

Fredericksburg Area Association of REALTORS® Board of Directors Meeting

Minutes

October 5, 2010

9 am

FAAR

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

Meeting Called by: Latana Locke, President

Type: Regular Meeting

Minutes By: Pat Breme, CEO

Officers & Directors Present:

President Latana Locke, President-Elect Claire Forcier-Rowe, Vice President Chip Taylor, Secretary Mike Boitnott, Treasurer Suzanne Brady and Directors: Bob Mercurio, Sarah Stelmok, Brooke Miller, Past President Sherry Bailey

Absent: None

Staff: Sharon Toombs, Suzy Stone, Rene Daniels, Kim McClellan, Steve Volney

Guests: Broker Kevin Breen, Sha Williams Hinnat and 2011 Director Linda Fosdick

Call to Order- Latana Locke

Comments: Latana Locke announced Education Director Steve Volny was leaving FAAR. She commended him on his work and wished him well.

Locke also asked if any of the guests wanted to make a comment regarding the vote to enter contract negotiations with SUPRA or Sentrilock.

Breen asked that the BOD choose Sentrilock because he felt that selecting SUPRA would continue the current 2- box environment. Hinnat replied that the majority of the members wanted to remain with SUPRA as evidenced in the results of the Straw Poll. Fosdick commented that for some members, there will be a 2-box environment no matter what vender is selected.

Consent Agenda- Approved

Treasurer's Report- August Financial Statements was approved and filed for audit.

Old Business

Election Task Force report

Chair Lynn Lenahan submitted a report recommending a number of changes to the process on Election Day. They will be implemented where appropriate. A motion was made seconded and carried to open the ballot up so that members may vote for as many candidates as they wish.

Citation Program report*

Ethics Dialogue participant Sherry Bailey reported that a joint meeting was held of Grievance and Professional Standards members and Sarah Petcher, NVAR Counsel, who joined in by phone. Petcher explained the details of the process. The group recommended that FAAR adopt the Program. A motion was made, seconded and carried to adopt the Citation Program. It will be implemented in January 2011.

New Business

Key system review/balloting*

Key System Task Force Chair Suzy Stone reviewed the almost year-long marketing program to inform the members of the pending key box decision. She cited the many types of outreaches including office visits, electronic communications, printed materials, website and YouTube presentations, etc. Following discussion ballots were distributed. The results of the balloting- 8 in favor of negotiating a new contract with SUPRA and 3 in favor of choosing Sentrilock. A small negotiating team will be assigned to begin talks with SUPRA.

Foundation Governors stepping down

Chair Tricia Barnes announced that she and Sandi Stein would not be seeking a second term. Pan Wharton, who filled the unexpired term of another, is seeking her own term. (Resume was included.) Locke thanked Barnes for her service. Barnes highlighted the written report. Over \$4200 was raised through the moon bounces sponsored by the Foundation at the Ockoberfest event. In the Hands-Up for Educators grant program, \$7765 was distributed to selected applicants. \$1735 remains of the NAR grant. Local businesses will be approached to contribute to the fund.

Scavenger Hunt

Marketing Director Rene Daniels described the game where members will be asked to identify photos taken of locations in the FAAR jurisdiction. Those who identify all the photos correctly will have their names entered into a drawing for an iPad. The game will be featured on Facebook and the goal is to increase the number of "fans" of the page. The winner will be announced at the November 19 Town Hall meeting.

Working Groups Reports- Latana Locke

Budget & Finance

REALTOR® Foundation

See above report.

Education

RECA Director Steve Volny reported that 568 students attended classes in September and that October classes were looking profitable. Michele Freemyers is creating a contract class. A graph of class activity was presented as the report.

Special Functions

Rene Daniels reported the Trade Show actually showed a profit of \$133 and was not in the red over \$1000 as reported last month. Seventy-seven post Trade Show surveys were returned and the comments were very favorable. The October 15 Uncorked! featuring a wine tasting and appetizers follows the New Member Orientation. BOD members are urged to attend to meet new members. The Halloween mixer on October 28 features a costume contest.

Professional Standards/Grievance

Nominating

Member Outreach/FAAR Reps

Co-Chair Debbie Irwin passed a sign-up sheet around so the BOD members would call brokers of companies who have yet to assign an agent as a FAAR Rep. She reviewed what she has done to re-vamped the organization of the WG. They will now have 1-2 representatives from each county FAAR serves. These reps will be sent information to distribute to the offices in their area. The group will gather quarterly.

Managing Broker Network

Chip Taylor commented on how pleased he was with the group and was amazed at the knowledge of the attendees. The next meeting will cover the VREB inspection form.

Emerge

Kim McClellan reported that the group will meet next week. They are still working on the November 13 Wii event.

Public Outreach*

Rene Daniels reported the group is looking at public events where the group can promote using the services of REALTORS®.

Community Outreach

Bob Mercurio urged the group to donate blood at the Oct, 12 Blood Drive.

Technology

No report.

Awards

Multicultural

Co-Chair Sha Williams-Hinnat reported that the group is floundering because the members of the WG are losing interest. The August VHDA class in English went well but

three other classes have been canceled. Some of the group met with the CVHC representatives and the discussion was productive.

Investment

Property Management

No report.

Legislative & Governmental Affairs*

GAD Kim McClellan reported on toxic chemicals being stored in railroad cars adjacent to the Mayfield area. A motion was made, seconded and carried to support the efforts of the Governmental Affairs WG in finding solutions to the Mayfield chemical storage problem. She announced that FAAR achieved its RPAC goal by making a \$676 contribution. McClellan announced that a better campaign will be developed for 2011.

Regional Housing Task Force*

Chair Christine Singhass summarized the written report she provided to the BOD. She and McClellan are hopeful that a request for a \$5000 grant from NAR would be awarded to FAAR. The money is earmarked for activities for the housing affordability week in the Spring of 2011.

*Indicates an issue of strategic importance