

2019 Board of Directors Committee & Task Force Report

Awards Task Force – Mary D’Ambra, Chair/Rachel Tristano, Staff

- Awards Task Force met in June to nominate three individuals for ROTY, ROSA and Affiliate of the Year. **Congratulations Janet Murray (ROTY), Trish Pierce (ROSA) and Eric Clay (Affiliate of the Year)!**

Building Refresh Task Force – Christine Silva, Chair/Rachel Tristano, Staff

- Task force met on February 15 for a brief update from Christine and an overview of initial plans. Christine obtained overall approximate pricing for work required. The CEO, President and President-Elect met informally with the Knights Trustee to determine if there were opportunities for expansion in the current condominium/offices. A letter of intent was created to present to the Board for their direction. The letter will be reviewed by an attorney prior to distributing to the Knights, however, an informal conversation with the Knights Trustee/Association CEO resulted in the notice that the Knights would not consider a sale under one hundred thousand dollars and would discuss among themselves and come back to the Association with more information later.
- Painting and Flooring was completed, logo is pending completion, office chairs have been ordered. Tables are being priced and several ceiling tiles will be replaced with one last office punch list pending.
- Tables have been replaced (old tables were given to members after posting on Facebook) and National Grid (MassSave) has completed their work and replaced all the lighting throughout the offices (and storeroom, kitchen, bathrooms, etc.).
- Minor items still pending.
- Digital Signage has been received and was installed the week of August 19th.

Bylaws Task Force – Janet Murray, Chair/Rachel Tristano, Staff

- The Task Force prepared proposed Bylaw revisions and, per the Strategic Plan, will be implementing NAR change recommendations into the current bylaws to submit for approval of the members at the upcoming October Annual Meeting.
- Proposed amendments were approved by the Bylaws Task Force and presented to the Board in October for their review and approval.

Community Service Task Force – Tammy Downes, Chair/Jean Sawtelle, Staff

- Task Force submitted Spring MAR housing grants on April 12th for School on Wheels, Shane Gives Thanks and The Soup man and received two \$2,000 MAR Charitable Grants and presented them to Shane Gives Thanks and Support the Soup man on 6/18/19.
- Professional clothing drive for Interfaith Social Services Career Closet was held at April 23rd Fair Housing meeting. Task Force collected and delivered over 18 wardrobe boxes of professional attire and accessories.
- Two April Habitat for Humanity Builds took place in Duxbury with Association members participating.
- Support the Soupman “Help the Homeless Clothing Drive” ran from Monday, August 12 – Friday, August 16th and was successful. Container was filled by members, staff and members of the public that saw the social media posts about it. Container was delivered to Support the Soupman on 8.19.19 by Gallo Moving & Storage (who donated the container).

- MAR Fall Charitable Grants Received. Task Force received the following grants in September for: Dove (Domestic Violence Ended) - \$1,500, Homes for Our Troops - \$1,000, Carolina Hill Shelter - \$500 and Friends of the Homeless of the South Shore - \$1,000. Check presentation with Community Service Task Force and charities is October 16, 2019.
- Murder Mystery Veteran Fundraiser held on November 20, 2019 had 131 registered, with 90 attendees and raised \$5,900 (another \$5,000 was added by South Shore Realtors® from sponsorship funding to the event's fundraising proceeds). \$5,450 was dispersed to Heidrea for Heroes, \$2,725 was dispersed to Habitat for Humanity of Greater Plymouth and \$2,725 to South Shore Habitat for Humanity. Task Force is scheduling a publicity check presentation in January.

Education Task Force – Marcia Solberg, Chair, Christine McLellan, Vice-Chair/Marie Souza, Staff

- ✓ 13 people attend the September Mastermind Session.
- ✓ 89 people attended *The Benefits of Staging and Understanding Architecture* event on 7/11/19 which included a free CE, Architecture CE (RE14R07). There were 102 people registered for this event.
- ✓ 14 people attended the “*The Cybercrime Trap-Info & Advice on How Real Estate Professionals Can Lessen Their Risk*” on 8/6/19. 23 people had registered for this event.
- ✓ 94 people attend the free CE class *Conducting Open Houses and Developing a Safety Plan* (RE36R05) on 9/12/19 with instructor Scott Gordon. We had 131 people registered for this event.
- ✓ 20 people attended the *RISE New Agent Training* with instructor Kate Lanagan MacGregor on 9/26/19. There were 22 people who had registered for this training.
- ✓ 42 people attended the *Discovering Commercial Real Estate* course with Peter West October 10, 2019 with instructor Peter West. 2 CE's will be provided with this course. 47 people had registered for this course.
- ✓ There are currently 141 members registered for the Annual Meeting on 10/24/19. CE class is Code of Ethics with instructor, Kimberly Allard.
- ✓ 16 people attended the *At Home with Diversity* held on November 21, 2019 with instructor Kevin Dumont. 4 CE's were offered with this class.
- ✓ There were 10 people in attendance at the beginner Dotloop Training held on 10/29/19 and 12 people at the advanced Dotloop Training on 10/29/19.
- ✓ There were 14 people in attendance at the beginner Dotloop Training held on 11/13/19 and 8 people at the advanced Dotloop Training on 11/13/19.
- ✓ There were 12 people registered for the October 21st Mastermind session and 7 people attended.
- ✓ Residential Rental-Landlord Tenant Issues Part 1 & 2 will be offered by Karla Goodale form Lieberman Law. These classes were rescheduled to January 14, 2020 as we had to cancel the original date of 12/3/19 due to inclement weather. We currently have 36 people registered for each class on the new date. We had 125 (part 1) and 137 (part 2) registered for the cancelled date.
- ✓ We 53 people in attendance for the RE95C15 Commercial Real Estate Basics: Geographic and Financial Analysis course held on 12/13/19.
- ✓ Lisa Hales “Empower Yourself & Grow Your Business” free training is scheduled for January 8th and we currently have 60 people registered for this event.
- ✓ We have scheduled a series of six educational webinars with Melania Mirzakhian and these will be held once per month for six months beginning in January. The list of webinars is as follows:
 - **Wednesday, January 15th: Growing your Sphere of Influence (SOI)**
 - **Wednesday, February 12th: Using Social Media to Get Business**
 - **Wednesday, March 11th: Asking Your Clients for Referral Business**
 - **Wednesday, April 15th: Client Events for your SOI**

- **Wednesday, May 13th: Adding True Value to your SOI Through the MLS**
- **Wednesday, June 10th: Targeted Door Knocking to Grow Your SOI**

- ✓ The January Mastermind is scheduled for 1/13/20 and we currently have 3 people registered for this event. We are working to find ways to increase attendance at Mastermind Sessions for 2020.
- ✓ RENE with Adorna Carrol scheduled for January 22 & 23. We currently have 35 people registered for this two-day certification course that will be held in the Upper Hall.
- ✓ Management and Leadership Development Training with Adorna Carroll is scheduled for January 24th and will be held at the Indian Pond Country Club. We currently have one person registered for this training.
- ✓ RealX Workshop is scheduled for February 19th. Registration will open soon as we are waiting for the marketing materials and registration link from RealX.

Realtor® After Hours Updates

- ✓ The January Realtor® After Hours will be held at PiNZ on January 28th and we currently have 4 people registered for this event.
- ✓ The February Realtor® After Hours will be held at the ReStore in Hanover on 2/27/19.
- ✓ The March Realtor® After Hours will be held at the Medera Cocktail Lounge at The Villa in East Bridgewater.

Equal Housing Opp. Task Force – Rita Daddio, Chair/Marie Souza, Staff

109 people attended the April Annual Fair Housing Program will feature a panel with AREEA, NAHREP, NAREB and NAGLRP representatives, which included Fair Housing CE instructed by Peter Ruffini.

Finance and Budget Committee – Stephen Damon, Chair/Rachel Tristano & Stephanie Gillis-Thurstone, Staff

- ✓ The Committee met January 14th to review and accepted the 2018 Year End Financials.
- ✓ Recommendations were made in support of the purchase of the Knights Lower Hall and another made to increase the budget funding for the “current office building refresh”.
- ✓ The Committee met in April to review First Quarter Financials, these were not approved at that time due to issues that need to be resolved within the QuickBooks (Plymouth and South Shore Company) records and processing procedures.
- ✓ Financials are being revised for 2018 Year End and First Quarter 2019 due to the resolution of (former) issues with QuickBooks processing.
- ✓ Financials were approved by the Finance and Budget Committee at their July meeting for: 2018 Year end, First Quarter, Second Quarter. A proposed 2020 budget was approved and is pending minor adjustments.
- ✓ The October live Budget and Finance Meeting will be held on the Launch (online community platform) where reports will be posted (and up for acceptance).

Government Affairs/ RPAC Task Force – Rita Coffey, Chair/Rachel Tristano, Staff

- ✓ Day on the Hill (Realtor® Day on Beacon Hill) - June 12th.
- ✓ Peace, Love and RPAC – June 26th
- ✓ Government Affairs Task Force Meeting was held June 6th and the fundraising goal was met thanks to the hard work of volunteers, staff and members.
- ✓ Rita Coffey accepted the Presidential appointment of Chair of Government Affairs/RPAC (approved by the BOD).
- ✓ A call for Volunteers for Town Hall Monitors has been completed and an email will be written and sent with a September meeting being scheduled for kickoff of the new program.

- ✓ A meeting was scheduled with the Chair/Vice and Staff Liaison to plan next year.

Nominating Task Force – Mary D’Ambra, Chair/Rachel Tristano, Staff

- The Task Force met and selected the members for the 2020 Slate of Officers and Directors (for our Local Association, our MAR Directors and NAR Director).

YPN Advisory Task Force – Tricia Therese Stone/Stephanie Gillis-Thurstone, Staff

The Task Force is planning the following events in 2019.

- Paint Night – February 19, 2019
- Mix and Mingle – Speed Mentoring: July 2019 – event had over 60 in attendance.