

MEMBERS WORK WITH EACH OTHER

- How are we similar?
 - CSMAR Average Age of Member: 52.7
 - VCCAR Average Age of Member: 53.5
- Members counts (Per NAR on June 14, 2019):
 - CSMAR = 2,064 REALTOR members and 105 Affiliate Members
 - VCCAR = 1,912 REALTOR members and 120 Affiliate Members
- We have a successful 13-year history of working together through the Ventura County Regional Data Share (VCRDS).
- We work together in political arenas as members of both State and National elected officials representing portions of each associations service area.
- We work together on city, county and state issues. A few of those are the Wildlife Corridors, Save our Agricultural Resources (SOAR) initiative, transportation corridor imitative and the California Coastal Commission initiative.
- We have a long and rich history of working together and the consolidated association will multiply opportunities for volunteers in committees and the ability to capitalize on talents and create future leaders.
- Several Brokers that cross current boundaries will only pay one (1) association membership dues and one (1) MLS fee.
- Affiliates that cross boundaries will only pay association dues to one entity.

FINANCIAL BACKGROUND


- Both associations are financially strong.

FINANCIALS – 2019 BUDGETS

	CSMAR 2019 Budget	VCCAR & VCMLS 2019 Budget
INCOME		
Total Operating Income	\$1,521,433	\$1,614,744
EXPENSES		
Total Operating Expenses	\$1,510,387	\$1,612,809
NET OPERATING INCOME	\$13,065	\$1,935
VCRDS Partnership Distributions	\$54,524	\$50,000

- The cost of doing business in California continues to rise. The board has the charge of being fiscally responsible and having a balanced budget. A budget is balanced in one of two ways, increase income and reduce expenses. The consolidation presents an opportunity to eliminate the duplication of costs and therefore anticipate cost savings.
- Anticipated savings of approximately \$200,000+ annually of members money.
- While the exact amount has not been determined (and until approval of a joint 2020 Budget approved by the Board of Directors), you can anticipate a reduction of annual membership dues.
- The consolidated association will have over \$4,800,000 (in reserves) to invest and grow funds at a greater rate to reinvest in your services and programs.

INVESTMENTS



	ACCOUNT TYPE	VCCAR	VCMLS
UBS Investment Account	Money Market	\$545,175	\$187,130
	Staggered CD's	\$400,000	\$50,000
Citizens Business Bank	Checking Account	\$117,455	\$375,704
Morgan Stanley	Equity	\$700,377	n/a
	CD	\$307,521	n/a
TOTALS		\$2,070,528	\$612,834
		GRAND TOTAL \$2,683,362	

	ACCOUNT TYPE	CSMAOR
Pacific Western Account	Money Market	\$292,280
CDAR's	CD	\$500,000
Pacific Western Bank	Checking Account	\$220,491
Wells Fargo	Investments	\$1,345,976
Property Management Account		\$18,612
TOTALS		\$2,377,359
		GRAND TOTAL \$2,377,359

- Primary existing buildings are similar in value:
 - CSMAR - \$2.4M - \$2.56M
 - VCCAR - \$2.9M - \$3.0M
- The combined budget of the consolidated association will catapult us into a \$3,525,000+ a year organization. This ensures our association has the ability to attract, develop, and retain the best talent.
- Having the right staff will open the opportunity to turn any resulting surplus space into additional income producing space for lease. As you may be aware, our board of directors are required to identify and establish non-dues revenue and our physical assets are one of the most profitable means to accomplish this. Both organizations own their headquarters free and clear.

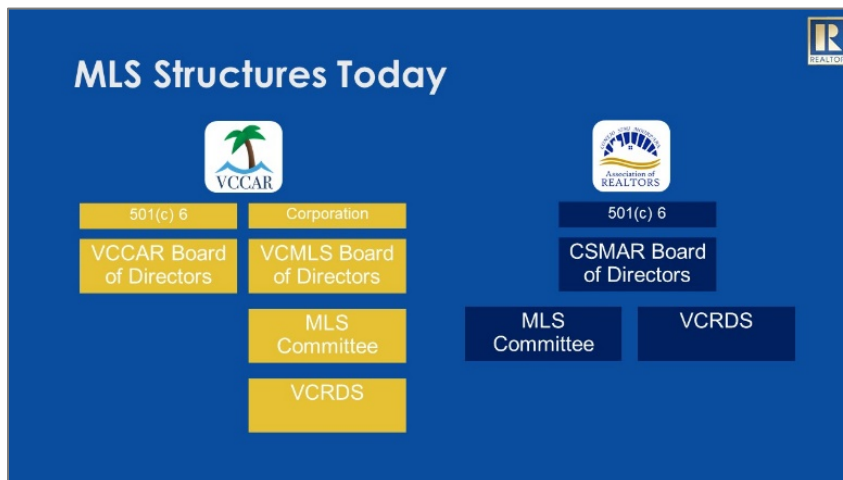
REALTOR® REPRESENTATION

- Having a combined association will give us a combined total of 15 state C.A.R. Directors, and a consolidated net director count would make us the larger association in Region 11 enhancing our voting power at C.A.R.

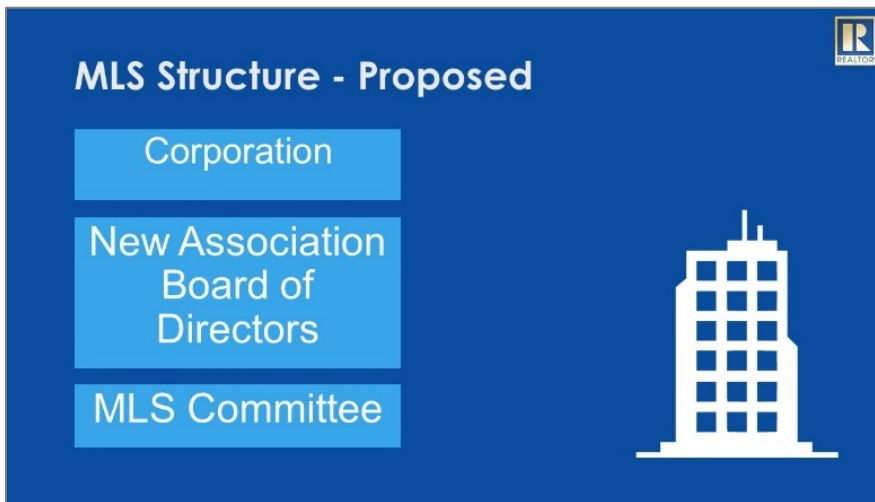
- Consolidated we are virtually guaranteed NAR representation. While CSMAR currently meets the 2,000-member threshold (per NAR allocation/entitlement), they are dangerously close to losing that. If NAR representation is lost, it is a loss for all of Ventura County. Consolidated, we keep our representation at the national level.

IMPROVED EFFICIENCY AND ORGANIZATIONAL STRUCTURE

- A consolidated association will create a diverse Board of Directors and make better use of our volunteer's resources and experiences.
- Board development – a strong Board of Directors is important for the sustainability of any non-profit association. This is accomplished by having the best in the industry to lead board development courses and training. In as much as we have shared the cost of board development recently, together we can now afford to invest in top-notch instructors to ensure that our association's best interest is protected by following best practices and procedures.
- The elimination of two (2) MLS Committees and VCRDS into one (1) combined MLS Committee will streamline the process for efficiency to provide members great service and better products faster.
- Nimbleness to make decisions on matters that affect your business such as MLS. A consolidated Board of Directors will have an MLS committee to oversee the functionality of the MLS, its vendors and its subscribers. Though VCRDS, CSMAR and VCCAR have had a successful data sharing agreement for the last thirteen years. Currently decision-making is inefficient and time consuming.



- A consolidated board would dramatically improve the efficiency of how business is conducted by eliminating VCRDS and operating the MLS through a corporation governed through the consolidated Board of Directors. An MLS committee would make recommendations through motions to the board of directors. The new structure will eliminate current inefficiencies and streamline the decision-making process for the benefit of all.



- Double the MLS staff to support your business and required needs.
- CSMAR and VCCAR are engaged in the same line of business and share similar operational practices. Consolidation will further diversify professional development activities and expand the range of service for members.
- Staff and additional support in more areas to better serve members.

PARTNERSHIP EXPANSION

- Expand partnerships and networking opportunities with Women’s Council of REALTORS® (WCR) and The National Association of Hispanic Real Estate Professionals (NAHREP) of Ventura County and area Young Professional Networks (YPN).
- Develop and engage with other real estate related organizations with similar mission and vision.

PROGRAMS, PRODUCTS & SERVICES

- Expand upon the successful VCCAR Leadership Academy program to include CSMAR members creating future leaders for the combined organization.
- Fully utilize and expand CSMAR’s technology and video capabilities to reach more members in various outlets.
- Implement technology solutions (GoToMeeting, Zoom, etc.) for committee meetings for member convenience and efficiencies
- Stronger negotiating power to bring better systems and tools to the association, i.e., Supra, MLS, CloudCMA, Remine, Glide, etc. A consolidated entity (without the cumbersome structure of VCRDS) will allow for additional benefits for members in a timelier manner.
- Greater resources will allow the association to provide better programs, events, and national speakers.
- Financially poised to invest in future technology.

LOCATION, LOCATION, LOCATION

- The Thousand Oaks building CSMAR owns is fully paid for. The Oxnard building VCCAR owns is also fully paid for. The Simi Valley facility is a lease.
- All current facilities maintained by both associations remain open.
- Multiple locations will make it more convenient for members to conduct day-to-day business closer to your customers (MLS support, Supra, REALTOR Store, etc.)

ADVOCACY FOR OUR CUSTOMERS, REALTORS AND PRIVATE PROPERTY RIGHTS

- Professional Government Affairs Director position to spearhead city, county and political issues affecting our community and private property rights.
- Better representation and advocacy at the local level. One of the main aspects of the association is Government Affairs. Through the Government Affairs department we can keep our finger on the pulse of your City Council, County supervisors, and State and Federal representatives. For example (and to enhance productivity), developing and instituting a Government Affairs internship would give us additional local representation and help with mobilizing the more members to advocate for homeownership and private property rights.