



2012 CMLS Board of Directors Nominees

The nominees for were asked to present a bio and statement of interest regarding serving on the board of directors.

Officer Nominees

President-Elect

Cathy Holefelder- Heartland MLS;



Cathy Holefelder is the Senior Vice President for Heartland MLS which serves over 6,900 customers in the Greater Kansas City metropolitan area. She began her MLS career as a trainer in 1986 with one of four local MLSs which ultimately regionalized as Heartland in 1993. During her time with Heartland MLS, Cathy has held many different positions including IT Director prior to becoming Senior Vice President. Her involvement in work groups and attendance at both NAR and CMLS meetings throughout the years has given her a broad understanding of the issues that face MLSs.

She has served as a CMLS Director since 2009 and looks forward to serving as President-Elect, if elected.

Secretary/Treasurer

Art Carter- CRMLS;



Art Carter is Chief Executive Officer of California Regional Multiple Listing Service, Inc., providing products and services to over 68,000 real estate professionals. He is currently serving as a Council of MLS Director and also serves on the Boards of California Real Estate Technology Services (CARETS), the Real Estate Standards Organization (RESO), and the National Association of REALTORS® (NAR). Before joining CRMLS, Art served for seven years as COO of the Pacific West Association of Realtors®.

Art is dedicated to making a REAL Difference in the day-to-day business of MLSs and is best known for leading the data share revolution in Southern California. As the founding chair of the CARETS Steering Committee, since its inception in 2006, Art has been the driving force in uniting MLSs across California to create a single shared database.

In the past two years, Art has gained a unique insight of how CMLS operates. If elected as Secretary/Treasurer, his proven accomplishments would substantially contribute to CMLS' mission of being the premier forum and resource for Multiple Listing Service Associations.

Director Nominees- Four positions open, eight nominees.

Kathy Condon – MLS PIN;

I'd love to continue serving CMLS members on the Board, the Council has grown and expanded greatly in the past two years and I'd like to continue to help CMLS as it evolves into a voice for all MLS organizations in North America.



Kathy Condon has been in the real estate industry by way of the association and multiple listing services since 1978. She worked for the MLS of the Greater Boston Real Estate Board (MLS-1) until it was sold to MLS Property Information Network (MLS PIN) in February of 1998.

She was awarded the coveted NAR Omega Tau Rho medal for outstanding service to the industry in 1996.

Originally hired as Director of Operations for MLS PIN, Kathy was named CEO in late 1998. Since then, MLS PIN has grown its subscriber base from 11,000 to more than 30,000 licensed real estate professionals and has seen an annual revenue increase of 49.5%.

Kathy currently serves on the Trulia MLS Advisory Group and the Supra MLS Advisory Group. A member of CMLS since 1998, Kathy has served as a Director of this organization since 2006.

Most recently, Kathy was awarded the Women of FIRE (Finance, Insurance and Real Estate) Award by Banker & Tradesman, and also the Boston Globe's 30 Most Innovative People in Massachusetts Award.

Mike Cotrill – Northeast Oklahoma Real Estate Services; Tulsa, OK



The CMLS meeting is the most beneficial meeting I attend every year. I come away with more insight from this event than any other. I am honored to be considered as a nominee for the CMLS Board of Directors, and hope that I can help provide to my peers what other CMLS leaders have provided to me over the past several years. This is a pivotal time for the MLS industry; as a group, if we don't continue to work together and seek to find the best services for our members, someone else will.

Mike attended The University of Oklahoma and graduated with a Bachelor of Science degree in Business Administration. Having focused his studies on real estate, Mike began a career in real estate as a licensed real estate sales associate and appraiser in the state of Oklahoma. In February 2001, Mike obtained his Oklahoma Real Estate Broker's license.

As a licensed broker and appraiser in the Tulsa area, Mike specialized in residential foreclosure properties. In 2005, Mike accepted the job as Chief Operating Officer for the Greater Tulsa Association of REALTORS®. During his time with the association, he obtained the REALTOR® Association Certified Executive (RCE) designation and in 2010 was a finalist for the NAR Innovator of the Year award.

In July of 2011, Mike assumed the position of Chief Executive Officer of the Greater Tulsa Association of REALTORS® and Northeast Oklahoma Real Estate Services

Jay Gordon – Willamette Valley Multiple Listing Service;



I strongly believe in the mission and goals of the organization

I respect the way the organization helps MLS's keep up with the ever-changing needs of the real estate industry as a whole and want to continue to be a part of it.

I've run Willamette Valley MLS for 28 years, which gives me good insight into the issues facing the industry. I've participated in CMLS for 30 years. In those years, I held several board positions and supported the expansion of CMLS to cover the entire US and Canada. I believe I can help contribute to CMLS's growth and development in the future through participation on the CMLS Board in the next term.

Denise Gryder – FMLS;



I am so excited that CMLS is taking a more aggressive role in organizing and supporting MLSs. CMLS is especially important to FMLS since we are not an NAR-affiliated, privately owned MLS. We certainly keep up and follow the guidelines of NAR and attend NAR meetings and conventions, but we find the networking through CMLS much more beneficial and relevant for our needs. I was very impressed with the workshop sponsored by CMLS on data syndication and hope that CMLS can continue to offer value add pieces like that throughout the year.

I would be happy to serve on the CMLS Board of Directors, if elected, and would do my best to continue to raise awareness and promote discussion of MLS related issues.

I attended the University of Alabama and graduated from Georgia State University with a degree in marketing. I've spent the last 31 years in the real estate industry and have experience from both the vendor side and the customer/account side.

After some entry level jobs I decided that real estate was for me – I worked a couple of years as a real estate agent in the late 1970's (not an easy time in real estate). I took a job with PRC Realty Systems and managed several accounts as they grew to be one of the largest MLS system providers in the 1980s. I remained on the vendor side until moving over from Interealty to become the Director of Operations with FMLS in 1999. Due to tremendous growth in the early 2000's, we reorganized the company in 2003 - I was promoted to Executive Vice President - and grew from 35 employees, mostly administrative, to 60 today, covering all aspects of MLS support.

We didn't even have an IT department in 2003! Now we have not only our own IT department for internal support, but also a first class help desk for external member support. We developed our own training certification program and offer instructor-led hands-on training several times per week. Many of the training classes offer CE credit at no charge to our members. In addition, we have Member Service Representatives that take our training and promotion and message out into the member offices. We are constantly seeking ways to expand our service offerings and increase the value of our MLS. This is why CMLS is beneficial to me, I always learn great ideas when I get the chance to visit with other MLS leaders.

Jim Harrison – MLSListings Inc.;

I believe that with my experience working in leadership for the real estate industry and my hands-on experience evolving the MLS product at many different levels, along with strong relationships throughout the industry at the local, state, and national level; I can serve CMLS with a qualified perspective with which to

support progressiveness and growth, now and in the future, and support a much broader agenda for the organization. All the various MLS initiatives currently in play should be consolidated, and we should advocate for broader collaboration between the MLS industry participants



James oversees a staff of more than 50 in the day-to-day and strategic operational activities of MLSListings, Inc., serving the evolving needs of over 18,000 subscribers and affiliates in the Greater Bay Area. Jim engages local, regional and national counterparts in industry leadership and strategic initiatives central to the evolution of the MLS, and reports to the Board of Directors comprised of approximately 15 brokers representing a cross-section of the industry, as well as to our eight REALTOR® Association owners.

James is a 25 year veteran of REALTOR Association and regional MLS management. He was formerly the President and CEO for RE InfoLink, which was acquired by NCREX in 2005 and merged into MLSListings, Inc. James has previously served as CEO for the North Texas Real Estate Information Systems (NTREIS), as Senior Vice President/ Chief Financial and Information Technology Officer for the Northern Virginia Association of REALTORS, and as Deputy Executive Officer for the Greater Dallas Association of REALTORS.

James has served on the National Association of REALTORS (NAR) MLS Policy Committee for nine years, and has served as chair of the NAR/National Realtor Database System Standards Board and as a member of the Board of Governors for the Association Executive Institute. He is a founding member of COVE, has also served on the board of directors for NAR, the board of advisors for the Center for Realtor Technology (CRT) and the Presidential Advisory Group to create a business plan for the NAR Real Estate Gateway project; now known as Realtor Property Resource, or RPR. Additionally today he is on the board of advisors for RPR and Trulia, as well as on Dale Stinton's MLS Advisory Group . James holds a Bachelor's degree in Business Administration in Management from Sul Ross State University in Texas. He also holds a Certified Association Executive designation from the American Society of Association Executives as well as a REALTOR Association Certified Executive (RCE) from the NAR. In 2008 and 2010, James was named by Inman News as one of the Top 100 most Influential Leaders in real estate. A frequent speaker and volunteer in organized real estate, James represents MLSListings as one of the most progressive MLS operations in the country.

Cameron M. Paine – Connecticut Multiple Listing Services, Inc.; Wallington, CT



I believe that the MLS industry is on the cusp of what will be truly massive change and I believe that the CMLS can and should be at the center of that change. As an industry we are divided, lacking clear leadership and strategic direction. We have immensely talented leaders who are willing and able to share their expertise, but lack a vehicle to do so effectively. The CMLS can and should become the focal point for all things MLS and should strive to become the voice for MLSs the way NAR is the voice for REALTORS®. We have an unprecedented opportunity to help chart the course for our industry over the next decade. I would welcome the opportunity to be a part of that future.

Cameron Paine is the founding Chief Executive Officer of the Connecticut Statewide Multiple Listing Service. He executes board policy, ensures the smooth operation of the MLS service and oversees the organization's strategic direction.

Before joining CTMLS in 2006, Cameron served as CEO of the Bonita Springs-Estero Association of REALTORS®.

After graduating from Hamilton College with a degree in American History, he lived in New York City working in sales and marketing, then as a professional musician in San Francisco. In 1999, he won a GRAMMY® award.

Cameron is the published author of a number of industry papers, including the 133 page guide “How to Build a Statewide MLS,” “The MLS Bill of Rights,” and more recently a paper illuminating the problems surrounding the .MLS domain name initiative. He was recognized by Inman News as one of the Top 100 Most Influential People in Real Estate and is a regular panelist at Real Estate Connect conferences in New York and San Francisco.

Cameron is married and has a five year old daughter.

Richard B. Renton Jr. – Triad Multiple Listing Services, Inc.; High Point, NC

As CEO of Triad MLS, a regional entity servicing over 3,500 members and an eleven county primary region, I have experience in working with multiple Shareholder and Subscribing Association’s of REALTORS® to deliver a variety of relevant MLS services to all our members as well as running the day to day operations of the business.



I feel I could bring significant background and experience to the Council and I welcome the opportunity to participate at the BOD level. I have attended every CMLS meeting since starting in this position and am well versed on the past and current issues surrounding our industry. In fact, I attend most national meetings as well as many local sessions with surrounding MLS’s.

Working in this industry at this level has afforded me the opportunity to learn from many experts and the networking that occurs is most valuable to not only our individual MLS but also to the industry as a whole. While in this leadership role at our regional MLS and working through the governance structure of our shareholders we have discussed very large and relevant issues surrounding many of the topics we all hear about every day including data licensing agreements, syndication, and lawsuits. As a result, we’ve made some very strategic and significant decisions concerning these issues. I feel that I am well versed on these subjects and again, would welcome the opportunity to serve in a leadership role on the Council of MLS Board of Directors.

Richard has served on the State MLS Committee, a member at large on the 2010 AE Committee and served as the Regional MLS Association Executive on the 2010 NAR Board of Directors.

Wes Wiggins – Regional Multiple Listing Service;



I am seeking another term on the CMLS Board because I recognize the value of the organization to the MLS community and its potential for growing into the definitive resource for all things MLS. Having viewed the progress and assisted in moving the organization forward, I look forward to another term of growth and successes for the organization.

Wes Wiggins was hired as General Manager for the Regional Multiple Listing Service in July of 2011. Prior to that, Wes spent 6 years at the Tucson MLS as Vice President of MLS. Wes is actively involved in local and national MLS organizations including NAR's MLS Issues and Policies Committee, The Council of Multiple Listing Services (CMLS), and the realtor.com MLS Executives Advisory Committee. Wes has collaborated on statewide MLS data sharing initiatives, worked with Fannie Mae to improve the Short Sale process, and was instrumental in implementing the 1st international MLS data share between Tucson and San Carlos, Mexico. Prior to joining the MLS industry Wes was a Manufacturing Supervisor for Texas Instruments.