

Fredericksburg Area Association of REALTORS®

# Board of Directors Meeting

## Minutes

January 8, 2008

9:00 am

FAAR

**Vision 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: Mike Boitnott, Suzanne Brady, Sandra Lovell, Anne Johnson, Chip Taylor, Penny Traber and Immediate Past President Suzy Stone.

**Absent:** Anne Johnson

**Staff:** Sharon Toombs, Charles Davis, Jessica Bonilla, Matthew Rathbun

**Agenda Topics**

**Call to Order-** Sha Williams-Hinnant welcomed new Education Director Matthew Rathbun

**Guests-** Tricia Barnes, Rick Perry and Linda Laub-Canty voiced opposition to the decision to charge non-profit organizations a fee to use meeting space at FAAR. They represent a group of Christian members who meet monthly at FAAR. The BOD reconsidered the decision later in the meeting. See New Business

**Consent Agenda**

The Consent Agenda was approved.

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

**New members-** Pat Breme reported that as of early January of 2008 FAAR lost 297 members. A better report will be provided at the end of January when the reapplications are added in. On January 31, 2007 FAAR had lost 201 members.

**Working Groups Reports-** She Williams-Hinnant

Fredericksburg REALTOR® Foundation

## **Education**

Suzanne Brady reported a new co-chair will be appointed by the February BOD meeting. She commented that the social media class was very well received.

Special Functions

Public Relations/Community Service

## **Technology**

Matthew Rathbun Working Group member reported that the Group recommends creating a FAAR blog with an acceptable use policy. Charles Davis will monitor the postings. The work on the blog will take place after the revamped website is launched. A motion was made, seconded and carried to create a FAAR blog with use restrictions.

## **Awards**

Co-Chair Tricia Barnes reported that the awards application deadline was January 31. The presentations will be made at the April 5 REALTOR® Ball. Professional Standards/Grievance

Investment

Budget & Finance

## **Legislative & Governmental Affairs**

Governmental Affairs Director Charles Davis and Co-Chair Suzy Stone reported that the Legislative briefing at the Omni begins at 8:30 am on 2-13 before the trip to the Hill. Davis is making appointments with the legislators. Stone commented on the new disclosure form. Davis said the builders' proposal eliminating proffers, increasing impact fees and adding a broad base grantor tax is being reviewed by VAR but the initial reaction is that VAR will never support the grantors tax aspect of the bill.

## **Old Business**

### **AI Sharp fundraiser**

Suzy Stone commented that AI looked great at the Brock fundraiser for him. He is using a motorized wheelchair which cost \$30,000 insurance covered only \$6000 of the cost. FAAR will assist with a golf tournament on April 8.

### **FAAR joining the MLSAlliance**

Pat Breme and Suzanne Brady will review the documents. The MLSAlliance members, Central Virginia, Williamsburg, Charlottesville and South Central multiple listing services wish FAAR to join. Listings are posted from each MLS at the MLSAlliance site for a monthly, per agent fee.

### **SUPRA**

In a discussion about converting to the SUPRA ActiveKey it was recommended that a task force be formed to get member feedback about a

conversion. The Technology Working Group will be asked to create a survey. The Brokers and leadership will be canvassed at their February meeting.

## **New Business**

### **Letter from Tricia Barnes**

A motion was made seconded and carried to reconsider a recent decision that levied a fee for non-profits to use the FAAR meeting space. The new motion amends that policy - *non-profit groups represented by 75% FAAR members will not be charged a fee to use FAAR meeting space. However, the meeting must take place during the week and during business hours and when space at FAAR is available.*

### **Elect VAR delegate to replace Matthew Rathbun**

Since Betty Jasmund and Christine Singhass tied as the next highest vote getters, a run off took place. Christine Singhass won the secret ballot election become FAAR's third 2008 delegate.

### **FAAR endorsement of Sandi Stein for a VREB position**

A motion was made, seconded and carried to send a letter of recommendation to VAR to submit Sandi's name for consideration.

### **Association Leadership Development Program**

Sha Hinnant gave an update on the activities of the group composed of members from Prince William, FAAR and the Dulles Associations. The first leadership program will be presented in 2009. It is estimated that each association will be asked to fund the program \$1500.

### **Dedication of the first Habitat House**

Sha Hinnant reminded the group of the dedication ceremony on January 13 at 2:30 pm at the new house. Sandra Lovell, Suzanne Brady, Penny Traber, Sha Hinnant and Anne Overington will attend.

### **Proceeds of '08 Casino Night and Golf Tournament**

A motion was made, seconded and carried to donate the Casino proceeds to the Foundation and that the proceeds of the golf tournament would be split- \$5000 for the Golden R contribution and the remaining 1/2 equally distributed to the Foundation and Habitat.

### **UFirst Mortgage Acceleration Program**

Matthew Rathbun explained that agents are paid to sell the program. The company says it is not a RESPA violation but VAR attorney Lem Marshall says it is. The BOD recommended that the company join the FAAR as an affiliate but will not endorse the program.

**Pleas to waive late fee payment for '08 dues**

A motion was made, seconded and carried to not waive any fees.

**Moseley change of business model**

Pat Breme explained that Moseley wants to rescind the contract with FAAR that obligates him to pay FAAR revenue for usage of the FAAR classroom. Instead Moseley wants to become an AMP partner and put his money into marketing his company. Breme will up date the BOD after the agreement is reviewed by FAAR attorney and she looks into the actual impact of this change to FAAR.

**FYI & Correspondence****Executive Session**

Two Professional Standard cases reviewed.