

Fredericksburg Area Association of REALTORS®  
Board of Directors Meeting

# Minutes

May 6, 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, Secretary Anne Overington, Treasurer Claire-Forcier Rowe and Directors: Anne Johnson, Chip Taylor, Penny Traber, Sandra Lovell and Immediate Past President Suzy Stone.

**Absent:** Suzanne Brady and Mike Boitnott

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

**Agenda**

**Call to Order-** Sha Williams-Hinnant

**Guests-** Bruce Seger, Habitat Executive Director presented FAAR with a plaque honoring the support the Association gave for the Poker Run. \$6200 was raised by the motorcycle ride event.

**Consent Agenda-** approved

Pat Breme commented that the VAR Outreach lunch is June 10. The Board members were asked RSVP to her ASAP possible. Restaurant TBA.

**Treasurer's Report-** The April report was submitted by Treasurer Claire Forcier-Rowe and filed for audit. She reported that the Investment Working Group met and based on the advice of the Financial Planner, no adjustments were made. The group will review the portfolio again in July.

**Working Groups Reports-** She Williams-Hinnant

Fredericksburg REALTOR® Foundation

**Education**

Matthew Rathbun explained that CE/PL will begin in June. He also noted that the blank sign space on the monument sign would become signage for RECA.

**Special Functions**

Anne Overington reported that the annual Golf Tournament was once again enjoyed by all. \$16,320 was raised, \$5000 for RPAC. There was a

discussion whether the other half went to the Foundation or was split between the Foundation and Habitat. Pat Breme said she will review the Minutes to see what the motion states. The 2009 Golf Tournament is scheduled for May 4 at Fawn Lake.

The group will have to look at another way to raise funds at Casino Night since the gaming laws did not permit the additional sales of play money. In the past, FAAR had been able to sell the extra paper money which added greatly to the net profit of the event.

The picnic format was changed to a Family Bowling Night and is scheduled for July 28.

The 2009 REALTOR® Ball is scheduled for April 11.

### **Community Service**

Co-Chair Penny Traber commented that Michelle Wilson and Janet Lopez worked hard to make the Poker Fun a success. She explained that Brooke Miller will have a *create a poster station* at FAAR for people to make signs to display to the runners of the Historic Half Marathon Run on May 18.

The next Shelter dinner is June 12.

Public Relations

### **Technology**

Charles Davis reported that a lunch is scheduled for the FAAR Form blog authors on May 12 and that the actual launch of the blog is slated for May 19.

Awards

**Investment-** see Treasurer's notes above

Budget & Finance

### **Legislative & Governmental Affairs**

Governmental Affairs Director Charles Davis and Co-Chair Suzy Stone commented that all but Mary Katherine Greenlaw's RPAC check had been delivered. The boat will leave the dock at 3 pm for the Annual RPAC Cruise on June 26. He urged the BOD to attend. Great prizes will be the incentive for attendees to raise their level of contribution. Davis reported that VAR had given Stuart Whitman a \$3000 RPAC contribution and made other donations to Houck and Howell but not to Cole and Orrock. He also stated that Stone, President Hinnant and himself will attend the VAR Congressional lunch at the Washington DC Mid Year meeting.

## **Old Business**

### **Hispanic home buying seminar- wrap-up**

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

### **Hispanic Home Buying Seminar at FAAR wrap-up**

Sha Hinnant and Sherry Bailey reported that only 6 of the 20+ who signed up for the FAAR session actually came. The next event is the VHDA Home Buyer seminar on May 17. Hinnant said the best part of the process was working with the Spanish speaking member group. VHDA and FAAR will set up a schedule of English and Spanish home buyer classes, perhaps one a month. She also commented that making inroads into the Hispanic community are measured one small success at a time. The last part of the outreach is the At Home with Diversity course planned for member participation on September 9.

### **ADC Map book Task Force**

A motion was made, seconded and carried to no longer contract with ADC Maps for additional books. Pat Breme was directed to see if the company would consider a buy out of the current contract so that FAAR would not have to print the last edition in the three edition contract. The group also agreed to sell the remainder of the 2007 books for \$13.

A additional motion was made, seconded and carried to let the Task Force make the final selection of the 20 new pages if the printing of the last edition moves forward.

## **New Business**

### **MRIS rebates**

Pat Breme announced that MRIS is distributing a portion of its reserves in the following way- Shareholders will receive an amount based on their respective voting shares. Subscribers will receive a credit for one month. Brokers will receive an amount based on the total number of offices.

### **VAR Standard Forms and other items**

Matthew Rathbun, a member of the VAR Standards Form group, reported that NVAR will stop printing forms, including the contract, the Jurisdictional Addendum and Clauses and Contingencies forms and make them available only on-line for their members or subscribers. In the future, since FAAR members will have to decide which contract they want to use, FAAR will offer classes for members to become familiar with the VAR contract verses the Regional contract.

Rathbun also commented on the MLSwiki.com. The site is taking data from traditional mls' and allowing anyone to make comments about the listings. He also reported that many features offered at Realtor.com that previously incurred additional charges are now part of the standard package.

### **Grantor's Tax**

After an explanation from Charles Davis that the Dulles Area Association of REALTOR® was seeking support against the Grantor's Tax, a motion was made, seconded and approved to take no position at the time on the Grantor's Tax. FAAR's position mirrors that of VAR.

### **FAAR Policy Manual change**

A motion was made, seconded and carried to eliminate the need to advertise criteria changes to FAAR awards a full year before they become effective.

### **MRIS Update**

Sandra Lovell reported on the activities of the MRIS User Group, of which she is a member. Lovell commented on the many new features soon to be implemented.

### **The Free Lance-Star article distorts membership decreases**

Pat Breme commented that a reporter's article shown the decline in membership comparing years of increases to the dramatic decline at the end of 2007 but failed to mention that there was a steady increase beginning in January of 2008.

### **FYI & Correspondence**