

CAI CHESAPEAKE REGION CHAPTER
Board of Director's Meeting
October 5, 2016
Via Telecon

The meeting was called to order by Allen Mott at 4:34P.M.via telephone.

Board members present were Rod Clark, Maura Hancock, Ruth Harlan, Bill Hasselman, Allen Mott, Gary Saylor, John Taylor. Also in attendance was Camille Cimino. Neil Alioto and Gianna Rahmani were absent.

Approval of Agenda – Mr. Clark motioned to accept the agenda. Ms. Harlan seconded. Approved.

Approval of Minutes – Minutes were not available. They will be provided to the Board by email to be reviewed and approved at the November Board meeting.

COMMITTEE REPORTS – the following minutes were presented to the Board and accepted accordingly:

- Minutes from the Membership Meeting.

CED MANAGEMENT REPORTS

- Education
 - D.C. Chapter had their first Breakfast Seminar and it was a huge success.
 - September 10th Board Leadership Development Workshop evaluations were reviewed. The instructors received high marks. The committee is scheduling phone calls with the instructors. Attendees felt there were too many slides and too much material to cover.
 - Financial worksheet from the September 10th Board Leadership workshop was reviewed. The workshop was financially well-received. There was an unexpected request to provide 2 interpreters at the workshop. The Board may need to think of budgeting for that \$1,200 expense in the upcoming 2017 budget. There were 28 attendees, 5 no-shows and booklets were sent to the no-shows.
 - The evaluations from the September 14th Breakfast Seminar were reviewed. Rod Clark was a “rock star”. Concerns were brought up that there was a difference from the Eastern Shore presentation: Specifically, 1) Eastern Shore speakers were more on target to Community Associations, 2) Insurance didn't get into specifics.
 - Financial Worksheet for September 14th Breakfast Seminar – There were 120 attendees including 80 managers present. Financially, this seminar did very well. This is a money maker and the topic is crucial to the CA world.
 - Evaluations from Homeowner Seminar “Community Covenant & Rules Enforcement” held on September 24th. There were 26 attendees. Biggest challenge was getting folks to attend.
 - Financial Worksheet from September 24th HO Seminar reviewed.

- October 29th Homeowner Seminar Winterization Seminar – currently 0 attending.
 - The November 4th Board Leadership Development Workshop is being held in Ocean City. Early yet, only 5 signed up to date.
 - Membership
 - September statistics – (Not available from CAI National as of today).
 - DelMarva
 - A conference call is being scheduled to solicit seminar topics for the Eastern Shore in 2017. They will offer a Board Leadership Development Workshop on November 4th, 2016. They are hoping for more attendees at functions.
 - Newsletter
 - Working on Fall Issue – This issue will have Expo coverage. Beacon meeting is tomorrow.
 - Finance
 - Summary of Account Balances – as of August 31.
 - Profit & Loss – Year to Date Report
 - Bank Statements
 - Budget
 - Meeting scheduled for Wednesday, November 2nd at 10:00 a.m. at the Chesapeake Chapter, CAI Office.
 - Jennifer & Camille are putting together a draft of the budget for 2017 and will send to the Budget Committee for their review.
 - Nominating
 - Ballots for the 2017 BOD to be mailed on October 3rd.
 - Mr. Hasselman hasn't received his. D. C. Chapter is using on-line voting – electronically. Chapter can look into pricing for future electronic voting.
- Expo
- Last year there were a total of 392 paid registrations. With two weeks to go before Expo, there are a total of 205 registered. Need more attendees to sign up.
 - Mr. Saylor said he has eight members from a new community that will be attending.
 - Expo Committee is helping selling sponsorships. Sponsorships are down a little bit from 2015.
 - Eastern Shore has more sponsorships than last year.
 - Ms. Cimino stated that she needs input from the board with ideas on how to motivate managers and homeowners to attend.

- Update re: 360 Virtual Expo - Ms. Cimino met with the Google contractor and sent an email to the business partners explaining the 360 Virtual Expo idea. The business partners were very excited about this new product allowing sponsors to have a year's worth of exposure. .
- Holiday Social
 - Sponsorships for 2015 were \$9,600. Sponsorships for 2016 are \$9,300. Ms. Cimino stated she believes the reason for this is that events are competing with each other at this time of the year.

NEW BUSINESS:

- Ms. Cimino asked the Board to review the applications for the 2017 Neil Moreland Scholarship and email their numerical ranking to the office. AMG and Purofirst are sponsoring this year's scholarships.

OLD BUSINESS:

- Planning Retreat – The Board members discussed future retreats being held at the Doubletree versus the Sheraton. The Doubletree Atrium was thought to have felt cold, didn't flow well and the quality of food was not as good as the Sheraton. The Sheraton rooms had a more intimate feeling, the people mixed better and food was good.

The Calendar of Events was provided for the board.

NEXT BOARD MEETING November 9th at the offices of American Community Management, 7484 Candlewood Road, Suite H, Hanover, MD 21076 at 4:30 p. m.

Ms. Harlan motioned to adjourn the meeting at 5:20p.m. Mr. Hasselman seconded. Approved.

Respectfully submitted by:

Maura C. Hancock
Maura C. Hancock, Board Secretary

November 1, 2016
Date