

Fredericksburg Area Association of REALTORS®

Board of Directors Meeting

Minutes

April 7, 2008

9:00 am

FAAR

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

Meeting Called by: Sha Williams-Hinnant, President

Type: Regular Meeting

Minutes By: Pat Breme, CEO

Officers & Directors Present:

President Sha Williams-Hinnant, President- Elect Sherry Bailey, Vice President Latana Locke, Treasurer Claire-Forcier Rowe and Directors: Suzanne Brady, Anne Johnson, Chip Taylor, Penny Traber and Immediate Past President Suzy Stone.

Absent: Sandra Lovell, Anne Overington, Mike Boitnott

Staff: Sharon Toombs, Charles Davis, Rene Daniels, Matthew Rathbun

Agenda

Call to Order- Sha Williams-Hinnant

Guests- Eric Ruck, FAAR's IT consultant

Consent Agenda- approved

Suzy Stone commented that 68 players had signed up for the golf tournament to benefit Al Sharp.

Treasurer's Report- The March report was submitted by Treasurer Claire Forcier-Rowe and filed for audit.

Working Groups Reports- She Williams-Hinnant

Fredericksburg REALTOR® Foundation

Education

Matthew Rathbun explained that CE/PL instructors must meet certain qualifications not previously set. In an informal polling of other Association schools, Rathbun found that RECA has educated 2 times the number of members since January. RECA has another 17 classes pending approval by the VREB making a total of 30 that will be added to the RECA schedule when approved.

Special Functions

Anne Overington reported that the final profit of the Foundation's Silent Auction has not been calculated as yet. Sha Hinnant commented that the presentation of the Professional Honor Role was awkward because only

some of the recipients that came forward had opted for a trophy. She recommended that everyone be given a certificate at the presentation.

Community Service

Co-Chair Penny Traber commented that more volunteers were needed for Ride Virginia on April 19. She added that the group was planning a children's coloring station in the FAAR parking lot during the USMC ½ Marathon on May 18.

Public Relations

Technology

Awards

Investment

Budget & Finance

Legislative & Governmental Affairs

Governmental Affairs Director Charles Davis and Co-Chair Suzy Stone explained the Potomac Overlay District issues and how it will greatly impact property use.

Old Business

Strategic Planning session organization/request for increased budget

A motion was made, seconded and carried to add \$1200 to the current budget of \$5000.

UMW Multicultural Fair wrap-up

Sha Hinnant described how those who manned the FAAR table answered home buying questions of the attendees and invited them to come to FAAR's home buying seminar and fair on May 3.

IMIS Server upgrade

FAAR's IT consultant Eric explained that the it will cost up to \$15,000 to upgrade the IMIS server which includes back-up and rack improvements. A motion was made, seconded and carried to approve an expenditure up to \$15,000 for the above mentioned items.

New Business

Capitol Results meeting

Sherry Bailey commented on the meeting with Capitol Results concerning FAAR's land use issues. The company was hired by VAR to create the Your Virginia program. Suzy Stone, Charles Davis and Pat Breme also attended. A motion was made, seconded and carried to select Charles Davis as FAAR's contact person with Capitol Results.

MRIS update

Sandra Lovell's action report of the MRIS User Group, of which she is a member, was postponed until the May meeting.

Letter to DRs regarding agent affiliation/bylaws change

Pat Breme explained that a letter went out to brokers requesting a list of their agents and their association membership. FAAR will cross check those lists with VREB records to see if there are agents who are not a member of a any REALTOR® Association. A motion was made, seconded and carried to add language from NAR's Model Bylaws to FAAR's Bylaws establishing that FARR will annually request the agent list in the 2nd quarter of the year and that the response must be sent within 10 business days. The change will be placed on the September election ballot.

2008 ADC Map Book

Sha Hinnant appointed Chip Taylor, Sandra Lovell, Suzanne Brady and Latana Locke to review the recommendations for the upcoming book.

Museum Brick sponsorship

FAAR will not make a contribution to the Brick Program but will get the word out to the membership about the funding raising opportunity.

New Real Estate Showcase front page selections

A motion was made, seconded and carried to choose the green, brushed-stroked version of the name plate.

FYI & Correspondence