

CAI CHESAPEAKE REGION CHAPTER
Board of Director's Meeting
October 14, 2015
Offices of American Community Management

Meeting called to order by Gary Saylor at 4:34 p.m.

Board Directors Present: Maura Hancock, Bill Hasselman, Judyann Lee, Allen Mott, Gianna Rahmani, Gary Saylor. Also in attendance: Executive Director, Camille Cimino and John Taylor by speaker phone. Absent: Neil Alioto.

Ms. Cimino asked for the meeting agenda to be approved as submitted. Approved.

Ms. Lee moved to approve September 16, 2015 minutes and Mr. Mott seconded. Approved.

Board accepted the following Committee Reports: Membership and Delmarva.

Education: Evaluations from the September 19th Board Leadership Development Workshop. There were 22 people in attendance. It was noted that the National documents have areas where they conflict with Maryland law. All three presenters pointed this out. This was a successful workshop and made money for the Chapter.

September 30th Breakfast seminar was well attended with 150 attendees. Everyone was very engaged and most attendees stayed to the very end of the seminar. This was another breakfast seminar that was well received and provided a nice profit for the Chapter.

Board reviewed the third Homeowner Seminar presented by Craig Zaller entitled "How do Associations Handle the Changes that come with Leasing....Do you want to be a Landlord?". Unfortunately, this seminar had a very low attendance.

The November 6th Board Leadership Development Workshop in Ocean City has 6 attendees at this time. The Board discussed if there should be a drop dead date to cancel seminars that are not going to be successful/profitable.

Mr. Hasselman reported that Becht Engineering is putting together a program regarding engineering for 2017 so if the Chapter is interested in this program, we can let him know.

Membership: Ms. Cimino stated that the number of members has gone from 806 in June to 829. There were several managers and two business partners that dropped out.

DelMarva: Ms. Cimino advised that we are still planning on offering the Essentials course in November. The Eastern Shore would like more courses but we need to make sure the attendance will support the seminars. Ms. Cimino stated that she will be contacting management companies to get more interest. Ms. Rahmani will reach out to the Condo of Bay Cove for more interest and attendees at the seminars.

Newsletter Committee is working on the Fall Issue with Expo coverage.

Finance Committee: The Board reviewed the latest financials. Ms. Cimino stated that the Auditors were in the office reviewing files. Tim Abercrombie will send his report to Mr. Mott who will, in turn, make a

presentation to the Board. Strauss has put in for an extension for the 990. Mr. Mott will send the 990 to Abercrombie to redo as it has a November 15th filing deadline.

Budget Committee is going to meet on November 3rd at 4:30p.m at the ACM offices.

Nominating Committee: The ballots were mailed out October 3rd. The Board requested that a comparison be made between the 2015 and 2016 responses to see if the change in balloting made a difference. The Board discussed the WA Metro Chapter's voting electronically and queried if this might be something the Chesapeake Chapter could pursue.

Expo: Ms. Cimino stated that the 2015 sponsorships far surpassed the 2014 Expo. The speakers are set. All parties are excited for the event. Ms. Cimino stated we need more attendees to sign up as we are not at 50% of last year's attendees (391). So far, we have 55 homeowners, 27 managers and business partners. There was discussion of putting on a countdown widget on the Chapter website home page telling how many days are left until the Expo.

Holiday Social: Sponsorships are filling in quickly. Board reviewed copy of the invitation that is to be mailed out.

New Business: TLG Management Contract – Ms. Cimino presented a two-year contract for management of the Chesapeake Chapter. Ms. Cimino did not increase the management fee prospect proposed for 2016 and a 3% increase proposed for 2017. There was discussion of contacting CAI National to see if there was a way to get an idea of what management salaries are for Chapter management in our area.

Motion to adjourn at 5:49 p.m.; Mr. Saylor moved and Ms. Rahmani seconded. Approved.

Respectfully submitted by:

Maura C. Hancock

November 9,

2015

Maura C. Hancock, Board Secretary

Date