

2011 Installation and Awards Luncheon

James Caldwell Named President

Santa Barbara Association of REALTORS®

By Jeannette Casillas / CASA

KEEPING UP WITH CHANGING TIMES, James Caldwell, a REALTOR®/ Manager at Century 21 Butler Realty, is ready to take the reins as the 2012 President of the Santa Barbara Association of REALTORS® and help its members keep up with the current trends in a technology driven era. Caldwell and the new leadership team were installed at the 104th Installation and Awards Luncheon at the Four Seasons Biltmore, Coral Casino, on December 9th.

"Being part of the SBAOR Board of Directors for the last six years has been a great ride already," shared Caldwell. "Becoming President of the Association is a culmination of the last six years and I'm looking forward to it."

At the luncheon, Patty Macomber of Keller Williams Realty led the Pledge of

Allegiance and offered an invocation; Ed Edick of Village Properties, served as Master of Ceremonies; and Bob Hart of Century 21 Gold Star Realty, officiated at the installation. The event was planned Ali Barker, SBAOR's Event Planner & Education Manager.

Caldwell will lead the local association of nearly 1,000 members that handles several billion dollars in transactions each year.

THE LEADERSHIP TEAM

Caldwell's leadership team includes: Laurel Abbott, Prudential California Realty, President-Elect; Alec Bruce, Goodland Realty, Vice President; and Jon Perkins, Village Properties, Secretary/Treasurer. Other Directors include Ed Fuller, San Roque Realty Inc.; Reyne Stapelmann, Prudential California Realty; Eddie Madrigal, Pacific Coast Realty; Staci Caplan, Sterling Properties; Gloria Carmichael, Coldwell Banker; Doug Van Pelt, Prudential California Realty; David Kim, Village Properties; JJ Lambert, Sotheby's International Realty; and Leigh Cashman, Cashman State Farm Insurance, Affiliate Director. Paul Suding, Village Properties, will serve as Immediate Past President.

THE PRESIDENT

When James Caldwell saw the opportunity to get his real estate license eleven years ago, he took it. He did not intend on selling real estate full time, but it turned out to be that way. He landed his first job as an agent at Century 21 Butler Realty and has been with them ever since. He is currently a sales agent and sales manager.

Caldwell grew up in the Bay area and received a BS in Marketing/Management from San Jose State University. After graduating he moved to Los Angeles where he spent many years "filling" houses, working as a sales representative for a wholesale houseware

company.

"The retail business changed," shared Caldwell. "People started buying through direct mail and cut out the middle man. The industry dried itself up."

Caldwell eventually made his way to Santa Barbara where he lives with his wife

Nancy and his youngest daughter Whitney (19) who is a student at Santa Barbara City College. He has three other children, Elizabeth (36); Cameron (28); and Brenden (20) who is a student at Merced College.

"We don't have any other REALTORS® in the family, but hopefully Brenden will follow in my footsteps. But, it is not definite yet," he shared.

Caldwell enjoys the Real Estate business because he is working with new and different people constantly and also enjoys the freedom that comes along with it. He is looking forward to leading old and new members of the Association of REALTORS® into the new year by making sure that "everyone has the ability to learn, prosper, and grow."

"The main reason I switched jobs was because the industry that I was in didn't keep up with changing times," shared Caldwell. "As President of SBAOR, I want to make sure that our members are better educated, ahead of the curve, and up to speed. I am a believer in print advertising, but I also encourage the use of all new marketing methods that are available to us."

Caldwell has been a long-time supporter of local community activities and was involved with many local youth sports activities when

his children were younger. He is currently the President of the Housing Board for his Fraternity Theta Xi at USC.

Other changes SBAOR members will see in 2012 include: the launch of a new website that will premier at the first "Breakfast at the Beach" board meeting on January 12th; the launch of "Listing Book," an MLS-wide online service that connects agents and their clients through an integrated platform of client management, sales productivity, and direct marketing tools. It will be a free member benefit and will generate more non-dues revenue; and finally, SBAOR will soon be adding a chapter of the Young Professionals Network which helps young real estate professionals excel in their careers by giving them the tools and encouragement to become involved in four core areas: REALTOR® associations, the Real estate industry; Peers; and Community.



James Caldwell is the new president of the Santa Barbara Association of REALTORS®. He is an agent at Century 21 Butler Realty.



Nancy Caldwell; **James Caldwell**, Century 21 Butler Realty; and **Whitney Caldwell**



John Chufar of Coldwell Banker presented the 2011 REALTOR® of the Year Award to **Isaac Garrett** of Prudential California Realty

REALTOR® OF THE YEAR

Isaac Garrett, of Prudential California Realty, was honored with the prestigious REALTOR® of the Year Award. This award is given to a member who has made significant contributions to the Association of REALTORS® in the form of service and loyalty to the membership over a period of years; who has been a model of ethical business practices, and who has earned the respect of his or her peers. He has been a member since 1985. Garrett served on the Board of Directors for the California Association of REALTORS® in 2008. He has also been Chair of the Professional Standards Committee and served on the Government Relations Committee for the Santa Barbara Association of REALTORS®.



Gloria Easter of Prudential California Realty presented the Good Neighbor Award to **Mike Rattray**, CEO of The United Boys and Girls Club of Santa Barbara

GOOD NEIGHBOR AWARD

Mike Rattray, CEO of The United Boys and Girls Club of Santa Barbara, was acknowledged with the Good Neighbor Award from the Santa Barbara Association of REALTORS® for his generosity, skill, compassion, and dedication. Rattray's service is far reaching and always of great benefit to those who are blessed to experience his charitable spirit and nature.



Paul Suding of Village Properties presented the Presidents Award to **John Nisbet**, SBAOR Executive Officer

PRESIDENTS AWARD

John Nisbet, the Santa Barbara Association of REALTORS® Executive Officer, was presented the President's Award for his commitment of good sense, sound reasoning, and fairness to the REALTORS® of the Association. Nisbet has excelled in his role as Executive Officer and has become invaluable in his support.



2012 Board of Directors from left: **Ed Fuller**, San Roque Realty Inc.; **David Kim**, Village Properties; **Staci Caplan**, Sterling Properties; **Doug Van Pelt**, Prudential California Realty; **Jon Perkins**, Village Properties, Secretary/Treasurer; **Alec Bruce**, Goodland Realty, Vice President; **James Caldwell**, Century 21 Butler Realty, President; **Paul Suding**, Village Properties, Immediate Past President; **Eddie Madrigal**, Pacific Coast Realty; and **JJ Lambert**, Sotheby's International Realty. (Front) **Leigh Cashman**, Cashman State Farm Insurance, Affiliate Director; **Laurel Abbott**, Prudential California Realty, President-Elect; **Gloria Carmichael**, Coldwell Banker; and **Reyne Stapelmann**, Prudential California Realty

Santa Barbara Association of REALTORS®

AWARDS AND RECOGNITION *for Dedicated Service*



Ross Harris of Village Properties (middle) presented the Jack Kelly Exchange Award to Craig Lieberman (left) and Pedro Vazquez (right) of The Apartment Specialists

JACK KELLY EXCHANGE AWARD

As a team, Craig Lieberman and Pedro Vazquez of The Apartment Specialists, won the prestigious Santa Barbara Association of REALTORS® Jack Kelly Exchange Award. This award is given in recognition for creating and holding together an exchange that would not have succeeded without both Lieberman and Vazquez's efforts. They demonstrated this through patience and professionalism.



Gary Woods, Home Realty & Investments Inc., presented the Howard Gates Award to Jenise Tremblay and Regina Magid of Village Properties

HOWARD GATES AWARD

As a team, Regina Magid and Jenise Tremblay of Village Properties, won the prestigious Santa Barbara Association of REALTORS® Howard Gates Award. This award is given to a REALTOR® for an especially difficult, complex transaction that could not have been completed except for the skill and diligent effort of the agents. Magid and Tremblay demonstrated this through their poise and patience. Magid has been a member since 1987 and Tremblay since 2008.



Tim Walsh of Village Properties was presented with an Honorary Member For Life Award by Yolanda VanWingerden of Prudential California Realty

HONORARY MEMBER FOR LIFE

Tim Walsh of Village Properties was acknowledged with an honorary life membership from the Santa Barbara Association of REALTORS® for his 25 years of contributions and commitment to his profession as a REALTOR® in Santa Barbara. Walsh was President of the Association in 2000. He has served on the Board of Directors and been involved with many of the Committees such as MLS, Budget and Finance, Past Presidents, Statistical Review, Events, Nominating, and Government Relations.



Zena Drewisch of Village Properties was presented with an Honorary Member For Life Award by Carla Reeves of Village Properties

HONORARY MEMBER FOR LIFE

Zena Drewisch of Village Properties was acknowledged with an honorary life membership from the Santa Barbara Association of REALTORS® for her over 25 years of contributions and commitment to her profession as a REALTOR® and to the community in Santa Barbara. Drewisch served as the Executive Officer for the Santa Barbara Association of REALTORS® for several years, was President of the Association in 1983, and served on the Boards of Directors for several years. She has participated in Membership, Past Presidents, Budget and Finance, Equal Opportunity, Statistical Review, Nominating, and MLS committees.



Frank Hotchkiss of Sotheby's International Realty

DISTINGUISHED SERVICE AWARD

Frank Hotchkiss, of Sotheby's International Realty, was honored with the Distinguished Service Award from the Santa Barbara Association of REALTORS® for his outstanding service to the Association over an extended period of time and for his outstanding community service. His dedication, donation of time, talents, ethics, and skills have earned him the genuine respect of his peers. This is the highest award given to any REALTOR® on behalf of the board. Hotchkiss has been a member since 2003.

Hotchkiss was not present to receive the award.



Bob Curtis; Patty Tunnicliffe; Renee Grubb; and Zena Drewisch of Village Properties



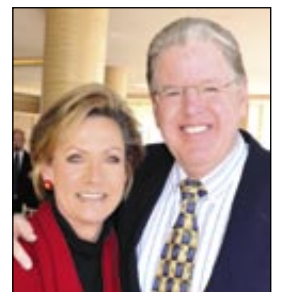
Gloria Carmichael of Coldwell Banker and Judy Rattray of First American Title who accepted the Affiliate of the Year Award for Drew Wakefield



Randy Weiss, SB Bank & Trust and Janet Wolf, Second District Supervisor



Santa Barbara Mayor Helene Schneider and Miguel Avila, Sterling Properties



Patricia Griffin and Ed Edick, Village Properties



Paul Cashman, Cashman State Farm Insurance; Das Williams, Assemblymember; Eric Freedman, Representing First District Supervisor Salud Carbajal; David Kim, Village Properties; Austin Lampson, On Q Financial. (front) Reyne Stapelmann, Prudential California Realty; Leigh Cashman, Cashman State Farm Insurance; Elaine Abercrombie, Abercrombie Fine Homes; and Doug Van Pelt, Prudential California Realty



Drew Wakefield of The Ramada Limited

AFFILIATE OF THE YEAR

Drew Wakefield, of The Ramada Limited was named Affiliate of the Year. The award is given to recognize outstanding contributions to the Association in strengthening the working relationships with the REALTOR® members and the supporting industries. Wakefield was recognized for his extraordinary contributions and generosity to REALTOR® supported charities and non-profits in Santa Barbara by providing his time, leadership, and enthusiasm to the Hugs for Cubs, Teacher's Fund, and St. Vincent's organizations.

Wakefield was not present to receive the award.

Congratulations to All of the Award Winners!

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