

Board of Directors Meeting

Minutes

March 1, 2011

9 am

FAAR

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

Meeting Called by: Claire Forcier-Rowe, President

Type: Regular Meeting

Minutes By: Pat Breme, CEO

Officers & Directors Present:

President Claire Forcier-Rowe, President-Elect Chip Taylor, Vice President Suzanne Brady, Treasurer Brooke Miller and Directors: Bob Mercurio, Michelle Wilson, Debbie Irwin, Christine Singhass, Linda Fosdick, Sabrina Anderson, Sarah Stelmok, Past President Latana Locke

Absent: None

Staff: Sharon Toombs, Rene Daniels, Kim McClellan, Valeri Colon

Guests: MRIS representatives- Kim Lingo and Margaret O'Sullivan; Lindsey Sharpe and Bill Smith from the Free Lance-Star

Call to Order- Claire Forcier-Rowe

Comments: None

Consent Agenda- Approved

Treasurer's Report- March Financial Statement was approved and filed for audit.

Old Business

SUPRA conversion report

Pat Breme reported that the conversion went very well. The SUPRA temporary staffing hires were professional and helpful. 966 converted to either the ActiveKey or accommodated their phone. Non-member key holders totaled 238- 138 from PWAR, 65 from NVAR, 32 from GPAAR and 13 others.

Financing the building update

Sharon Toombs has received three of the five proposals from the lenders who agreed to submit. The Budget & Finance Committee will meet March 11 to review the proposals. FAAR did receive a loan modification proposal from Union First market, FAAR's current mortgage lender.

VAR Legislative Conference review

Various Directors commented on the governance and education sessions they attended.

New Business

MRIS report

Representatives Margaret O'Sullivan and Kim Lingo updated the Board on new MRIS products/ services- the complaint process will be automated; MRIS.com has been revamped and there will be updates to Matrix; rbiPRO and rbiEXPERT are subscription services that provide agents with statistical data. A broker version is in the works.

New distribution of the Real Estate Showcase

Free Lance-Star representatives Bill Smith and Lindsey Sharpe reported that the distribution company for the Showcase will no longer provide the food store distribution service. Food stores are banning Showcase type publications from their premises. Smith and Sharpe announced that the Showcase will now be primarily distributed in the Star Weekly newspaper (6000 homes that do not have a subscription to the FLS). Rack distribution (2000 racks) will continue in areas where the Free Lance-Star is the distributor. A letter was sent to the Brokers announcing the change. Smith and Sharp asked for feedback. Sharpe will provide the group a list of all the rack locations.

Review of the 2011 budget

A motion was made, seconded and approved to make no changes to the budget.

Leadership prospecting

Claire Forcier-Rowe challenged the Board to look for new leadership candidates and urge them to get on Working Groups.

Office visits

Staff reported that five visits had been made since January. The information was appreciated and staff was warmly welcomed.

Changes for the 2011 VAR Convention

Pat Breme reported that the registration fee is lower and the event has been shortened by a day.

NAR Commercial Grant-

Staff submitted a grant request but it was selected.

Working Groups Reports- Claire Forcier-Rowe

Budget & Finance- see above

REALTOR® Foundation

Rene Daniels reported that the Foundation will hold a fundraiser in 2011 for the Hands-Up for educators program. FAAR was not awarded the NAR commercial grant for which the group applied.

Education

RECA Director Valeri Colon commented on the attached reports.

Special Functions

A written report was provided by Chair Betty Nolan Kiser. Sabrina Anderson will collect items from the group by March 15 to make a basket to be auction at the Awards event April 2.

Professional Standards/Grievance

Nominating

Chair Latana Locke commented that the group will meet soon.

Member Outreach/FAAR Reps

Co-Chair Debbie Irwin announced that VLA students will talk to the group at their March 15 meeting concerning their class project.

Managing Broker Network

Chip Taylor reported March 16 is the next meeting and GAD Kim McClellan will talk about RPAC.

Emerge

Valeri Colon reported that the group will attend a Career Fair at Riverbend High School on April 14 & 15. The group is also assisting with the logistics of the Muvico event. They are waiting to hear from NAR on their application for a YPN status.

Public Outreach*

Rene Daniels reported that the Group will assign a point of contact to the various area media. The group is working on a "Did You Know...?" series for the Showcase with a Broker focus.

Community Outreach

Bob Mercurio commented that 23 units of blood were donated at the February 8 event.

Technology

Rene Daniels reported that the group will go to DAAR to learn about their AVECTRA system. The FAAR bandwidth issues will be on the April agenda.

Awards

Pat Breme reported that the Working Group will meet today to review award applications.