

Fredericksburg Area Association of REALTORS®

Board of Directors Meeting

Minutes

August 5, 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, Mike Boitnott, Chip Taylor, Penny Traber, Sandy Lovell, Suzy Stone.

Absent: Anne Johnson and Anne Overington

Staff: Sharon Toombs, Matthew Rathbun, Rene Daniels

Guests: Brooke Miller, Drew Fristo

Call to Order- Sha Williams-Hinnant

Consent Agenda- approved

Treasurer's Report- The July report was submitted by Treasurer Claire Forcier-Rowe and filed for audit. Sharon Toombs reported that the 2007 income tax refund has been received and is deposited in a money market account to be drawn on as needed to support FAAR operations.

Working Groups Reports- Sha Williams-Hinnant

Fredericksburg REALTOR® Foundation

The Foundation Chair Christine Singhass submitted a written report and requested two items. A motion was made, seconded and carried to allow the Foundation to give a complimentary 2009 FAAR membership as a raffle prize at the Trade Show. Secondly, the BOD approved, with editing changes, the Foundation's Mission Statement. In another action, a motion was made, seconded and carried to approve Barbara Blackburn to fill the interim term (ending 2008) of vacating Governor Gail Penman. With great regret the group accepted Penman's letter of resignation from all her FAAR positions.

Education

Matthew Rathbun reported that out-of-office training was becoming a very popular request. He announced that RECA will begin teaching the licensing course in September.

Special Functions

Rene Daniels reported that the next Whine & Wine is Oct. 3 and it will feature "starving" artists. The Emerge group will help with the event.

Managing Broker Network

Co-Chair Chip Taylor reported that the next networking lunch is September 12. He hopes to see the group's numbers increase. He stressed that the mission is management information sharing among peers and that its mission is not to carry the message of the Board of Directors.

Emerge

Chair Sarah Stelmok requested \$1500 for the group's start up expenses. A motion was made, seconded and carried to fund the purchase of a banner and koozies costing up to \$550. Stelmok reported that the first Emerge event was a cocktail party on August 16 at Maury School Commons. Emerge will either support or organize the following events- Oct. 3 Whine & Wine, Oct. 24 Pumpkin Festival at Ladysmith Village and a Pre-Installation Cocktail Party on December 4.

Community Service

Penny Traber stated that the group did not meet in July and that the next Homeless Shelter dinner was September 12.

Public Relations

Technology

Awards

Investment

Budget & Finance

Governmental Affairs

Based on the recommendations of the Legislative Working Group represented by Co-Chair Suzy Stone, a motion was made, seconded and carried to contribute \$1000 from FAAR RPAC funds to Stafford Supervisor Paul Milde to cover some of the cost of a survey he funded speaking against the BPOL tax in Stafford. A motion was made, seconded and carried to approve a letter penned by Charles Davis to the area state legislators admonishing them for not coming up with a solution to the transportation problems of the state. Stone also reported that Katherine Greenlaw declined the RPAC campaign contribution for her run for Fredericksburg City Council. She does not have a campaign debt.

Old Business

ADC Maps counter proposal

The correspondence was acknowledged in which ADC Maps agreed to lower the buy out to \$15,000.

Further outreach to members regarding the dues increase

The group agreed that the letter penned by Breme and Hinnant sufficed in explaining the reasoning behind the increase and that other comments in an upcoming newsletter were not necessary.

Association Leadership Development Program

Pat Breme explained that all those who responded to the survey and showed interest in the program had been called personally and urged to apply. The deadline for application is August 15.

New Business

Sentrilock email to Association leadership

The group agreed that the email sent to surrounding Associations was the appropriate action so that FAAR could set the record straight about the chain of events around the Consortium vote and FAAR's contract commitment with SUPRA.

Selection on an Election Committee

President Sha Williams-Hinnant appointed Lynn Lenahan, Shirley Sorrentino and Mike Boitnott.

VAR Commercial Alliance

A motion was made, seconded and carried to send a letter to VAR supporting the Commercial Alliance's efforts to secure a state certification program.

Pre-Paid Legal Services

Pat Breme will invite the Pre-Paid Legal Services representative to the September meeting to make a presentation about the services of the company.

VAR Convention attendee list

The group was urged to sign up for the Baltimore convention if they had not already done so.

FYI & Correspondence

Sha Williams- Hinnant reviewed the correspondence.

Executive Session

A motion was made, seconded and carried to uphold a recent decision by a professional standards hearing panel.