

**STRATEGIC PLANNING & FINANCE**

**REGIONAL REP**

**STEVE MARVIN**

**We had 4 Action Items from the committee: 3 from Fair Housing and one from Strat planning.**

**Fair Housing and Diversity Task Force**

1. That, as soon as practical, C.A.R. create a Fair Housing Policy Committee, which will be a new standing committee with the following mission statement:

The Fair Housing Policy committee will evaluate current and proposed government policy that will address fair housing, discrimination in housing, and homeownership rate gaps, including but not limited to zoning, federal subsidies, affordable and market rate housing, and rental housing and make recommendations to the Legislative Committee and the Federal Committee, or to the Board of Directors. The Committee will also explore ways to strengthen relationships with organizations that support fair housing, increasing housing supply, and affordable homeownership opportunities. The Committee will be comprised of a Chair, two Vice Chairs, Regional Representatives, and Members at Large appointed by the C.A.R. President.....**PASSED**

*Note: The Committee will be responsible for Fair Housing/Equal Opportunity Issues, and as a result, the position of Fair Housing/Equal Opportunity Issues Chair on the Investment Housing Committee will be eliminated.*

2. That, as soon as practical, C.A.R. create a Diversity Committee, which will be a new standing committee with the following mission statement:

The Diversity Committee will recommend C.A.R. policies and actions which will foster greater diversity within the REALTOR® community. Such policies and actions may include leadership development initiatives, education and training, grant programs, providing resources and technical support to local Associations, tracking diversity statistics, offering C.A.R. leadership diversity recommendations, and strengthening relationships with multicultural real estate trade organizations. The Committee will be comprised of a Chair, two Vice Chairs, Regional Representatives, and Members at Large appointed by the C.A.R. President.....**PASSED**

3. That, as soon as practical, C.A.R. create a Fair Housing & Diversity Forum with the following mission statement:

The Fair Housing and Diversity Forum will provide compelling programs at C.A.R. business meetings and throughout the year that educate members on hot button fair housing and diversity topics, including those issues which may come before the policy committees. The Forum will seek to increase the engagement of C.A.R. Directors and the broader membership in understanding Fair Housing and Diversity topics, and to encourage members, local Associations and brokerages to take positive actions to address systemic inequities in the real estate industry. The Forum will be comprised of a Chair and a Vice Chair appointed by the C.A.R. President....**PASSED.**

**Strat Planning: Motion**

That an augmentation to the 2021 budget be approved, to add \$119,000 in operating expense and \$2,500 of capital expenditure, including one new staff position and additional resources to support the Local Governmental Affairs program. This augmentation will strengthen C.A.R.'s overall effort in the Local Government Relations arena. Key objectives will be expanded local GAD support, training and policy assistance.....**PASSED**

***Other items talked about for a report from CEO Joel Singer:***

Membership forecast projections for 2021 is 205,000 members. The budget was up \$4,600,000 because of no travel by CAR employees, staff or officers. Operation costs were cut too.

CAR headquarters in Sacramento leased a different building. The one will now have security with it after the riot at the capitol. The lease is for 7 years. 5000 sqft.

CAR is discussing doing Hybrid meetings. Sacramento is Zoom only. The fall meetings have not yet been determined whether they will be zoom or in person or both.

CAR touched more members this year- via zoom, realtor hotline and online classes and webinars.

We have a lot of members in our association but many are not doing many transactions.

2020 the average transactions per agent was 4.. Florida was 2. 2019 was 3.8. Long run 6.5 (1971)

Strat planning has discussed and is working on: Factors that impact the sales transaction with Realtors and the long term outlook for real estate

What is the impact on the average Realtor.

How does the Realtor stay centric to the transaction?

What would an outsider do?