

Fredericksburg Area Association of REALTORS®

Board of Directors

Meeting

Minutes

September 2, 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: Suzanne Brady, Mike Boitnott, Chip Taylor, Penny Traber, Sandy Lovell, Suzy Stone.

Absent: Anne Johnson

Staff: Sharon Toombs, Matthew Rathbun, Rene Daniels

Guests: Christine Singhass with the REALTOR® Foundation, John Haid and Eric Ruck with the Technology Working Group, Preston Rogers with Pre-Paid Legal Services

Call to Order- Sha Williams-Hinnant

Consent Agenda- Approved with the exception of page 6 where the words *The majority of the group* was added to describe the agreement to send a letter to the VA associations converting to Sentrilock. On page 5 the Homeless Shelter dinner is on September 11 not 12.

Treasurer's Report- The August report was submitted by Treasurer Claire Forcier-Rowe and filed for audit. She noted the high propane cost. Pat Breme said she had contacted a outside consultant to look at the HVAC system to determine what problems existed.

Working Groups Reports- Sha Williams-Hinnant

Fredericksburg REALTOR® Foundation

The Foundation Chair Christine Singhass stated that the Foundation had created an action plan. Each Governor is a liaison with at least one community organization. The group will sell raffle tickets at the Trade Show. The winner gets their 2009 FAAR dues paid. She reported that deposit requests are down. They are working with the Central Virginia Housing Coalition.

Education

Suzanne Brady and Matthew Rathbun reported that the first RECA pre-licensing class will begin on September 15. There has been an impressive advertising blitz including a push to the brokers. The 2009 schedule will not categorize the classes for particular groups. The emphasis will be on the Road Shows, boot camps and the designation courses.

Special Functions

Anne Overington and Rene Daniels reported that the next Whine & Wine is Oct. 3. Members will be asked to bring cereal for the Food Bank to the October 23 Halloween Mixer.

Managing Broker Network

Co-Chair Chip Taylor reported that the next networking lunch is September 12.

Emerge

Pat Breme and Suzy Stone reported that 30 or so attended Emerge's first event, a cocktail party at the Maury Commons.

Community Service

Penny Traber reported that the group is looking for volunteers.

Public Relations

Technology

Chair John Haid and member Eric Ruck reported that the server migration to an in-house location was finished a week ahead of schedule and perhaps under budget. The speed had increased and there were minimal outages during the migration.

Awards

Investment

Budget & Finance

Governmental Affairs

An emailed passed motion was placed into the record. A motion was made, seconded and carried to contribute \$500 from FAAR RPAC funds to assist in the cost of the Chamber's Stephen Fuller study about a land use issue. Stone commented that FAAR should be entitled to 4 free tickets to a Supervisor Paul Milde fundraiser since FAAR made a \$1000 contribution to defray the cost of a anti-BPOL mailing. She also commented on the irate phone call that Speaker of the house Bill Howell made to Pat Breme. He was irritated that FAAR sent a letter to state legislators voicing disappointment that no progress had been made with the state's transportation problems. He followed up the phone call with a letter. Senator Houck, however, sent a letter agreeing with FAAR's stand.

Old Business

Dues increase, complaints from members

A letter sent by Fenton Piggot was discussed as well as a phone call made by Linda Harris. Both members were unhappy with the dues increase.

Association Leadership Development Program

Pat Breme explained that the program was in jeopardy because the Dulles and Prince William Associations did not get the 7 applications they needed. The AEs from those Associations were making an eleventh hour push to come up with the number. The first session is September 11. The group discussed holding a FAAR version of the Program if the three-association effort did not proceed. Claire asked to be added to the group if that happened.

Surround Sound session

The BOD members who attended enjoyed the media training by NAR. The program will be reviewed for a FAAR application.

New Business

Sentrilock conference call

Sha Williams- Hinnant reported that those on the call talked most about reciprocity access. Each association was coming up with their own plan. Also discussed was day codes. Nothing was decided.

VAR Structure & Representation Work Group-

Sha Williams-Hinnant reported that at the first meeting the group was briefed on the over all VAR representation structure. She commented that the group assembled, one representative per Association, was not necessarily up to date on the workings of VAR. Suzy Stone commented that a one member per Association representation on Policy Board might mean quantity over quality. Sha Williams-Hinnant stated that some ideas discussed were: at-large appointments, changing the application deadline, and regional representation.

VAR Real Estate Education Foundation

The group asked Suzanne Brady to consider applying for the position.

Appeal a member regarding new member requirements

A motion was made, seconded and carried to deny the appeal of a member who failed to attend any of the three ethics and orientation classes that were available to her to fulfill her membership requirement.

Mileage reimbursement

A motion was made, seconded and carried to keep the mileage reimbursement at 48.5 and not adopt the recently raised IRS rate. The latter rate would apply only for those bound by a contract stipulating the IRS rate.

MRIS Leadership Meeting report

Pat Breme stated that the meeting covered items that were already briefed by Sandy Lovell's SAC report.

NAR Leadership Summit

Pat Breme reported that she met with an NAR Human Resources staff member to discuss various topics including updating the FAAR Employee Manual. President-Elect Sherry Bailey was unable to attend the Chicago meeting.

VAR's NAR Director election

FAAR VAR Delegates, Williams-Hinnant, Bailey and Singhass will cast FAAR's votes after they hear each candidate's presentation at Convention's Delegate Body meeting.

Fredericksburg Area Builder Association request

Pat Breme was approached by FABA to consider sharing a GAD. FABA Executive Director Bea Phelps will talk to other Builder Associations who have a GAD sharing program with a local REALTOR® Association.

Pre-Paid Legal Services

Preston Rogers made a presentation to the Board.

Virginia Leadership Academy for FAAR 2009 candidates

Christine Singhass and Sarah Stelmok will each receive \$1000 to assist in their tuition. This is a budgeted item.

FYI & Correspondence

Sha Williams- Hinnant reviewed the correspondence.

Executive Session

Personnel issue