

Fredericksburg Area Association of REALTORS® Board of Directors Meeting

Minutes

July 10, 2007

9:00 am

FAAR

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

Meeting Called by: Suzy Stone, President

Type: Regular Meeting

Minutes By: Pat Breme, CEO

Officers & Directors Present:

President Suzy Stone, President-Elect Sha Hinnant, Vice President Sherry Bailey, Secretary Latana Locke, Treasurer Claire Forcier-Rowe; Directors: Joyce Compton, Mike Boinott, Lynn Lenahan, Sandra Lovell, Suzanne Brady, Past President Stanley Palivoda

Absent: Ann Overington

Staff: Jessica Bonilla, Charles Davis, Sharon Toombs

Agenda Topics

Call to Order- Suzy Stone

Guests-

New Building Committee members Rob Rochon and Sandi Stein joined the BOD in toasting to the completion of the building.

Consent Agenda

The Consent Agenda was approved.

Treasurer's Report – June report was submitted by Claire Forcier-Rowe and filed for audit.

Working Groups Reports- Suzy Stone

Fredericksburg REALTOR® Foundation-

Pat Breme reported that the Foundation requested that the Golf Tournament proceeds usually earmarked for the Foundation be given to Habitat. A motion was made, seconded and carried to give \$9400.15 toward the construction of FAAR's third house. Habitat will be offered a complimentary booth at the Trade Show to solicit contributions. The remaining \$5000 from the Golf Tournament is designated for a 2008 Golden R RPAC contribution.

Education

Suzanne Brady urged attendance at the July Broker Series class on using MRIS reports. She also commented that the 2008 calendar would only have two Success Series sessions.

Special Functions

Jessica Bonilla reported that the 2007 Trade Show theme had been changed to a Las Vegas attraction hopefully with a Talent Show and a Elvis impersonator.

Public Relations

Community Service

Technology

Professional Standards/Grievance

Technology

Investment

Budget & Finance

Legislative & Governmental Affairs

Charles Davis reported that the RPAC cruise raised \$4000 which was a \$1000 profit. Sha Hinnant commented that no one she approached said no to increasing their RPAC contribution for a chance in a drawing for 2008 dues. Davis described the 2008 Legislative Package that will be sent to VAR is very much like the '07 edition highlighting the two most important issues of the members, affordable housing, transportation solutions. A motion was made seconded and carried to accept the 2008 Legislative Package recommended by the Legislative & Governmental Affairs Working Group.

Old Business

FAAR office relocation update

Pat Breme reported that the most difficult delay in the office set-up at the new location is the install of the T-1 line for internet access and a fully operational telephone system. She commented that the moving sale generated \$2380. Suzy Stone commented that perhaps those funds could be applied to the grand opening festivities now scheduled for October.

SUPRA/Sentrilock Consortium vote

Sha Hinnant represented FAAR at the meeting and reported that the group voted overwhelmingly to choose the Sentrilock system. Only three Associations supported remaining with SUPRA but Sentrilock commented that it would be willing to give a Sentrilock key to SUPRA users. Since FAAR's contract does not expire with SUPRA until 2011 FAAR will observe when and if the migration to Sentrilock takes place.

FAAR demo site for SUPRA Active Key

A motion was made, seconded and carried to invite SUPRA representative Tom Hill to FAAR for a demonstration of the new key and to give a demo key to a selected group of FAAR agents.

Leadership Academy recommendations

A motion was made, seconded and carried to recommended Mike Boitnott, Christine Singhass and Fran Worley for the 2008 VAR Leadership Academy.

New Business

Slate of candidates for 2007 election

Nominating Committee chairman Stanley Palivoda presented the slate. A motion was made, seconded and carried to approve the following:

2007 Election Slate

President Sha Hinnant, 1st Choice Better Homes & Land
President-Elect Sherry Bailey, Century 21 TEAM, Stafford
Vice President Latana Locke, Century 21 TEAM, Colonial Beach
Secretary Anne Overington, Century 21 AdVenture
Treasurer Claire Forcier-Rowe, Coldwell Banker Elite- Massaponax, last year of 2-year term

Directors-

Top three vote getters take three slots-

Anne Johnson	Century 21 New Millennium- Falmouth
Penny Traber	1 st Choice Better Homes & Land
Greg McCracken	Coldwell Banker Elite- Spotsylvania
Shelby Harvey	Century 21 TEAM- Fred.
Barbara Blackburn	Preferred Realty, LLC- Keller Williams Realty
Chip Taylor	Century 21 Battlefield

Directors Mike Boitnott, Sandra Lovell, Suzanne Brady and Suzy Stone, Immediate Past President, compose the 2008 Leadership Team.

Sha Hinnant suggested that the polling place at the Trade Show be at the FAAR exhibit area.

Education Director position

Co-Chairman Suzanne Brady presented the job description recommended by the Education Working Group. A motion was made, seconded and carried to hire an Education Director. The Budget and Finance Committee will present a salary range at the August meeting.

FAAR support for Suzy Stone's run for the VAR policy Board

A motion was made, seconded and carried to send a letter of recommendation for Suzy Stone to VAR.

Planning for FAAR Grand Opening

It was suggested that the Halloween party be expanded to a the member's grand opening event and that another date be designated for local organization and dignitaries, FAAR leadership and Virginia Associations. The Budget & Finance Committee will present a recommendation for a grand opening budget at the August meeting.

Foundation assists Gregory and Dana Isaac

Pat Breme reported that the Foundation sent a \$500 check to the Isaac's who recently lost their home in a fire. The Foundation recently established a one-time \$500 gift program for members who are found in dire personal straits.

FYI & Correspondence

Suzy Stone reviewed the material.