

*Fredericksburg Area Association of REALTORS®*

# Board of Directors Meeting

## Minutes

**October 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 Claire Forcier-Rowe, Secretary Chip Taylor, Treasurer Suzanne Brady and Directors: Mike Boitnott, Penny Traber, Brooke Miller, Sha Williams-Hinnant, Joyce Compton, Shelby Harvey, Sandy Lovell

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

**Guests:** Tibor Basky, Melanie Thompson

**Call to Order-** Sherry Bailey

**Comments:** Sherry Bailey welcomed newly elected 2010 Directors Debbie Irwin, Sarah Stelmok and Christine Singhass.

### **Consent Agenda- Approved**

**Treasurer's Report-** The September report was submitted by Treasurer Suzanne Brady and filed for audit.

### **Working Groups Reports- Sherry Bailey**

#### ***Budget & Finance***

### **Fredericksburg REALTOR® Foundation**

Chairman Shelby Harvey reported the group provided volunteers to paint and work on a drain field for a Habitat house in King George. The Group also paid for appliances for the home. A raffle at the Ladysmith Village Uncorked! event raised funds for the Foundation.

### **Education**

Liaison Matthew Rathbun reported that the requests for outside the area Road Shows has increased. Fewer new members has decreased the size of the PL Boot Camps. Overall RECA instructors are getting good reviews. RECA will offer a free, one day Short Sales Representative class in November. Rathbun and Pat Breme will serve on a VAR Professionalism Task Force. The FAAR Forum is now also located on the homepage of faarmembers.com.

### **Special Functions**

Rene Daniels reported that 325 members and 72 vendors participated in the September Trade Show. The 2010 date is tentatively September 22 and the date

for the Awards Luncheon is April 1. The Halloween Mixer is November 30 and Installation December 3.

Professional Standards/Grievance

Nominating

**Member Outreach**

Co-Chair Chip Taylor reported that two Caroline County offices called and thanked FAAR for bringing the class to the area.

**Managing Broker Network**

Co-Chair Chip Taylor announced the next meeting is on November 19. The Short Sales Reference Guide will be discussed.

**EMERGE**

Co-Chair Brooke Miller reported that children's pumpkin carving event at Ladysmith Village was cancelled. The group will help set up for the Halloween Mixer. Sarah Stelmok read thank you letters from teachers who had received donations for classroom supplies.

**Public Outreach**

Working Group member Claire Forcier-Rowe reported the REALTOR® image ads have appeared in the Real Estate Showcase. The group did get some completed forms at the Trade Show nominating agents to be spotlighted in the Showcase for their community involvement.

**Community Outreach**

Thirty eight offices are participating in the October Cereal Drive. The Real Estate Showcase is running an ad with the drop off locations. Some of the donated cereal will be given to needy groups in the areas where the cereal was collected. The annual homeless shelter Christmas party is planned and FAAR will host a Candlelight Tour house.

**Technology**

**Awards**

**Multicultural**

Co-Chair Sha Williams-Hinnant reported the October 3 VHDA class had 5 attendees. NSWC/FCU provided the lunch. The Spanish speaking classes are not going as well as the English. The group hopes to promote the classes better in the Hispanic community.

**Investment**

Financial planner Tibor Basky reported the market was up 19.67% even though the unemployment numbers were still high. The FAAR portfolio is coming back. He sees that there is cash available in the market and investors are ready to reinvest.

**Legislative & Governmental Affairs**

A motion was made, seconded and carried to affirm the electronic vote to approve the candidate endorsements. (1 abstained)

GAD Suzy Stone reported that a new distribution of RPAC funds was established. For every \$100, \$30 goes to NAR, another \$30 to VAR and \$20 to FAAR plus another \$20 to support state candidates. She commented that another postcard was going out soliciting support for Spotsylvania Supervisors Skinner and Pitts. She added that the local vested rights issue will be in the 2010 VAR bills submission.

**Old Business**

**Investment Working Group Report**

Suzanne Brady advanced the recommendations of the Group. A motion was made, seconded and carried to approve #1-3 and #4 was amended to add a clarification. *See sheet.*

**Ethics Dialogue update**

Sherry Bailey reported that the Short Sales Reference Guide would be posted to a website in November. Lem Marshall's Shot Sale Summit is scheduled at FAAR on October 30. MRIS is holding a Summit to discuss short sales on October 28. All three events are a result of the efforts of the Group.

**NAR's Game Changer contest**

Latana Locke reported that FAAR had submitted two ideas- a consumer website and a networked calendar. The winners will be announced at the NAR Convention in San Diego.

**Appeal of Mike Wilmore**

Pat Breme updated the group on the issue of Whitmore rejected plea to join FAAR real estate office without joining FAAR. His broker has sent his license back to Richmond.

**New Business**

**FAAR endorsement of Suzy Stone for VAR RPAC Trustee**

A motion was made, seconded and carried to send a letter of endorsement for the appointment of Suzy Stone to a VAR RPAC Trustee position. The endorsement letter was requested by Melanie Thompson.

**Election results**

Chairman Sha Hinnant announced the winners of the election and the 2010 Leadership Team.

**Key System Task Force**

Sherry Bailey appointed Jim Rake, Suzy Stone to co-chair the group and Sha Williams-Hinnant and Claire Forcier-Rowe as members. She requested that the Chairs complete the group with representatives from all the areas FAAR serves.

**VAR Leadership Conference**

A motion was made, seconded and carried to cover the \$30 fee for the Board of Directors and the 2010 Co-Chairs for the December Conference.

**Rescheduled December meeting**

The meeting is rescheduled to December 8.

**VAR Delegate selection**

Pat Breme will solicit nominations from the membership for the third VAR Delegate position. The nominations will be reviewed at the November meeting.

**Update proposals to the revamp the website**

Matthew Rathbun reported that a RFP was sent out for proposals. The deadline is mid-October.

**Annual Report pricing**

A motion was made, seconded to spend up to \$1200 for a 2009 report. (1 abstained)

**Year-end gift giving**

A motion was made, seconded and carried to allot up to \$800 for the President to purchase year-end thank you gifts for the Leadership Team and Working Group Co-Chairs. The funds were eliminated from the 2009 budget.

**FYI & Correspondence**

Sherry Bailey reviewed the correspondence.