



**SPACE
COAST**
Association of
REALTORS®

Annual Meeting 2024

September 11, 2024

Call the Meeting to Order

2024 President Kerry Ramage

Pledge of Allegiance

Moment of Silence

Committee Reports

Election Results

Adjourn

An American flag is draped over a dark, textured surface. The flag's blue field with white stars is on the left, and the red and white stripes are on the right. The flag is slightly wrinkled and folded.

NEVER FORGET

— 09.11.01 —



This Year:

- ▶ We have had a busy year! With the onset of the practice changes, our industry is in a period of transition, and it will take time for us all to adapt, but if we know anything we know our members are resilient, quick to pivot, and will maintain at the heart of the real estate transaction.



Vision

- The Space Coast Association of REALTORS® is the trusted voice of real estate in our community.

Mission

- Space Coast Association of REALTORS® exists to support our members' success as real estate professionals while advocating for private property rights and the ethical practice of real estate.

Values

- Membership // Professionalism // Leadership // Advocacy // Outreach

Membership by the Numbers

- ▶ 390 Business Partners
 - ▶ 5,145 REALTOR members, representing 737 individual brokerages and 48 branch offices;
 - ▶ 41 REALTOR appraisal firms;
 - ▶ 322 Agent and Office Assistants
 - ▶ 528 MLS Brokerages, these are Brokers that hold their REALTOR membership in another Florida REALTOR Association, within these offices there are 796 agents that subscribe to our MLS.
- ▶ When you break it down, we are providing some level of service to 7,222 individual members, since the same time last year that is a 2.6% increase in members being served.

Membership Pillar:

Budget & Finance Committee

- ▶ Reports that financially your Association is sound. We have a line item allocated for reserves for the replacement of our major assets and operating expenses. We have a mortgage on our building with an interest rate of 4.5%, that interest rate is one of the main reasons we have not paid the building off. We have not had a dues increase since the late 90's and at that time it was just a \$1.00 to go from \$179 to \$180.
- ▶ Annually, the Association has an audit by an independent CPA, we are happy to report we have received a clean audit report again for 2023.
- ▶ **Committee Chair:** Treasurer Omar Capellan.

Meetings & Membership Events Held:

120
Committee
Meetings

50 Member
Events

115
Educational
Offerings

45 MLS
Trainings

6 MLS Policy
Changes
Roundtables



- ▶ In July we launched the Coast 2 Coast Data Share with Daytona Beach, Jacksonville, and St Augustine/St Johns County. The new collaborative endeavor allows more than 20K members access to listings from all four platforms within your native MLS system. By keeping our REALTOR® members central to the real estate transaction, this data sharing effort improves decision-making and enhances customer service, contributing to more successful real estate experiences for all involved. We will be onboarding with Hernando County MLS in November and are continuing data share conversations with other MLSs in the state.

Membership Pillar:

Multiple Listing Service “MLS”

- ▶ This committee is composed of 20 active Realtors and they have a full agenda every month. From reviewing the rules for compliance issues, to ensuring that our MLS data is accurate and easily accessible for our members. The MLS is your daily business tool and access to accurate listing information is critical.
- ▶ **Committee Chair:** Laura Lewis

Membership Pillar:

Real Estate Specialties

- ▶ We have you covered: Commercial, Property Management, Global
- ▶ These committees meet monthly with keynote speakers addressing industry hot topics as it relates to its specialty and host property marketing sessions for have's and want's.
- ▶ At the State level Space Coast Association of Realtors was awarded the Global Newcomer Award at the Florida Realtors Convention for our efforts in promoting the Space Coast on a Global level.
- ▶ At the National level, Space Coast Association of Realtors was awarded the Diamond level Commercial Services Accreditation. What does that mean? Our Association, Commercial Investment Council, and Commercial Services Task Force has hit over 41 benchmarks for the commercial products, tools, services, and member engagement we provide with your REALTOR membership.

Committee Chairpersons:

- ▶ Commercial Investment Council: Terry Winton
- ▶ Property Management: Christine Lahiff
- ▶ Global: Rose Street

Membership Pillar:

Technology

- ▶ The Association and MLS provides over 22 products and tools that power the professional.
- ▶ New products launching: Offer Manager by Showingtime will be launching September 17 and a new data set and user experience is coming with iMAPP mid-October. Included in the new data set are permits, short-term rental information, and so much more!
- ▶ **Committee Chair:** Mike Artelli

Membership Pillar:

Member Benefits & Engagement

- ▶ Partnered with the Technology Committee, they will be hosting the First Annual Space Coast Realtors Convention: Launching into the Future of Real Estate.
- ▶ Friday, October 11th will be a day truly out of this world! Economic update, vendors, lunch, and a social hour!
- ▶ **Committee Chair:** Tammy Crisafulli



SPACE COAST
Association of
REALTORS®

SPACE COAST ASSOCIATION OF REALTORS®
1ST ANNUAL CONVENTION

LAUNCHING INTO
THE FUTURE OF
REAL ESTATE

OCT | 11TH | 9AM

FLORIDA REALTORS® ECONOMIC UPDATE
KEYNOTE SPEAKER - ANT STROUD
VENDOR BOOTHS & DEMOS
COMMITTEE TABLES & BOARD TOURS
FREE BREAKFAST, LUNCH & SOCIAL HOUR
RAFFLE PRIZES

RSVP

[HTTPS://BIT.LY/1STSCAORCONV](https://bit.ly/1stSCAORCONV)

2950 PINEDA PLAZA WAY, PALM SHORES, FL 32940




Membership Pillar:

Global

- ▶ Take your business internationally with a panel of distinguished speakers to discuss strategies to take your business to the next level and expand into the global market.
- ▶ Thursday, September 19th 11:00am
- ▶ **Committee Chair:** Rose Street


THE SPACE COAST ASSOCIATION OF REALTORS® GLOBAL COMMITTEE PRESENTS:

 **SPACE COAST**
Association of REALTORS®


Globalize Your Business

LUNCHEON & DISCUSSION PANEL


Our panel of professionals will be discussing strategies to take your business to the next level and expand into the global market.




CHRISTIAN ASSAL
CURRENCIES
DIRECT







BAILEY CANALES
CELEBRATION TITLE




JULIE LEPORE
TOTAL FIRPTA





TRISHA ROY
OPEN SPACE
INTERNATIONAL

 Thursday, 19 September  11:00AM - 3:00PM  \$20.00 includes: Lunch, Drinks & Dessert  2950 Pineda Plaza Way, Palm Shores, FL 32940

 **RSVP**

[HTTPS://BIT.LY/3WIZMHA](https://bit.ly/3wizmha)



JOIN US 

Membership Pillar:

Membership Meeting with Sheriff Wayne Ivey: Situational Safety Awareness

- ▶ Focus on an essential aspect of your daily practices as real estate professionals: Safety Awareness.
- ▶ We are excited to have Brevard County Sheriff Wayne Ivey as our guest speaker. Sheriff Wayne Ivey's presentation will delve into practical safety measures and situational awareness techniques. He'll also hold a Q&A session at the end of his presentation.
- ▶ Friday, September 27th 11:30am



DISCUSSION TOPICS:

- ✓ SAFETY WHEN SHOWING HOMES ALONE
- ✓ SITUATIONAL AWARENESS
- ✓ SAFETY AS A WHOLE
- ✓ Q&A SESSION WITH THE SHERIFF

 **27 SEPTEMBER 2024**

 11:30AM - 2:00PM

 FREE LUNCH

 2950 PINEDA PLAZA WAY
PALM SHORES, FL 32940

SEPTEMBER IS
REALTOR® SAFETY
MONTH!



PRESENTED BY:
**BREVARD COUNTY
SHERIFF,
WAYNE IVEY**

RSVP



[HTTPS://BIT.LY/SITUATIONALSAFETYAWARENESS](https://bit.ly/situationalSafetyAwareness)

Membership Pillar:

Young Professionals Network

- ▶ YPN is a group of young professionals who gather monthly to network with other young professionals and help their fellow real estate practitioners become more business savvy by hosting regular networking events and sharing tips and tricks. This year they toured new home construction, learned and shot b-reel, and we are excited to announce they are bringing back Zen with YPN. In a time where mental health is of the utmost importance our YPN group is dedicated to making sure our members take the time to focus, reset their mind, relax and find their inner peace.
- ▶ Thursday, October 3rd, 10:00am
- ▶ **Committee Chair:** Kelsey Nelson



RAFFLE GIVEAWAYS!

ZEN With YPN

Sound Bath + Yoga Session

October 3rd  **10am-12pm**

First 30 Registrants will receive a **FREE YOGA MAT!**



Scan QR to RSVP or visit: <https://bit.ly/ZenYPN24>

Membership Pillar:

Business Partners

▶ Our Business Partner members are truly your industry partners! We count on our business partners for sponsorships making the member experience more affordable and enjoyable. The relationship between our Business Partners and our Realtors is critical to a successful real estate transaction. We couldn't do it without them! So far this year they have hosted a Chili Cook-off and an astonishing Business Partner Summer Expo. Keep your eyes on your email for a save the date, we hear our Business Partners are planning a social in late October in the north end of the county.

▶ **Committee Chair:** Stephen Thaggard

Advocacy Pillar:

Government Affairs

- ▶ **Government Affairs:** This committee is responsible for mobilizing our members when a “call to action” is required to protect private property rights. Being an election year, this committee has been BUSY! The Government Affairs Committee and Candidate Screen Task Force held candidate screenings for over 34 federal, state, county, and municipal races with over 80 candidates screened. We are thrilled to announce our efforts were instrumental in helping our very own REALTOR champion Pat Weeks elected in office for the City of Cocoa City Council.
- ▶ Our election recommendation email will be sent prior to the general election in November, this guide provides for recommendation of candidates who reach across the aisle and support the protection of private property rights.
- ▶ **Committee Chair:** Melissa Goldman

Advocacy Pillar:

Realtor Political Action Committee

► Our annual RPAC goal is based on the number of Realtor members and is calculated by a “fair share” goal. Our 2024 goal is \$171,000 and 37% participation. To date, we have raised \$159,420, 93% of our monetary goal and are at 34.39% participation. You can help us cross the finish line... literally. We will be hosting a Realtor Party Rocket Run and Field Day! Save the date: Saturday, October 19 at the Veterans Memorial Park in Merritt Island. Your registration fee includes all the fun for the day, a t-shirt and your investment in RPAC. There will be a 3k fun run, corn hole, dunk tank, face painting, and more!

► **Committee Chair:** Donna Tidwell



SAVE THE DATE!

ROCKET RUN FIELD DAY

- ✓ Fun Activities for All Ages
- ✓ Delicious Food and Refreshments
- ✓ Entertainment
- ✓ Outdoor Adventures

19 OCTOBER | 321-242-2211 | WWW.SPACECOASTMLS.COM

Presented by:
The Space Coast Association of Realtors, Realtor Political Action Committee, Young Professional Network and the Women's Council of Realtors

CONTRIBUTIONS ARE NOT DEDUCTIBLE FOR FEDERAL INCOME TAX PURPOSES. CONTRIBUTIONS ARE VOLUNTARY AND WILL BE USED FOR POLITICAL PURPOSES. CONTRIBUTIONS ARE NOT A CONDITION OF MEMBERSHIP IN THE ASSOCIATION AND A MEMBER MAY REFUSE TO CONTRIBUTE WITHOUT REPRISAL. SEVENTY PERCENT OF EACH CONTRIBUTION IS PROVIDED TO THE FLORIDA REALTOR PAC IN ORDER TO SUPPORT STATE AND LOCAL CANDIDATES AND STATE AND LOCAL ISSUES. THE BALANCE IS SENT TO THE NATIONAL ASSOCIATION OF REALTORS POLITICAL ACTION COMMITTEE AND WILL BE CHARGED AGAINST YOUR CONTRIBUTION LIMITS PRESCRIBED BY 52 U.S.C. 30306. EXCEPT WHEN DONATIONS ARE MADE FROM CORPORATE FUNDS OR ADOPTED CASES IN WHICH CASE THE BALANCE IS PROVIDED TO THE NATIONAL ASSOCIATION OF REALTORS POLITICAL ADVOCACY FUND FOR USE FOR FEDERAL POLITICAL PURPOSES.

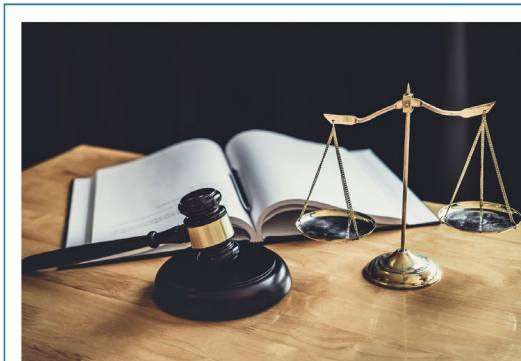
Professionalism Pillar:

Grievance and Professional Standards

► Grievance and Professional Standards: This year we've had 21 complaints filed and have held 10 hearings for potential Ethics Violations and/or Arbitration disputes. All complaints are initially reviewed by the Grievance Committee. If the complaint warrants a hearing, it is referred to the Professional Standards Committee to sit a hearing tribunal. Save the date! October 8 at the Association we will be hosting a day of Mock Hearings, you'll get a first hand look of how this process takes place.

Committee Chairs:

- Grievance Team A: Jama Porter
- Grievance Team B: Caprice Atwell
- Professional Standards: Melanie Dunlap



MOCK ETHICS HEARING

8th October | Space Coast Association of REALTORS®

SAVE THE DATE

Professionalism Pillar:

Professionalism & Education

- ▶ The Professional and Education Committee has put together a dynamic schedule of training and workshops for our members to be the best professionals they can be! This year they hosted a seminar on taxes and how to structure your business, buyer broker counseling, buyer representation workshop, and on the horizon a workshop on financial wellness.
- ▶ **Committee Chair:** Jackie Griffin

Outreach Pillar:

Diversity, Equity and Inclusion

► Diversity, Equity, and Inclusion: This committee's mission is to promote Diversity, Equity, and Inclusion within the Space Coast Association of Realtors and the communities we serve. This committee started off the year by talking about the importance of financial literacy at the women empowerment event in April, co-hosted the Palm Bay Chamber Multicultural networking group in June, and in August hosted a dynamic panel of Unity in Diversity and building inclusivity in your business.

► **Committee Chair:** Thomas Highsmith

Outreach Pillar:

Community Outreach

- ▶ Hosted two prominent events this year: project prom and the waterway clean up event. These events really drives home the message that our Realtor members never forget they are neighbors first and continuously give back to the community in which they live and work in.
- ▶ **Committee Chair:** Samantha Selig

Outreach Pillar:

Brevard's Children & Families in Need

▶ Started off the year full of laughs hosting Comedy Night raising \$13,000. The committee is moving full force preparing the final touches for the Brevard Children Annual Fundraising Gala that is this Friday, September 13 at the Hilton Cocoa Beach Oceanfront. We still have a few tickets available, no tickets will be sold at the door. \$150 raffle ticket purchase gets two people into the event, complimentary beer, wine, soda, and appetizers. The \$150 donation also gives you the opportunity to win one of our 3 cash drawings for \$13,000, \$2,000, and \$1,000. All proceeds go to the Space Coast Association of Realtors Foundation benefiting Brevard's Children and Families in Need.

▶ **Committee Chair:** Candace Mulvaney

Outreach Pillar:

Space Coast Association of Realtors Foundation

► Which brings us to the Space Coast Association of Realtors Foundation. In 2016 we formed the nonprofit Space Coast Association of Realtors Foundation. To date, we have raised over 1.3 million dollars (from events like Friday nights Gala). So far this year the Foundation Board of Directors has approved \$105,000 in grant requests to the following local 501c3 agencies that primarily focus on families and children and assisting the homeless crisis Brevard County faces each day.

- Family Promise of Brevard,
- Saint Stephens Way,
- Central Brevard Sharing Center,
- Grandparents Raising Grandchildren of Brevard,
- Brevard County Foster and Adoptive Parent Association,
- Space Coast Basket Brigade,
- New Life Mission,
- South Brevard Sharing Center,
- Get Too Attached,
- Genesis House,
- Boys and Girls Club,
- Club Esteem,
- Brevard Schools Foundation,
- and Friends of Children of Brevard

We should be a very proud of our REALTOR family!

Leadership Pillar:

Leadership Academy

▶ Leadership Academy: has 7 members participating this year in our Leadership Academy Program. They have been learning about the inner workings of our Association, State and National Associations. It's a program that I would highly recommend to all members of the Association. Interested in Leadership Academy? Be on the lookout for the applications to apply for the class of 2025.

▶ **Committee Chair:** Nancy Bartlett

Leadership Pillar:

Strategic Advisory Group

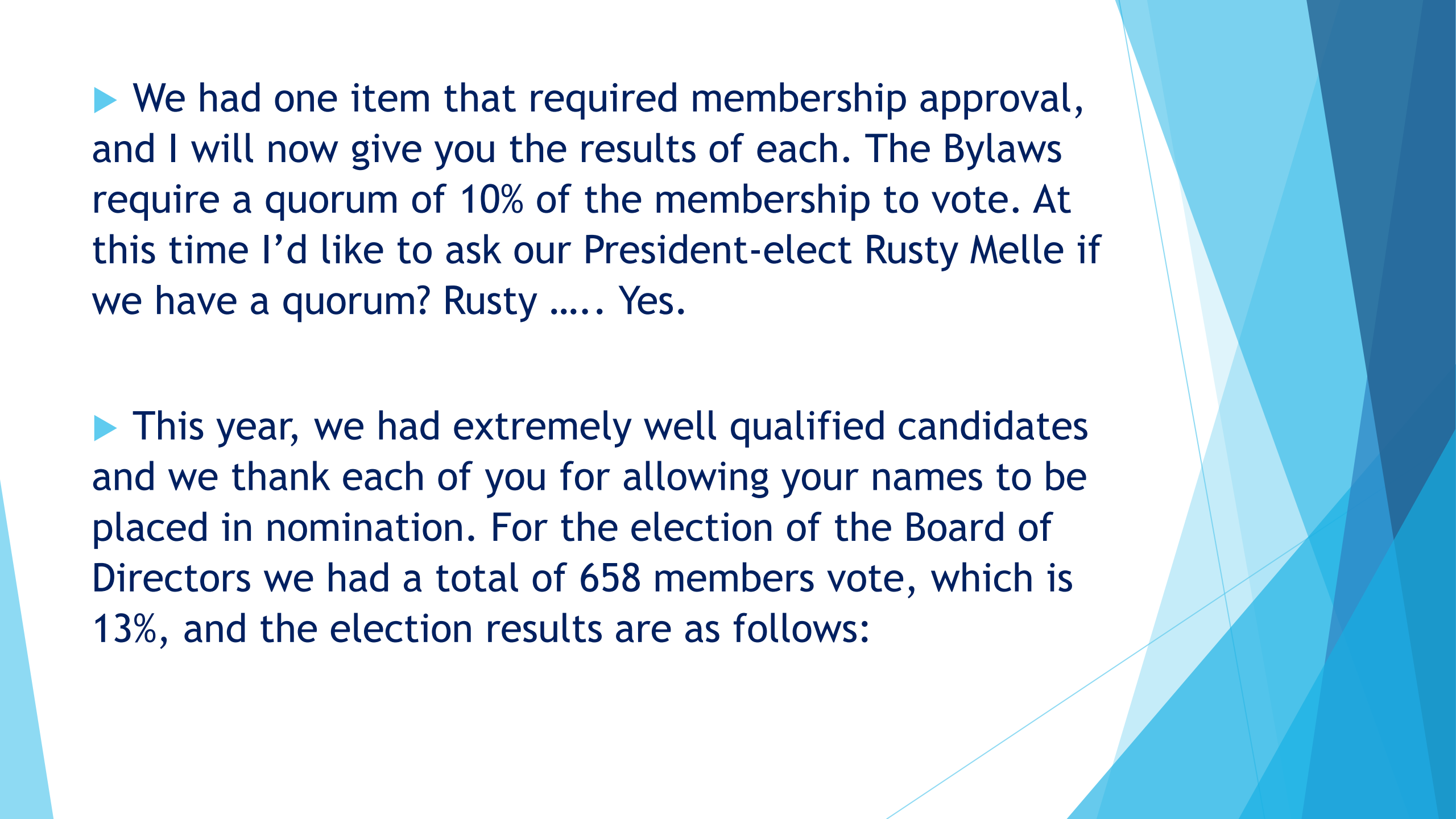
▶ This group is tasked with making sure the Association stays on track with our Strategic Plan. Which as you can see, we have accomplished quite a lot this year!

▶ **Committee Chair:** Deb Henderson

Leadership Pillar:

Qualifying Committee

► Was chaired by Pat Weeks and their responsibility is to interview all the candidates that are interested in running for a position on our Board of Directors to ensure that they have met the minimum criteria pursuant to our bylaws.... Which brings us to our election results....

The background of the slide features a complex, abstract pattern of overlapping triangles and polygons in various shades of blue, ranging from light sky blue to deep navy blue. The pattern is more prominent on the right side of the slide, creating a modern, geometric aesthetic.

► We had one item that required membership approval, and I will now give you the results of each. The Bylaws require a quorum of 10% of the membership to vote. At this time I'd like to ask our President-elect Rusty Melle if we have a quorum? Rusty Yes.

► This year, we had extremely well qualified candidates and we thank each of you for allowing your names to be placed in nomination. For the election of the Board of Directors we had a total of 658 members vote, which is 13%, and the election results are as follows:

Election Results:

Melissa Goldman

Whitney Hale

Gina McTernan

Candace Mulvaney

Each has been elected to serve a 3-year term, congratulations!

Thank you!

We want to take the time to thank the candidates again for allowing their name to be placed in nomination:

Shannon Dean

Thomas Highsmith

Leonor Kryla

In accordance with the Bylaws....

In accordance with the Bylaws the Board of Directors met this afternoon and elected the following officers to serve in 2024:

- ▶ Secretary: Donna Tidwell
- ▶ Treasurer: Tammy Crisafulli
- ▶ President-elect: Jackie Griffin

Congratulations to the 2025 Board of Directors:

- ▶ President, Rusty Melle
- ▶ President-elect, Jackie Griffin
- ▶ Treasurer, Tammy Crisafulli
- ▶ Secretary, Donna Tidwell
- ▶ Immediate Past President, Kerry Ramage
- ▶ Chief Executive Officer: Lindsey Ruschak

Directors

- ▶ Dennis Basile
- ▶ Deb Henderson
- ▶ Samantha Selig
- ▶ Omar Capellan
- ▶ Melissa Goldman
- ▶ Whitney Hale
- ▶ Gina McTernan
- ▶ Candace Mulvaney

Ex-Officio

- ▶ Lynnette Hendricks, NAR Director
- ▶ Mike Artelli, NAR Director
- ▶ Patricia Weeks, NAR Director