

CHESAPEAKE REGION CHAPTER, CAI BOARD MINUTES

Wednesday, February 16, 2011

Comfort Inn Linthicum, MD

I. Call to Order/Roll Call/ Welcome Board Members

The February meeting was called to order by President Elect Joe Jordan, in the absence of our President who was out of the country. The meeting commenced @ 1:00pm. Joe welcomed everyone... Board members present were: Joseph Jordan, President-Elect; Pauline Watson, Secretary Allen Watts, David H. Bader, Treasurer; Allan McLeod, Jonathan Strauss and Camille G. Cimino Executive Director, Board members absent and excused were: Kara Scott Silverman, and.

II. **AGENDA:** The Agenda was approved with no additions.

III. MINUTES - Minutes read by secretary, Pauline Watson. Motion made by Joe to accept the minutes and seconded by Allan McLeod.

IV. OLD BUSINESS

A. Chapter's Long Range Plan

Update on the campaign to recruit committee volunteers, Camille has been heavily soliciting for volunteers to serve on committees,

V. Committee Reports

A. Golf Committee - looking good. Received many volunteers for this committee. Committee had their first meeting, everything going well. This event will take place on June 15th.

B. Membership- Four new members for a total, of eight on this committee. Gianna Will serve as the chairperson. Joe held a brief meeting today prior to the board Meeting and reported the following:

(1) Welcome package discussed, (2) Solicit board members of associations through the management companies, (3) membership committee persons will sit at registration tables with Vera at seminars too solicit/recruit members. (4) The membership committee also discussed setting up a "Membership Table" at future events; (5) a suggestion was made to provide a different color badge to non-members so these attendees can be approached about membership. (6) Joe will meet with the committee to come up with a script to be used when approaching a prospective member, (7) A lengthy discussion was made on the "Soon to be Expired" list. The list includes members that have already renewed, because

this list is generated by Corporate and appears to be one to three months behind. Not sure how to resolve this problem...

C. Education

Camille reported the first 2011 Breakfast Seminar was very successful, 140 persons attended, Six no shows. The Program on FHA was a great topic. Camille suggested the board will need to really look at choosing good programs to draw a crowd. The March program on Ethics is on target. A date for the Expo Committee has been set for March 25, 2010

We have 18 registered for the Seminar on Construction Defects in Ocean City as of 2/11/11. There was a suggestion for a six month flyer distribution vs. a one Year. The board disagreed.

D. DelMar Va Committee - - Kara has put together some goals and a mission which was distributed at the meeting and discussed by the board. Suggestion made to do a conference with Joe's committee and DelMarVA in an attempt to increase membership on the Eastern Shore.

E. News Letter Committee - - We have a committee in place; we have received four to five volunteers for this committee. The Ads are looking great.

F...Nominating Committee

Two board members term will expire this year, David Bader and Allan Watts. The president will appoint the members of this committee. Nominating procedures were distributed, the call for nominees will need to go out by July 01, 2011, and the committee should consist of a Homeowner. It was suggested that Pauline could serve on the committee as the homeowner. Pauline did not feel comfortable due to the possibility of not knowing the nominees. Will discussed further at our March meeting.

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VI. Financials

- Final budget sheet was emailed to Board members; Budget looked good and for the most part was approved. A lengthy discussion was made regarding an increase to Camille's salary. Camille cited the work she and her staff are doing and where we are today compared to where we were a year ago. The organization is doing great. The board ask Camille to provide a breakdown on some of the tasks she and her

staff does to keep our organization viable, The board thanked Camille for the fine work she is doing and will be looking at giving her an increase. Camille also recommended the board look at the expense reports. .

VII. New Business

- Sponsorships documents provided and reviewed, Sponsorships for Breakfast seminars are sold out.
- Camille has started the campaign for the membership Directory. Update on the Directory Ads was provided to the board.

Camille advised that she received a letter from a HO Association requesting CAI come out and do an on site Seminar for their members. The HO Assoc is not CAI members. A motion was made to encourage this group to sign up for the ABC class which will be held later this year in their area. This was tabled until next meeting

IX. ADJOURNMENT

Motion made by Pauline and seconded by Joe adjourn the meeting at 3:15pm

Respectfully submitted,
Pauline Watson, Secretary