

Fredericksburg Area Association of REALTORS®

Board of Directors Meeting

Minutes

January 6, 2009

9 am

FAAR

Mission Statement: *The Fredericksburg Area Association of REALTORS® exemplifies integrity, professionalism and service to the community.*

Meeting Called by: Sherry Bailey, President

Type: Regular Meeting

Minutes By: Pat Breme, CEO

Officers & Directors Present:

President Sherry Bailey, President- Elect Latana Locke, Vice President Latana Locke, Treasurer Suzanne Brady and Directors: Mike Boitnott, Chip Taylor, Penny Traber, Sandy Lovell, Brooke Miller, Shelby Harvey, Immediate Past President Sha Williams-Hinnant,

Absent: Anne Overington

Staff: Sharon Toombs, Matthew Rathbun, Rene Daniels, Suzy Stone

Guests: Tibor Blasky, Basky & Associates

Call to Order- Sherry Bailey

Comments: None

Consent Agenda- Approved

Treasurer's Report- The December report was submitted by Treasurer Suzanne Brady and filed for audit. Pat Breme reported that the cost of hiring a consultant (over \$2000) to evaluate the HVAC system was listed under Other Expenses. She commented that the staff was now trained to make adjustments to the system but the basic HVAC plan, in her opinion, was flawed causing uneven distribution of the heat and air.

Working Groups Reports- Sherry Bailey

Budget & Finance

Fredericksburg REALTOR® Foundation

Education

Matthew Rathbun submitted a report highlighting the Lake Anna 2-day, CE Boot Camp at the Lake Anna Winery culminating in a Happy Hour on the last day. He also reported that in 2008, FAAR held 88 classes and the projection for 2009 is 127 classes.

Special Functions

Rene Daniels reported that 122 attended the installation event. The December Whine & Wine at Kybecca (Rt. 3 location) was a small group but they enjoyed the wine store location.

Managing Broker Network

Co-Chair Chip Taylor reported that his Group and FABAA are planning a February networking event for both Associations. John Haid is organizing the event. He volunteers with both Associations. Taylor commented that the January 15 Network meeting features Sherry Bailey on the Stellar Service customer service campaign and a report from the FLS representative Drea Johnson.

Community Outreach

2008 Chair Penny Traber reported the December activities. The dinner at the Shelter went very well. Traber commented that the dinner and gifts were funded by contributions from Emerge and the Managing Broker Network. Sha Williams-Hinnant reported that volunteer schedule for the Candlelight Tour was disjointed and participation was down. The Group hopes to come up with a special promotion for the 1/2 USMC Marathon in May.

Public Relations

Technology

Awards

Investment

Tibor Blasky of Blasky & Associates reported that FAAR's investments performed better than the DOW and S&P and that no sector on Wall St. did well. He predicted that the recession would continue into the first two quarters of 2009. Blasky also recommended that FAAR not alter the current portfolio.

Governmental Affairs

GAD Suzy Stone reported that the push continued to gain support from Spotsylvania voters to turn out to a March Supervisors meeting where the VRE extension will be voted up or down. FAAR's Issues Mobilization money from VAR, as well as, other contributions are funding the voter campaign.

Old Business

Formal approval of the four new REALTORS® Foundation appointments

A motion was made, seconded and carried to approve the following appointments- Julie Farmer, Betty Nolan Kaiser, Linda-Laub Canty and Drew Fristoe.

Sentilock update

Pat Breme reported that Lori and other staff would attend all three conversions (PWAR, GPAAR and NVAR) to accept SUPRA key transfers.

PWAR lockbox purchase

Pat Breme reported that upon her request, PWAR lowered their used SUPRA lockbox price to \$25 each. A motion was made, seconded and carried to purchase 350 boxes. Another motion was made, seconded and carried to sell those boxes for \$49.95 beginning February 1.

New Business**Sentrilock- Concern over FAAR's wait-see approach**

The BOD reviewed the email sent by member Graham Green IV. Sherry Bailey commented on her conversation with him in which she promised that the details of the conversion and its ramifications would be communicated to the membership before the first conversion.

Changes to the FAAR bylaws

A motion was made, seconded and carried to approve the NAR requested and *recommended* changes.

Professional Standards case report- 1997-2008

Pat Breme submitted the report and commented that it will also be a FAAR Forum blog post.

Plea from member to accept dues payments in installments

A motion was made, seconded and carried to decline the request. There was one abstention and one no vote.

VA Utility & Railroad Safety request

The group agreed to get the word out to the membership through FAAR communication and the use of the tools sent by the Division of Utility and Railroad Safety. The group suggested offering the organization a booth at the 2009 Trade Show.

MRIS Subscriber Advisory Council Group Report

Council member Sandy Lovell reported on the activities of the group. Latana Locke recommended that MRIS add the Association Affiliates to the roster. Chip Taylor asked Lovell to take back the idea of adding a *To-Be-Built* category to the existing fields.

FYI & Correspondence

Sherry Bailey reviewed the correspondence.