



ASSOCIATION OF REALTORS®

7021 Koll Center Pkwy

Pleasanton, CA 94566

(925) 730-4060

<http://www.bayeast.org>



REALTOR®



EQUAL HOUSING  
OPPORTUNITY

# AGENDA

## Board of Directors

Monday, April 20, 2020

9:30 am – 12:30 pm

Conference Call / Webinar

The mission of the Bay East Association of REALTORS® is to help our members succeed as real estate professionals.

**Quote for the Month: *Your Mind Is A Garden, Your Thoughts Are the Seeds,  
You Can Grow Flowers or You Can Grow Weeds*  
2 Corinthians 10:5**

<b>9:30</b>	Call to Order .....	<b>Tina Hand</b>
	District Director / At-Large Director / Affiliate Director Reports	
	Approve Minutes of March 23, 2020..... [Attachment #1-1 thru #1-2]	<b>Tina Hand</b>
	Consent Agenda - None.....	<b>Tina Hand</b>
<b>10:10</b>	<b>LEADERSHIP REPORTS/MOTIONS AND ACTION ITEMS</b>	
	<b>Treasurer.....</b>	<b>Steve Medeiros</b>
	a) March Financials <i>[Provided Separately]</i>	
	NOTES:	
	<b>Chief Executive Officer.....</b>	<b>Tricia Thomas</b>
	a) Association and COVID-19 Update: [Attachment #2-1]	
	- Extend New Member, MLS and Ethic Orientations and Paragon required Basics hands-on classes only offered on-line; and	
	- Extend cancellation of live Triennial Code of Ethics Training and only offer online version.	
	- Member calls	
	b) Compass Coming Soon Listing Data	
	c) For Your Information (click links):	
	- <a href="#">Membership Stats–History</a>	
	- <a href="#">March Communications Report.</a>	
	NOTES:	

\*A complete minutes package (motions, attachments) will be provided by request.

**President .....** **Tina Hand**

a) Report

NOTES:

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**President-Elect.....** **Sheila Cunha**

a) Executive Committee Meeting Summary [Attachment #3-1]

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**Executive Committee.....** **Sheila Cunha**

a) New Members – March 2020 (**Action Required**)  
[Attachment #4-1 thru #4-2]

b) Motion #3 – April 6, 2020 – Ratify email vote to endorse Alameda  
County Property Tax delay. [Attachment #5-1 thru #5-2]

**FYI Only** [See Attachment #6-1]

c) Motion #1 – April 6, 2020 – Adjust installments to 8 and charge \$7 per  
installment fee for 2020/2021 Billing Cycle.  
[Attachment #7-1 thru #7-3]

d) Motion #2 – April 6, 2020 – Authorize the Officers to approve  
reallocation of investments to increase Bernstein Money Market up  
to \$150,000. [Attachment #8-1]

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**Past President Report.....** **Nancie Allen**

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**Recess Board of Directors**  
**Call to Order IMPAC Trustees**

**IMPAC Trustees**

a) Motion #1 – Allocate in IMPAC/ALF Funds: \$500 for the Livermore  
Chamber of Commerce 2020 membership dues; \$450 for the Newark  
Chamber of Commerce 2020 membership dues; and \$1,500 to sponsor the  
2020 Alameda Chamber of Commerce State of the City event.  
[Attachment #9-1]

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**Adjourn IMPAC Trustees**  
**Reconvene Board of Directors**

### **Leadership Evaluation and Selection Committee**

- a) Motion #1 – March 13, 2020 – Approve 2021 Officers and 2021/2022 Director Candidates. [Attachment #10-1 thru #10-3]
- b) Motion #2 – March 13, 2020 -Approve Mike Fracisco as Bay East's NAR Director for three-year term, 21/22/23. [Attachment #11-1 thru #11-9]

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### **Local Candidate Recommendation Committee**

- a) Motion #1 – February 10, 2020 – Rename Local Candidate Recommendation Committee to Political Activities Committee.[Attachment #12-1 thru #12-2]

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### **MMG..... Joe Annunziato**

- a) April Meeting Summary [Attachment #13-1 thru #13-2]

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### **Other Business - Broker/Member Calls**

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### **2020 Action Plans – 1<sup>st</sup> Quarter Update**

Affiliate	Local Candidate Recommendation
AIMM - Alameda	Local Government Relations
Central County Marketing	Multiple Listing Service
Chapter – Alameda	Professional Standards
Community Relations – Alameda	REAL Marketing
Foundation	Tri-Cities Marketing
Leadership Development	VREN Marketing
Leadership Evaluation and Selection	Young Professionals Network
Local Government Relations-Alameda	

### **General Information (Info Only – See Website)**

- [2020 Strategic Goals](#)
- [Membership Statistics – March 2020 vs. March 2019](#)
- [Robert Rules of Order Parliamentary Motions Guide](#)
- [2020 Meeting Calendar](#)
- [2020 Board of Directors Roster](#)

12:30

Adjourn..... Tina Hand

### **NEXT SCHEDULED BOD MEETING**

**Tuesday, May 19, 2020**  
**9:30 a.m. – 12:30 p.m.**

\*A complete minutes package (motions, attachments) will be provided by request.