary for local boards to do, in light of this high honor, it was properly moved and seconded to approve waiving future local dues for Jerri Florio. **MOTION CARRIED**

Hondros has proposed a change to our current contract with them. It was properly moved and seconded to table the decision of the contract until the February board meeting, pending review by Attorney Bryan Ridder. **MOTION CARRIED**

Some proposed changes have been discussed in regard to the operation of 2018 Trade Fair. It was properly moved and seconded to table the decision of these changes until the February board meeting. **MOTION CARRIED**

It was properly moved and seconded to approve Nick attending regular board meetings to assist Julie in taking notes for the meeting minutes. **MOTION CARRIED**

There being no further business, the meeting was adjourned at 10:40 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Special Meeting  
Tuesday January 16<sup>th</sup>, 2018

The meeting was called to order at 9:34 AM.

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Past President Maureen Cline, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, Affiliate Director Jay Warnock and Attorney Bryan Ridder.

Also Present: John Kurlich, Chief Executive Officer of CRIS MLS

Excused: John McCarthy

Not Present: Sandi Bates & Debbie Parisi

It was properly moved and seconded to approve the agenda with one addition to new business. **MOTION CARRIED.**

**Unfinished Business:**

It was properly moved and seconded to approve our shareholder representative to vote YES to approve the proposed YES MLS Bylaws at the shareholder meeting on January 22<sup>nd</sup>, 2018. **MOTION CARRIED.**

**New Business:**

It was properly moved and seconded to approve Dennis Gonatas to represent and vote on behalf of YCAR at the January 22<sup>nd</sup> shareholder meeting for CRIS MLS. **MOTION CARRIED.**

Two letters were received notifying YCAR of two hearings on completion of the Theft Diversion Program by both parties. It was properly moved and seconded for YCAR counsel to write a strongly worded letter to the Prosecution, but YCAR counsel does not need to attend either hearing on January 17<sup>th</sup> or 18<sup>th</sup>. **MOTION CARRIED.**

There being no further business, the meeting was adjourned at 11:21 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, February 15<sup>th</sup>, 2018

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

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Past President Maureen Cline, Sandi Bates, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, John McCarthy, Debbie Parisi and Attorney Bryan Ridder.

Excused: Affiliate Director Jay Warnock

Also present: Joe Kilgore, HD Davis CPAs, LLC & Nick Stryffeler

It was properly moved and seconded to approve the addition of the CRIS report and Al Leonard dues to New Business. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the January 25<sup>th</sup> Board of Directors meeting.

**MOTION CARRIED** (Exhibit A)

Ali Whitley, guest from ACAR spoke to the board today. She is running unopposed for the District 3 Vice President position at Ohio Realtors® for the 2019-2020 term and would like YCAR support.

The financials were reviewed, covering the YTD income and expenses. Under operating budget, the Professional Standards expense was mistakenly budgeted for only \$100. Traditionally, we budget \$1000 for Professional Standards. Leadership Retreat was budgeted for \$1500, but our total Leadership Retreat expense for 2018 will be just under \$300. The excess budgeted amount can be reallocated to the Professional Standards expense budget. It was properly moved and seconded to adjust the Professional Standards budget from \$100 to \$1000. **MOTION CARRIED.** (Exhibit B)

The membership report was reviewed. There are currently 528 REALTOR® members and 64 Affiliates. In January, there were 527 REALTOR® members and 64 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Maggie Garland, Evenbay Real Estate **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**Building Advisory Committee:** John Burgan

The committee minutes were discussed and filed as is. It was properly moved and seconded to approve up to \$5,000 for Larsen Remodeling to update both bathrooms as proposed at YCAR. **MOTION CARRIED** (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)

Hondros has proposed a change to our current contract with them. It was properly moved and seconded to approve the new contract contingent upon Hondros' acceptance of the revisions proposed by Attorney Bryan Ridder.

**MOTION CARRIED**

Debbie Guido has requested that the reimbursement check issued in March 2017 to "The Estate of Carole Sharkey" be re-issued in her name. It was properly moved and seconded that the check must remain issued to "The Estate of Carole Sharkey". **MOTION CARRIED**

Al Leonard passed away in January 2018, a few weeks after paying his 2018 dues. It was properly moved and seconded to approve reimbursing his local dues to "The Estate of Al Leonard" upon receipt of Estate case number and name of the Executor. **MOTION CARRIED**

The annual review of the Strategic Plan was tabled to the March Board of Director's meeting.

Mediation Training is required for YCAR Mediation Officers. Ohio Realtors® is offering training May 2<sup>nd</sup>. After review of the Mediation Officer appointments, the board would like to add 2 or 3 new mediators. Mediation appointments will be finalized via email. Discussion of the training was tabled to the March Board of Directors meeting.

The amount raised in 2017 for the final check to be presented to Habitat for Humanity is \$18,799.65. It was properly moved and seconded to approve the amount for the Habitat for Humanity check. **MOTION CARRIED**

Columbiana Chamber of Commerce is hosting a business luncheon on March 9<sup>th</sup> to update members on the growth, developments and projects within Columbiana. It was properly moved and seconded to approve purchasing tickets for 2 members, the Chair & Co-Chair, of the Legislative Committee to attend the Columbiana Chamber Business Luncheon. **MOTION CARRIED**

Coshocton Board of Realtors has proposed to make a motion at the CRIS MLS meeting on February 26<sup>th</sup> to give a final training reimbursement to the shareholder boards before CRIS MLS becomes YES MLS. It was properly moved and seconded for the YCAR CRIS directors to vote to approve this motion if/when it is brought forth at the CRIS MLS meeting. **MOTION CARRIED**

Julie is interested in attending conflict management training. This item was tabled to the March Board of Directors meeting. Julie will research other possible Leadership Training opportunities in the area.

Realtor of the Year nomination forms were made available to the Board of Directors. All nominations must be submitted before the May 17<sup>th</sup> Board of Directors meeting. The board will vote on nominations at the May 17<sup>th</sup> Board of Directors meeting to be submitted to Ohio Realtors® by June 1<sup>st</sup>, 2018.

We are now accepting applications for the YSU scholarship award from the Youngstown Columbiana Association of Realtors® Endowment Fund. All applications must be received by April 25<sup>th</sup> to be considered. Applicants must be currently attending YSU or planning to attend YSU in fall 2018.

There being no further business, the meeting was adjourned at 10:20 AM.  
Respectfully submitted,  
Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, March 15<sup>th</sup>, 2018

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

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Affiliate Director Jay Warnock, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, Debbie Parisi and Attorney Bryan Ridder.

Excused: Sandi Bates, Maureen Cline & John McCarthy

Three (3) items were requested to be added to new business: a report from the Investment Committee, Realtor of the Year and YCAR Building.

It was properly moved and seconded to approve the minutes of the February 15<sup>th</sup> 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 529 REALTOR® members and 64 Affiliates. In February, there were 528 REALTOR® members and 64 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Kelly Riebe, Keller Williams Chervenic; Michael Gaia, Century 21 Lakeside; Wally Dayem, Cocca's Real Estate. **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 Committee:** Kathy Carroll

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

**RPAC Committee:** Jerri Florio

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

**Strategic Planning Committee:** Janice Stevens

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

**YCAR Realtor Outreach Committee:** 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)

**Investment Committee:** Janice Stevens

The committee minutes were discussed and filed as is. It was properly moved and seconded to approve moving \$35,000 from the PNC Operating account to the Stifel Investments. **MOTION CARRIED** (Exhibit K)

An email vote was taken after the February board meeting with a motion to approve adding Gwen Bush, Sherry DeMar & Brenda Palmer as mediators for the 2018 year. The vote was approved by majority via email. **MOTION CARRIED**

It was properly approved and seconded to approve covering the registration cost for the mediators to attend the required mediation training at Ohio Realtors on May 2<sup>nd</sup>, 2018. **MOTION CARRIED**

Ohio Realtors is anticipating the state membership surpassing 32,000 before the end of July, 2018. If it does, Ohio Realtors will be allotted one additional vacancy for an NAR Director seat. As per Ohio Realtors' policy, the first seat is reserved for the incoming Ohio Realtors' Treasurer. Ohio Realtors has opened the nominations for the possible second seat to the local boards to submit a candidate to be considered for the extra NAR Director position.

It was properly moved and seconded to approve nominating Debbie Parisi as a candidate to apply for the possible NAR Director position vacancy for Ohio Realtors. **MOTION CARRIED**

The board discussed the current bathroom renovation plans and the possibility of purchasing a new building in the future for YCAR.

Nominations are being accepted for the 2018 Realtor of the Year until April 15<sup>th</sup>, 2018. It was properly moved and seconded to approve sending the criteria and Realtor of the Year information to the entire membership to be able to submit nominees to be considered by the Board of Directors. **MOTION CARRIED**

There being no further business, the meeting was adjourned at 9:39 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, April 19<sup>th</sup>, 2018

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

Directors present: President Janice Stevens, Treasurer Patrick Burgan, Affiliate Director Jay Warnock, Sandi Bates, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, John McCarthy, Debbie Parisi and Attorney Bryan Ridder.

Excused: Maureen Cline & Jerri Florio

One (1) item was requested to be added to open discussion: clarification of a motion that was passed at the January 25<sup>th</sup> Board of Directors meeting. It was properly moved and seconded to approve the addition of the clarification of the motion from the January 25<sup>th</sup> Board of Directors meeting to Open Discussion on the Agenda.

**MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the March 15<sup>th</sup> 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 539 REALTOR® members and 63 Affiliates. In March, there were 529 REALTOR® members and 64 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Kristen Colley, Keller Williams Chervenic; Brad McGovern, Baer Auctioneers/Realty; Levi Dixie, Century 21 Lakeside; Anthony Catauro, Keller Williams Chervenic. **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**CRIS MLS:** Dennis Gonatas

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:** Janice Stevens

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

**Legislative/RPAC Committee:** Janice Stevens

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

**Trade Fair Committee:** Lisa DeLisio

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

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

An email vote was taken before the April 16<sup>th</sup> CRIS MLS meeting and was approved by majority via email. It was properly moved and seconded to approve the YES MLS Consolidation Documents, giving authorization for the YCAR CRIS Board of Directors to vote to approve the consolidation documents at the April CRIS meeting; for Dennis Gonatas to represent YCAR at the Shareholders meeting on April 16<sup>th</sup>, 2018 with authorization to vote to approve the YES MLS Consolidation Documents and to sign said documents on behalf of the Youngstown Columbiana Association of Realtors®. **MOTION CARRIED**

**Old Business:** NONE

**New Business:**

Information about the new ordinance relating to Real Estate signs in Canfield was discussed with the Board of Directors to share with their offices. It was also shared with the membership via email.

Ohio Realtors® Legislative conference highlights: Ohio Realtors® revealed a new logo on April 9<sup>th</sup>. HB 211 has been put on hold. Realtors met with House representatives to discuss the highlights of the bill. A call for

action was issued by Ohio Realtors® on April 9<sup>th</sup> to push HB 211. Ohio Realtors® plans to introduce legislation to create a “First Time Homebuyers Savings Account” in the state of Ohio in 2019. Debbie Barber was selected as one of 3 possible candidates for a potential NAR Director Vacancy in Ohio. Ohio Realtors® is working to recommend amendments to Ohio license law to require a state and federal background check for new sales and broker licenses.

NAR update: NAR revealed a new logo on April 9<sup>th</sup>, that has been placed on hold due to a diversity of opinions ranging from strong support to outright disapproval. NAR has proposed a dues increase of \$30 for 2019 NAR dues, and an annual 2.5% increase in NAR dues starting in 2020. This will be voted on by NAR Directors at the May 19<sup>th</sup>, 2018 Board of Directors meeting.

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

**Open Discussion:**

At the January 25<sup>th</sup> Board of Directors meeting, the Directors vote to approve the following motion: “Jerri Florio received the prestigious Distinguished Service Award from Ohio Realtors® in September 2017. As it is customary for local boards to do, in light of this high honor, it was properly moved and seconded to approve waiving future local dues for Jerri Florio.”

It was properly moved and seconded to amend this motion to read: Jerri Florio received the prestigious Distinguished Service Award from Ohio Realtors® in September 2017. As it is customary for local boards to do, in light of this high honor, it was properly moved and seconded to approve refunding Jerri Florio’s 2018 dues and waiving future local dues for Jerri Florio. **MOTION CARRIED**

**Reminders:** Turn in Bocce teams ASAP & the last day to submit Realtor of the Year Nominations is May 17<sup>th</sup>.

There being no further business, the meeting was adjourned at 9:47 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, April 19<sup>th</sup>, 2018

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

Directors present: President Janice Stevens, Treasurer Patrick Burgan, Affiliate Director Jay Warnock, Sandi Bates, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, John McCarthy, Debbie Parisi and Attorney Bryan Ridder.

Excused: Maureen Cline & Jerri Florio

One (1) item was requested to be added to open discussion: clarification of a motion that was passed at the January 25<sup>th</sup> Board of Directors meeting. It was properly moved and seconded to approve the addition of the clarification of the motion from the January 25<sup>th</sup> Board of Directors meeting to Open Discussion on the Agenda.

**MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the March 15<sup>th</sup> 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 539 REALTOR® members and 63 Affiliates. In March, there were 529 REALTOR® members and 64 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Kristen Colley, Keller Williams Chervenic; Brad McGovern, Baer Auctioneers/Realty; Levi Dixie, Century 21 Lakeside; Anthony Catauro, Keller Williams Chervenic. **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**CRIS MLS:** Dennis Gonatas

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:** Janice Stevens

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

**Legislative/RPAC Committee:** Janice Stevens

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

**Trade Fair Committee:** Lisa DeLisio

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

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

An email vote was taken before the April 16<sup>th</sup> CRIS MLS meeting and was approved by majority via email. It was properly moved and seconded to approve the YES MLS Consolidation Documents, giving authorization for the YCAR CRIS Board of Directors to vote to approve the consolidation documents at the April CRIS meeting; for Dennis Gonatas to represent YCAR at the Shareholders meeting on April 16<sup>th</sup>, 2018 with authorization to vote to approve the YES MLS Consolidation Documents and to sign said documents on behalf of the Youngstown Columbiana Association of Realtors®. **MOTION CARRIED**

**Old Business:** NONE

**New Business:**

Information about the new ordinance relating to Real Estate signs in Canfield was discussed with the Board of Directors to share with their offices. It was also shared with the membership via email.

Ohio Realtors® Legislative conference highlights: Ohio Realtors® revealed a new logo on April 9<sup>th</sup>. HB 211 has been put on hold. Realtors met with House representatives to discuss the highlights of the bill. A call for

action was issued by Ohio Realtors® on April 9<sup>th</sup> to push HB 211. Ohio Realtors® plans to introduce legislation to create a “First Time Homebuyers Savings Account” in the state of Ohio in 2019. Debbie Barber was selected as one of 3 possible candidates for a potential NAR Director Vacancy in Ohio. Ohio Realtors® is working to recommend amendments to Ohio license law to require a state and federal background check for new sales and broker licenses.

NAR update: NAR revealed a new logo on April 9<sup>th</sup>, that has been placed on hold due to a diversity of opinions ranging from strong support to outright disapproval. NAR has proposed a dues increase of \$30 for 2019 NAR dues, and an annual 2.5% increase in NAR dues starting in 2020. This will be voted on by NAR Directors at the May 19<sup>th</sup>, 2018 Board of Directors meeting.

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

**Open Discussion:**

At the January 25<sup>th</sup> Board of Directors meeting, the Directors vote to approve the following motion: “Jerri Florio received the prestigious Distinguished Service Award from Ohio Realtors® in September 2017. As it is customary for local boards to do, in light of this high honor, it was properly moved and seconded to approve waiving future local dues for Jerri Florio.”

It was properly moved and seconded to amend this motion to read: Jerri Florio received the prestigious Distinguished Service Award from Ohio Realtors® in September 2017. As it is customary for local boards to do, in light of this high honor, it was properly moved and seconded to approve refunding Jerri Florio’s 2018 dues and waiving future local dues for Jerri Florio. **MOTION CARRIED**

**Reminders:** Turn in Bocce teams ASAP & the last day to submit Realtor of the Year Nominations is May 17<sup>th</sup>.

There being no further business, the meeting was adjourned at 9:47 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, May 24<sup>th</sup>, 2018

The meeting was called to order at 8:59 AM.

Directors present: President Janice Stevens, Past President Maureen Cline, Affiliate Director Jay Warnock, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, Debbie Parisi and Attorney Bryan Ridder.

Excused: Jerri Florio, Patrick Burgan, Sandi Bates & John McCarthy

One (1) item was requested to be added to New Business: information regarding 5700 Clingan Rd. It was properly moved and seconded to approve the addition of the information regarding 5700 Clingan Rd. with Exhibit M to the New Business on the Agenda. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the April 19<sup>th</sup> 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 62 Affiliates. In April, there were 539 REALTOR® members and 62 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Daniel Monroe, Western Reserve Realty Group; D'mitri Fontes, Realty Home Pride; Constantino Frangopoulos, Howard Hanna; Amy Day, Burgan Real Estate; Rhonda Banjak-Horvath, Burgan Real Estate; Christopher Merrell, Keller Williams Chervenic; Nan Tibolla, Real Living Brokers; Ryan Hallapy, Mayle Realty. **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**Budget & Finance Committee:** Janice Stevens

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

**Bylaws & Policy Committee:** Kathy Carroll

The committee minutes were discussed and filed as follows:

- The recommended changes to the policy manual were reviewed and approved with the Board of Directors recommending a slight change to Section 2.1 “Now That You’re Going To Chair A Committee”; “*For a three year term*” will be modified to “**serving no more than three (3) consecutive 1-year terms**”. “**You must serve one (1) year actively on the committee prior to being appointed as committee chair**” will be added to the end of the first paragraph in section 2.1. (Exhibit E)
- The recommended changes to the Bylaws were tabled to the June Board of Directors meeting. Attorney Bryan Ridder will create a red-line copy for the Board of Directors to review. (Exhibit E)

**Golf Committee:** Cindi Gefert

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

**Legislative/RPAC Committee:** Maureen Cline

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

**Trade Fair Committee:** Lisa DeLisio

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

**YCAR Realtor Outreach Committee:** Nick Stryffeler

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

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

An email vote was taken April 20<sup>th</sup> – 23<sup>rd</sup> and was approved unanimously via email. It was properly moved and seconded to approve a raise in the dollar amount to renovate the bathrooms to \$5,600 in order to cover the cost of the new toilets. **MOTION CARRIED**

### **Old Business:**

NAR Legislative meetings took place May 14<sup>th</sup> – 19<sup>th</sup>. The NAR Directors voted to increase the NAR dues by \$30, starting for the 2019 dues billing season. The proposed 2.5% automatic increase to dues annually beginning in 2020 was removed from the dues proposal at this time. NAR Directors did approve NAR to obtain a \$38.5 million construction loan and a \$15 million revolving line of credit to fund a 10-year Master Vision Plan to renovate the Chicago Headquarters building. There were also changes made to 7.33, 7.43, Section 9 & Section 11 of MLS Policies and changes to the Code of Ethics & Arbitration Manual and the Standards of Practice 1-7. In the Legislative meetings with representative, members discussed NAR's position on Flood Insurance, Fair Housing, Tax Policy & Net Neutrality Protections. Details of these changes and political issues will be made available to membership in the June newsletter. (Exhibit L)

### **New Business:**

The Board of Directors has tasked the Bylaws & Policy Committee to set guidelines and procedures in the YCAR Policy manual to be followed for the annual selection of the ROTY nominee. It was properly moved and seconded to approve Janice Stevens as the 2018 Realtor of the Year Nominee. **MOTION CARRIED** (Exhibit J)

Yes MLS Shareholder Executive Officers met with Carl DeMusz & John Kurlich to discuss current procedures for new member applicants to the new Yes MLS. Brokers can use the same process to get their new Realtor applicants set up with Yes MLS: Send your new Realtor applicant(s) to YCAR with the YCAR application & the Yes MLS application plus any applicable fees. YCAR will forward the YES MLS application to Yes MLS and the new member will be set up between 24-48 hours. There is no longer an application fee to be included with the MLS application.

There is a District 3 In-District meeting on Monday June 18<sup>th</sup> from 11:00 am-1:00 pm. All Local Board Directors and Committee Leadership are invited. Please notify Julie ASAP if you would like to attend and she will register you and arrange the car pools. (Exhibit K)

Attorney Ted Roberts from Roth Blair reached out to YCAR with a matter regarding a home and property at 5700 Clingan Rd. in Struthers, owned by Mill Creek MetroParks. The information will be shared via an email blast with all membership and will be included in the June Newsletter. Any Realtor interested in making a proposal to list the property or submitting a bid for purchase shall contact Aaron Young, Executive Director of Mill Creek MetroParks. (Exhibit M)

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

### **Open Discussion:**

Three (3) thank-you letters from recipients of donations YCAR has made so far this year were shared with the Board of Directors. These thank-you letters have been made available as testimonials on the YCAR website to be viewed here: <https://www.ycar.org/outreach> They will also be included in the June newsletter and saved for Janice and Jerri to give a recap at the end of the year.

**Reminders:** Please submit your Golf teams to Nick. Please also bring one bottle of an alcoholic drink and a lottery ticket to the June board meeting to donate to the Grand Prize basket for the Golf Outing.

There being no further business, the meeting was adjourned at 9:56 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, May 24<sup>th</sup>, 2018

The meeting was called to order at 8:59 AM.

Directors present: President Janice Stevens, Past President Maureen Cline, Affiliate Director Jay Warnock, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, Debbie Parisi and Attorney Bryan Ridder.

Excused: Jerri Florio, Patrick Burgan, Sandi Bates & John McCarthy

One (1) item was requested to be added to New Business: information regarding 5700 Clingan Rd. It was properly moved and seconded to approve the addition of the information regarding 5700 Clingan Rd. with Exhibit M to the New Business on the Agenda. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the April 19<sup>th</sup> 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 62 Affiliates. In April, there were 539 REALTOR® members and 62 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Daniel Monroe, Western Reserve Realty Group; D'mitri Fontes, Realty Home Pride; Constantino Frangopoulos, Howard Hanna; Amy Day, Burgan Real Estate; Rhonda Banjak-Horvath, Burgan Real Estate; Christopher Merrell, Keller Williams Chervenic; Nan Tibolla, Real Living Brokers; Ryan Hallapy, Mayle Realty. **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**Budget & Finance Committee:** Janice Stevens

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

**Bylaws & Policy Committee:** Kathy Carroll

The committee minutes were discussed and filed as follows:

- The recommended changes to the policy manual were reviewed and approved with the Board of Directors recommending a slight change to Section 2.1 “Now That You’re Going To Chair A Committee”; “*For a three year term*” will be modified to “**serving no more than three (3) consecutive 1-year terms**”. “**You must serve one (1) year actively on the committee prior to being appointed as committee chair**” will be added to the end of the first paragraph in section 2.1. (Exhibit E)
- The recommended changes to the Bylaws were tabled to the June Board of Directors meeting. Attorney Bryan Ridder will create a red-line copy for the Board of Directors to review. (Exhibit E)

**Golf Committee:** Cindi Gefert

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

**Legislative/RPAC Committee:** Maureen Cline

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

**Trade Fair Committee:** Lisa DeLisio

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

**YCAR Realtor Outreach Committee:** Nick Stryffeler

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

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

An email vote was taken April 20<sup>th</sup> – 23<sup>rd</sup> and was approved unanimously via email. It was properly moved and seconded to approve a raise in the dollar amount to renovate the bathrooms to \$5,600 in order to cover the cost of the new toilets. **MOTION CARRIED**

### **Old Business:**

NAR Legislative meetings took place May 14<sup>th</sup> – 19<sup>th</sup>. The NAR Directors voted to increase the NAR dues by \$30, starting for the 2019 dues billing season. The proposed 2.5% automatic increase to dues annually beginning in 2020 was removed from the dues proposal at this time. NAR Directors did approve NAR to obtain a \$38.5 million construction loan and a \$15 million revolving line of credit to fund a 10-year Master Vision Plan to renovate the Chicago Headquarters building. There were also changes made to 7.33, 7.43, Section 9 & Section 11 of MLS Policies and changes to the Code of Ethics & Arbitration Manual and the Standards of Practice 1-7. In the Legislative meetings with representative, members discussed NAR's position on Flood Insurance, Fair Housing, Tax Policy & Net Neutrality Protections. Details of these changes and political issues will be made available to membership in the June newsletter. (Exhibit L)

### **New Business:**

The Board of Directors has tasked the Bylaws & Policy Committee to set guidelines and procedures in the YCAR Policy manual to be followed for the annual selection of the ROTY nominee. It was properly moved and seconded to approve Janice Stevens as the 2018 Realtor of the Year Nominee. **MOTION CARRIED** (Exhibit J)

Yes MLS Shareholder Executive Officers met with Carl DeMusz & John Kurlich to discuss current procedures for new member applicants to the new Yes MLS. Brokers can use the same process to get their new Realtor applicants set up with Yes MLS: Send your new Realtor applicant(s) to YCAR with the YCAR application & the Yes MLS application plus any applicable fees. YCAR will forward the YES MLS application to Yes MLS and the new member will be set up between 24-48 hours. There is no longer an application fee to be included with the MLS application.

There is a District 3 In-District meeting on Monday June 18<sup>th</sup> from 11:00 am-1:00 pm. All Local Board Directors and Committee Leadership are invited. Please notify Julie ASAP if you would like to attend and she will register you and arrange the car pools. (Exhibit K)

Attorney Ted Roberts from Roth Blair reached out to YCAR with a matter regarding a home and property at 5700 Clingan Rd. in Struthers, owned by Mill Creek MetroParks. The information will be shared via an email blast with all membership and will be included in the June Newsletter. Any Realtor interested in making a proposal to list the property or submitting a bid for purchase shall contact Aaron Young, Executive Director of Mill Creek MetroParks. (Exhibit M)

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

### **Open Discussion:**

Three (3) thank-you letters from recipients of donations YCAR has made so far this year were shared with the Board of Directors. These thank-you letters have been made available as testimonials on the YCAR website to be viewed here: <https://www.ycar.org/outreach> They will also be included in the June newsletter and saved for Janice and Jerri to give a recap at the end of the year.

**Reminders:** Please submit your Golf teams to Nick. Please also bring one bottle of an alcoholic drink and a lottery ticket to the June board meeting to donate to the Grand Prize basket for the Golf Outing.

There being no further business, the meeting was adjourned at 9:56 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, June 21<sup>st</sup>, 2018

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

Directors present: President Janice Stevens, President-Elect Jerri Florio, Past President Maureen Cline, Affiliate Director Jay Warnock, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, and Attorney Bryan Ridder.

Excused: Patrick Burgan, Sandi Bates, John McCarthy & Debbie Parisi

Also Present: John Burgan & Joe Kilgore, HD Davis CPAs, LLC

It was properly moved and seconded to approve the minutes of the May 24<sup>th</sup> 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 62 Affiliates. In May, there were 545 REALTOR® members and 62 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Ryan Hallapy, Mayle Realty; Joann Petkovich, Evenbay Real Estate; Troy Polis, Real Living Brokers. **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**Building Advisory Committee:** John Burgan

The committee minutes were discussed and filed as is with the following motion approved: (Exhibit D)

It was properly moved and seconded to give 30 days-notice of eviction to our current Garage tenant after Attorney Bryan Ridder reviews the current lease and drafts a letter. **MOTION CARRIED**

**Bylaws & Policy Committee:** Kathy Carroll & Attorney Bryan Ridder

The Bylaws changes recommended by Attorney Bryan Ridder to Article VI Section 13 were reviewed and filed as is. These changes will be sent to all members to review prior to the General Membership meeting where the membership will vote whether to approve these changes. (Exhibit E)

**Golf Committee:** Cindi Gefert

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

**Legislative/RPAC Committee:** Maureen Cline

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

**Strategic Planning Committee:** Janice Stevens

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

**YCAR Technology & Information Committee:** Dennis Gonatas

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

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

**Old Business:**

There is no old business.

**New Business:**

The Board of Directors has tasked the Bylaws & Policy Committee to explore mandatory mediation for all arbitrations filed at the board. John Burgan will make a recommended policy based on information from Ohio Realtors® given at the Mediation training.

The Certificate of Continued Existence held with the Ohio Secretary of State (Required by Ohio Law) will expire in October 2018. Attorney Bryan Ridder will be added as the new Statutory Agent and the Certificate will be renewed. (Exhibit J)

There was a District 3 In-District meeting on Monday June 18<sup>th</sup> from 11:00 am-1:00 pm. YCAR OAR Directors and the Chief Executive Officer attended. Ohio Realtors® gave a mid-year update of membership numbers, RPAC, the Rebranding Initiative, Legislative Conference highlights, Public Policy updates including the Status of HB 211, Core Standards, Task Forces & other Initiatives and the upcoming Ohio Realtors® Convention September 16<sup>th</sup>-18<sup>th</sup>. (Exhibit K)

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

**Open Discussion:**

One (1) thank-you letter from a recipient of donations YCAR has made this year was shared with the Board of Directors. This thank-you letter will be made available as a testimonial on the YCAR website to be viewed here: <https://www.ycar.org/outreach> It will also be included in the July newsletter and saved for Janice and Jerri to give a recap at the end of the year.

**Reminders:** Please submit your Golf teams to Nick. Please also bring one bottle of an alcoholic drink and a lottery ticket to the board ASAP to donate to the Grand Prize basket for the Golf Outing.

There being no further business, the meeting was adjourned at 10:03 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, June 21<sup>st</sup>, 2018

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

Directors present: President Janice Stevens, President-Elect Jerri Florio, Past President Maureen Cline, Affiliate Director Jay Warnock, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, and Attorney Bryan Ridder.

Excused: Patrick Burgan, Sandi Bates, John McCarthy & Debbie Parisi

Also Present: John Burgan & Joe Kilgore, HD Davis CPAs, LLC

It was properly moved and seconded to approve the minutes of the May 24<sup>th</sup> 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 62 Affiliates. In May, there were 545 REALTOR® members and 62 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Ryan Hallapy, Mayle Realty; Joann Petkovich, Evenbay Real Estate; Troy Polis, Real Living Brokers. **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**Building Advisory Committee:** John Burgan

The committee minutes were discussed and filed as is with the following motion approved: (Exhibit D)

It was properly moved and seconded to give 30 days-notice of eviction to our current Garage tenant after Attorney Bryan Ridder reviews the current lease and drafts a letter. **MOTION CARRIED**

**Bylaws & Policy Committee:** Kathy Carroll & Attorney Bryan Ridder

The Bylaws changes recommended by Attorney Bryan Ridder to Article VI Section 13 were reviewed and filed as is. These changes will be sent to all members to review prior to the General Membership meeting where the membership will vote whether to approve these changes. (Exhibit E)

**Golf Committee:** Cindi Gefert

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

**Legislative/RPAC Committee:** Maureen Cline

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

**Strategic Planning Committee:** Janice Stevens

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

**YCAR Technology & Information Committee:** Dennis Gonatas

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

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

**Old Business:**

There is no old business.

**New Business:**

The Board of Directors has tasked the Bylaws & Policy Committee to explore mandatory mediation for all arbitrations filed at the board. John Burgan will make a recommended policy based on information from Ohio Realtors® given at the Mediation training.

The Certificate of Continued Existence held with the Ohio Secretary of State (Required by Ohio Law) will expire in October 2018. Attorney Bryan Ridder will be added as the new Statutory Agent and the Certificate will be renewed. (Exhibit J)

There was a District 3 In-District meeting on Monday June 18<sup>th</sup> from 11:00 am-1:00 pm. YCAR OAR Directors and the Chief Executive Officer attended. Ohio Realtors® gave a mid-year update of membership numbers, RPAC, the Rebranding Initiative, Legislative Conference highlights, Public Policy updates including the Status of HB 211, Core Standards, Task Forces & other Initiatives and the upcoming Ohio Realtors® Convention September 16<sup>th</sup>-18<sup>th</sup>. (Exhibit K)

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

**Open Discussion:**

One (1) thank-you letter from a recipient of donations YCAR has made this year was shared with the Board of Directors. This thank-you letter will be made available as a testimonial on the YCAR website to be viewed here: <https://www.ycar.org/outreach> It will also be included in the July newsletter and saved for Janice and Jerri to give a recap at the end of the year.

**Reminders:** Please submit your Golf teams to Nick. Please also bring one bottle of an alcoholic drink and a lottery ticket to the board ASAP to donate to the Grand Prize basket for the Golf Outing.

There being no further business, the meeting was adjourned at 10:03 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, July 19<sup>th</sup>, 2018

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

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Affiliate Director Jay Warnock, Sandi Bates, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, John McCarthy, Debbie Parisi and Attorney Bryan Ridder.

Excused: Maureen Cline

Also Present: John Burgan & Joe Kilgore, HD Davis CPAs, LLC

It was properly moved and seconded to approve the minutes of the June 21<sup>st</sup> 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 June there were 554 REALTOR® members and 62 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Emily Estok, Mayo Realtors; Jamie Rockwell, RE/MAX Valley Real Estate; Christina Runge, Keller Williams Chervenic; Ashley Guylitter, Keller Williams Chervenic; Antonio Owens Jr., Real Living Volpini; Sandy Dobransky; Century 21 Lakeside; Gloria Kalafut, Northwood Poland; Jim Winterburn, Cocco Real Estate; Shay Gonzalez, Northwood Poland; Nick Seifert, Next Home Go30. **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)

**Nominating Committee:** Janice Stevens

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

**Personnel Committee:** Julie Larson

The committee minutes were discussed and filed as is with the following motion approved: (Exhibit F)

It was properly moved and seconded for Julie to research intern base opportunities to fill Nick's position and report back to the Directors, so they can make an appropriate decision. **MOTION CARRIED**

**RPAC Committee:** Jerri Florio

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

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

An email vote was taken July 12<sup>th</sup>-18<sup>th</sup> and was approved by majority vote via email. It was properly moved and seconded to approve Nick Stryffeler working up to 8 hours per day from July 13<sup>th</sup>, 2018 until his final day of July 27<sup>th</sup>, 2018. **MOTION CARRIED**

**Old Business:**

It was properly moved and seconded that the Board of Directors reviewed the Garage Tenant's proposal and will evict the Garage Tenant immediately. **MOTION CARRIED** (Exhibit H)

**New Business:**

It was properly moved and seconded to approve closing the current PNC Building Account and reinvesting the \$1,000 account balance into the Stifel Building Investment Account. **MOTION CARRIED** (Exhibit I)

It was properly moved and seconded to approve the nomination of Cindi Gefert to be submitted as the "Tomorrow's Leaders Today" recipient for the Ohio Realtors® Annual Convention from YCAR. **MOTION CARRIED** (Exhibit J)

Nominations are currently being accepted for the following awards from Ohio Realtors® to be chosen and presented at the Ohio Realtors® Annual Convention: 2018 Excellence in Community Service, 2018 Certificate of Merit Award & the Distinguished Service Award. All nominees shall be submitted to the Chief Executive Officer for qualification verification prior to a vote by Board of Directors. August 1<sup>st</sup> is the deadline for nominations to be submitted. (Exhibit J)

Nominations are currently being accepted for the Dick Alt Fair Housing award that is presented at our annual General Membership meeting. All nominees shall be submitted to the Chief Executive Officer to be voted on by the Equal Opportunity Committee prior final approval of the Board of Directors. August 10<sup>th</sup> is the deadline for nominations to be submitted. It was properly moved and seconded that if we do not have an appropriate nominee by the deadline, we will not give the award this year. **MOTION CARRIED**

It was properly moved and seconded to approve the Yes-MLS Services Agreement Proposal. **MOTION CARRIED** (Exhibit K)

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

**Open Discussion:**

YCAR is accepting names/proposals of companies to patch/seal the black top lot and driveway for YCAR. Please submit all company names & contact information to the Chief Executive Officer to put before the Building Advisory Committee.

There being no further business, the meeting was adjourned at 10:03 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, August 16<sup>th</sup>, 2018

The meeting was called to order at 8:59 AM.

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Affiliate Director Jay Warnock, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert and Attorney Bryan Ridder.

Excused: Sandi Bates, Maureen Cline, Dennis Gonatas, John McCarthy & Debbie Parisi

Also Present: Joe Kilgore, HD Davis CPAs, LLC & John Mangas, Toledo Regional Association of REALTORS®

It was properly moved and seconded to approve one addition to new business, to discuss meeting attendance of Directors. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the July 19<sup>th</sup> Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

John Mangas, from Toledo Regional Association of REALTORS® spoke to the board about his interest in running for 2020 Ohio REALTORS® Treasurer, seeking our Board support.

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

The membership report was reviewed. There are currently 563 REALTOR® members and 64 Affiliates. In July there were 561 REALTOR® members and 63 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Apryl Zuercher, RE/MAX Valley Real Estate; Brian Martin, Berkshire Hathaway Home Services Northwood Realty; Wendy Noble, Klacik Real Estate; Michael Bauer, Berkshire Hathaway Home Services Northwood Realty. **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**Budget & Finance Committee:** Patrick Burgan & Joe Kilgore

The committee minutes were discussed and filed with the following motion approved: (Exhibit D)

It was properly moved and seconded motion to approve the 2017 Financial Review & 990 for 2017.

**MOTION CARRIED**

**Legislative Committee:** Kathy Carroll

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

**Realtor Party Committee:** Jerri Florio

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

**Strategic Planning Committee:** Janice Stevens

The committee minutes were discussed and filed as is with the following motion approved: (Exhibit G)

It was properly moved and seconded to approve section 2.28 Past Presidents Council to be added to the Policy Manual. **MOTION CARRIED**

**Trade Fair Committee:** Lisa DeLisio

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:**

It was properly moved and seconded that Mr. Johnson (the Garage Tenant) must vacate the premises by 9:00 pm on September 3<sup>rd</sup>, 2018, and his (final) August rent check will be deposited. **MOTION CARRIED**

The board instructed Julie to offer Mr. Kropolinsky terms of \$500/month, as is conditions, to commence as early as October 1<sup>st</sup>, 2018, if he is still interested in renting the garage once Mr. Johnson has vacated the premises. A new lease will be drafted upon acceptance of terms by Attorney Bryan Ridder. General Liability

insurance MUST BE PRODUCED by Mr. Kropolinsky PRIOR to signing of the lease. Julie will report back to the board Mr. Kropolinsky's response to the offer.

**New Business:**

It was properly moved and seconded to approve adding YCAR REALTOR® membership to the Real Safe Database for use of services through the current contract with Yes-MLS. **MOTION CARRIED** (Exhibit I)

It was properly moved and seconded to approve Kelly Vinopal, pending the results of her background check, for the Communications & Marketing Internship position. **MOTION CARRIED**

Yes-MLS June 2018 BOD minutes and current services were reviewed and discussed. (Exhibit J)

Email voting etiquette was discussed. It was agreed upon that there are times when email voting is needed between regular meetings. It was recommended that if an amendment is made to a motion during an email vote, that a new email thread with the amended motion be started to reduce confusion.

Meeting attendance for Directors was discussed. This discussion will continue at the October Board of Directors meeting.

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

**Open Discussion:**

Please confirm your attendance to the YCAR General Membership Meeting on September 6<sup>th</sup>, 2018 – 5:30 pm with Julie.

There being no further business, the meeting was adjourned at 10:32 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

## YOUNGSTOWN COLUMBIANA ASSOCIATION OF REALTORS®

General Membership Meeting Recap  
Immaculate Heart of Mary Parish Center  
Thursday, September 6th, 2018

This year's General Membership meeting was at Immaculate Heart of Mary. 105 members attended this year.

The live auction was held first, starting with some words of encouragement from our special guest from Ohio REALTORS®, Sara Calo, 2016 President.

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

For our award recipients, we first honored Harold Barcey, Frank DiRubba & Judith Whittenberger for reaching the NAR REALTOR® Emeritus Status. Next we honored Dom Vecchiarelli for achieving the Ohio REALTORS® Emeritus Status. Then we had the honor of presenting the YCAR REALTOR® of the Year award to the chosen nominee, President Janice Stevens. Finally we had the privilege of recognizing the 93 members of YCAR who achieved OAR'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 VI Section 2 "Privileges & Obligations" & Section 13 "Harrassment". The proposed changes were emailed to all members several weeks before the General Membership Meeting. It was properly moved and seconded to approve the proposed changes to the language to read as below:

### **Article VI Section 2:**

**"Except as set forth in this Article VI, Section 13, *infra*, any Member of the Association may be reprimanded, fined, placed on probation, suspended or expelled by the Board of Directors for a violation of these By-laws and Association Rules and Regulations not inconsistent with these By-laws, after a hearing as provided in the Code of Ethics and Arbitration Manual of the Association." MOTION CARRIED.**

**Article VI Section 13: "Any Member of the Association may be reprimanded, placed on probation, suspended or expelled for harassment of an Association or MLS employee or Association officer or director after an investigation in accordance with the procedures of the Association. As used in this Section, Harassment means any verbal or physical conduct including threatening or obscene language, unwelcome sexual advances, stalking, actions including strikes, shoves, kicks or other similar physical contact, or threats to do the same, or any other conduct with the purpose or effect of unreasonably interfering with an individual's work performance by creating a hostile, intimidating or offensive work environment. After a complaint has been filed, a team comprised of the President and President-Elect and one Member of the Board of Directors selected by the highest-ranking officer not named in the complaint upon consultation with legal counsel for the Association, shall conduct an investigation into the complaint and prepare a report to the Board of Directors of their findings and their recommendation. The Board of Directors shall issue a final ruling on the complaint which may include reprimand, fine, placed on probation, suspended or expelled, or any other sanction authorized in the Association Code of Ethics and Arbitration Manual. If the complaint names the President or President-Elect, they may not participate in the proceedings but shall be replaced by the immediate past president,**

**or, alternatively, by another Member of the Board of Directors selected by the highest-ranking officer not named in the complaint.” 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. As no nominations were given from the floor, it was properly moved and seconded to approve the proposed Slate of Directors for the ballot.

**MOTION CARRIED.**

We ended the meeting announcing the dues Raffle winner and brown bag auction winners. Congratulations to Andrea Lupton on winning the “Free dues for 2019” Raffle! We raised \$12,733 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 18<sup>th</sup>, 2018

The meeting was called to order at 9:08 AM.

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Sandi Bates, Kathy Carroll, Maureen Cline, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, John McCarthy, Debbie Parisi and Attorney Bryan Ridder.

Excused: Affiliate Director Jay Warnock

Also Present: Spencer Gross, Director of Local Government Affairs, Ohio Realtors®, Ohio Representatives Michele Lepore-Hagan & John Boccieri.

There were no additions to the agenda.

It was properly moved and seconded to approve the minutes of the August 16<sup>th</sup> Board of Directors meeting & the Recap of the General Membership Meeting. **MOTION CARRIED** (Exhibit A-1 & 2)

Spencer Gross, from Ohio REALTORS® spoke to the board about the upcoming election, open state positions, House Bill 211& local issues.

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

The membership report was reviewed. There are currently 577 REALTOR® members and 67 Affiliates. In August there were 563 REALTOR® members and 64 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Angela Devine, Berkshire Hathaway HomeServices Northwood Realty Salem; Cheryl Brown, Neapolitan Realty; Sean Paul Javorsky, Keller Williams Chervenic; Brian Barth, EvenBay Real Estate; Christina Circle, Real Living Volpini, Taylor Gantz, Keller Williams Chervenic; Casey Pantalone, Berkshire Hathaway HomeServices Northwood Realty Warren; Jessica Sawyer, Burgan Real Estate; Sonja Ezzo, Century 21 Lakeside Realty; Brianna Sudano, Keller Williams Chervenic; Edward Kershaw, Century 21 Lakeside Realty; Harold Barber, Baer Auctioneers Realty. **MOTION CARRIED**. It was properly moved and seconded to approve the Provisional Membership of Brokerage applicants: Kelly Warren & Associates, Kelly Warren. **MOTION CARRIED** (Exhibit C)

Committee reports were filed as follows:

**Education 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)

**Installation Committee:** Janice Stevens:

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

**Investment Committee:** Janice Stevens:

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

**Personnel Committee:** Janice Stevens:

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

**Realtor Community Outreach Committee:** Julie Larson

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

**Realtor Party Committee:** Maureen Cline

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

**Trade Fair Committee:** Lisa DeLisio

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

**YPN Committee:** Mandie Dillon

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

**Building Advisory Committee:** John Burgan

The committee minutes were discussed and filed as is with the following motion approved: (Exhibit M)

It was properly moved and seconded to approve the D & R Garage Proposal for Option B of new garage doors and openers to be installed. **MOTION CARRIED**

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

**Old Business:**

Julie will contact Ohio Edison and Dominion East Ohio to get information about moving the electric & gas meter in the back garage to the outside of the building for easy meter reading.

**New Business:**

It was properly moved and seconded to approve removing the Equal Opportunity Committee from the committee list. **MOTION CARRIED** (Exhibit N)

It was properly moved and seconded to approve the 2019 Committee Chairs & Appointments. **MOTION CARRIED** (Exhibit N)

The non-dues revenue opportunity will be tabled until the November Board of Directors meeting. Julie will request proposed contractual agreement from Fast Fingerprints for Attorney Bryan Ridder to review. (Exhibit O)

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

**Open Discussion:**

Yes-MLS is having a Services Seminar at the Holiday Inn in Boardman on **Monday October 29<sup>th</sup> from 9:30 am to 11:30 am**. This seminar will go over the services that Yes-MLS provides for membership and will count as a Rules class. It is open to all Yes-MLS members and there is no cost to attend. You must call (216) 485-4100 to register for the seminar.

There being no further business, the meeting was adjourned at 10:21 AM.

Respectfully submitted,

Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, November 15<sup>th</sup>, 2018

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

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Sandi Bates, Kathy Carroll, Maureen Cline, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, Debbie Parisi, Affiliate Director Jay Warnock and Attorney Bryan Ridder.

Excused: John McCarthy

There were no additions to the agenda.

It was properly moved and seconded to approve the minutes of the October 18<sup>th</sup> 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 574 REALTOR® members and 67 Affiliates. In October there were 577 REALTOR® members and 67 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Susan Keane, Berkshire Hathaway HomeServices Northwood Realty Boardman; Susan Henley, Berkshire Hathaway HomeServices Northwood Realty Boardman; Tyler Savin, Berkshire Hathaway HomeServices Northwood Realty Boardman; Joshua Conley, Century 21 Lakeside; Mashell Bionci, Real Living Volpini. **MOTION CARRIED**. (Exhibit C)

Committee reports were filed as follows:

**Budget & Finance Committee:** Patrick Burgan

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

**Trade Fair Committee:** Lisa DeLisio

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

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

**Old Business:**

It was properly moved and seconded to approve a request to withdraw \$9,600 from the Stifel Investment Building Account ending in 0196. **MOTION CARRIED**

It was properly moved and seconded to approve the updated Strategic Plan of the Youngstown Columbian Association of Realtors®. **MOTION CARRIED** (Exhibit F)

**New Business:**

It was properly moved and seconded to approve amending Policy Section 3.1 Arbitration Filing Fee to reflect that mediation is mandatory before arbitration when a request for arbitration is filed with the board.

**MOTION CARRIED** This policy change will be effective December 1<sup>st</sup>, 2018 and will be emailed to all YCAR brokers. (New/Revised language in the policy manual is highlighted below)

**(3.1) ARBITRATION FILING FEE (11/2018)**

A \$375.00 (01/2015) filing fee must accompany any request for arbitration with \$100.00 of the filing fee of both parties to a dispute being non-refundable. The \$100.00 portion shall be retained by the association in the event that after a request for arbitration has been reviewed by the Grievance Committee and has been forwarded on to the Professional Standards Committee for a hearing, the dispute is 1) settled or withdrawn prior to receiving the filing fee of the respondent; 2) resolved in mandatory\*\*\* mediation; 3) settled prior to or during the hearing; or 4) withdrawn by the complainant prior to the hearing. The disposition of the remaining \$275.00 (of the filing fee to any prevailing party or the disposition of the filing fee to each party should the award rendered by an amount other than that requested by any of the parties, shall be determined by the arbitrators.

\*\*\*Effective December 1<sup>st</sup>, 2018, it is mandatory for mediation to be attempted prior to an arbitration hearing when a request for arbitration is filed with the Youngstown Columbian Association of REALTORS®.

The NAR updates to MLS Policy Statement 7.73 will be emailed to all YCAR Broker members to share with their agents.

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

**Open Discussion:**

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

The Past President's Luncheon is in the process of being scheduled for December 20<sup>th</sup>, 2018 at 11:00 am at Tippecanoe Country Club. Invitations will be sent to the Past Presidents, current President and President-Elect. YCAR will cover the cost of lunch for the Executive Officer, current President & President-Elect.

There being no further business, the meeting was adjourned at 9:55 AM.

Respectfully submitted,  
Julie Larson, Chief Executive Officer

Board of Directors Meeting  
Thursday, December 20<sup>th</sup>, 2018

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

Directors present: President Janice Stevens, President-Elect Jerri Florio, Treasurer Patrick Burgan, Past President Maureen Cline, Kathy Carroll, Lisa DeLisio, Mandie Dillon, Cindi Gefert, Dennis Gonatas, John McCarthy, Debbie Parisi, Affiliate Director Jay Warnock and Attorney Bryan Ridder.

Excused: Sandi Bates

Also Present: 2019 Director Breanna Fitzgerald, 2019 Director John Potter, 2019 Affiliate Director Robert Kelly, Special Guests Greg Boerio, M.Ed., Ed.S. Certificate, NCSP; Pam Kossas & Marilyn McConnell from the Rich Center for Autism.

There were no additions to the agenda.

It was properly moved and seconded to approve the minutes of the November 15<sup>th</sup> Board of Directors meeting.  
**MOTION CARRIED** (Exhibit A)

Special Guests Greg Boerio, M.Ed., Ed.S. Certificate, NCSP; Pam Kossas & Marilyn McConnell from the Rich Center for Autism spoke about the Rich Center for Autism, funds they are trying to raise and what life skills they teach to the students that attend the Center. The Rich Center for Autism has been selected as the President's charity for 2019, so Community Service Donations from the dues and net proceeds from the Golf Outing will be donated to the Rich Center for Autism in 2019.

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

\*\*\*EXECUTIVE SESSION CALLED\*\*\* - Reviewed Exhibit D & Exhibit H

The membership report was reviewed. There are currently 575 REALTOR® members and 68 Affiliates. In November there were 574 REALTOR® members and 67 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Katie Clegg, Burgan Real Estate; Tabetha Frantz, Next Home Go30 and the new affiliate: Ben Snowden of Mahoning Valley Real Producers. **MOTION CARRIED**. (Exhibit C)

Committee reports were filed as follows:

**Budget & Finance Committee:** Patrick Burgan

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

**Education Committee:** Cindi Gefert

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

**Installation Committee:** Janice Stevens

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

**Legislative Committee:** Kathy Carroll

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

**Personnel Committee:** Janice Stevens

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

**YPN Committee:** Mandie Dillon

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

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

**Old Business:**

As per email vote by the Board of Directors on Thursday November 29<sup>th</sup>, 2018, it was properly moved and seconded to approve Mr. Leo Jay of Carney Painting as the new tenant for the YCAR garage for a long-term

lease at the rate of \$500 per month rent. **MOTION CARRIED** Mr. Jay signed the lease and paid his Security Deposit and December rent.

Julie received a quote from Aey Electric for what it will cost to move the Electric Meter in the YCAR garage for remote access monthly reads. Two more quotes will be obtained from Santon & Andrea Lupton's husband's company as well for the board to review and consider.

NAR approved the updated Strategic Plan that was submitted in November.

Ohio Realtors and NAR approved and certified the YCAR Core Standards that was submitted in November for 2018.

**New Business:**

Anne Petit from the Ohio Division of Real Estate sent a letter to all brokers regarding unlicensed access to listed homes. (Exhibit J)

The Yes-MLS training schedule for classes at YCAR for 2019 has been released. (Exhibit K)

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

**Open Discussion:**

A thank-you letter from John Boccieri 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 10:05 AM.

Respectfully submitted,  
Julie Larson, Chief Executive Officer