

Fredericksburg Area Association of REALTORS® Board of Directors Meeting

Minutes

February 3, 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, Treasurer Suzanne Brady and Directors: Mike Boitnott, Chip Taylor, Penny Traber, Sandy Lovell, Brooke Miller, Shelby Harvey, Immediate Past President Sha Williams-Hinnant,

Absent: Anne Overington

Staff: Sharon Toombs, Matthew Rathbun, Rene Daniels, Suzy Stone

Guests: Melanie Thompson, Kevin Breen, Betty Jasmund, Priscilla Sheeley, Christine Singhass

Call to Order- Sherry Bailey

Comments: None

Consent Agenda- Approved

Treasurer's Report- The January 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 that the Foundation has re-established ties with Rebuilding Together. The group has also begun to gather auction items for the annual Silent Auction.

Education

Matthew Rathbun reported that the GRI class was canceled, as well as, the scheduled Green course. He added that when the Green course was re-scheduled again it will be marketed more extensively. He also reported that the pre-licensing course was getting a lot of interest. Rathbun talked about the REBAR Camp on March 3 at FAAR. It has attracted attendees from many states.

Special Functions

Rene Daniels covered the details of the upcoming Casino Night which includes free poker and the major prizes, two flat screen TVs. NSWC

Federal Credit Union will make a \$25 contribution to the Foundation for every member it signs up that night. The Group is also planning for the REALTOR® Ball and the May Golf Tournament.

Professional Standards/Grievance

Professional Standards Co-Chair Betty Jasmund reported that Professional Standards and Grievance have 20 new people interested in serving. All had been contacted to attend the mandatory VAR Road Show. The two groups will meet on March 5.

Member Outreach

Co-Chair Chip Taylor reported that the FAAR/FABA networking event is planned for 2-9. On March 10, the group is bringing a 2-day CE course to the Lake Anna area. The class and the subsequent Whine and Wine will be held at Lake Anna Winery. Of the wine sales, 15% of the proceeds will be donated to the Foundation.

Managing Broker Network

Co-Chair Chip Taylor commented that it was a great group and that working with Suzanne Brady was awesome.

EMERGE

Co-Chair Brooke Miller reported that the group was finishing up the changes to the Melanie Thompson Award. Their next networking meeting is on February 10. C&F Mortgage is sponsoring the event at the Capitol Ale House.

Public Outreach

Sherry Bailey reported that Christina Nye will replace Anne Overington as Co-Chair of the group. Susan Reid is the other Co-Chair.

Community Outreach

Rene Daniels talked about the February Food Drive ending 2-27. NSWC Federal Credit Union is providing a breakfast prize for the company that brings in the highest volume.

Technology

Awards

Multicultural

Investment

Legislative & Governmental Affairs

GAD Suzy Stone reported that 19 FAAR members had registered for the RPAC Lunch during the VAR Conference. FAAR members will visit with the legislators before the Lunch. The Legislative Breakfast co-sponsored by FABA and FAAR is rescheduled to March 11 at 7:30 am at the Country Club. Stone also reported that RPAC Co-Chair Sabrina Anderson attended a fundraising training session at VAR. She noted that there will be a reconfiguring of the awards.

Old Business

Sentilock update

Lori Hillard-Wehr, Membership Services Director, reported on the conversions she attended to transfer SUPRA keys to FAAR. She estimates 80-90 transferring from NVAR, 93 from GPARR, and 255 fromt PWAR. All three Associations will come to FAAR to sell FAAR members the Sentrilock key. Each Association will share a list of the members from each of the other Associations.

Additional PWAR lockbox purchase

The Executive Committee approved a request by Pat Breme to purchase another 50 lockboxes. Breme anticipates greater used lockbox sales. The original purchase was 350 boxes at \$25 each to be resold for \$49.95.

New Business

Request for Application Fee waivers from late dues payers

A motion was made, seconded and carried to deny the three requests for a waiver.

Appointment of Dues Collection Task Force

Mike Boitnott and Chip Taylor were appointed to head up a task force to look at the way FAAR collects dues.

Consortium representation/recent BOD minutes attached

A motion was made, seconded and carried to approve naming the President, President-Elect and Vice President as the representatives to the Consortium.

Anne Overington stepping down/appointment to fill BOD Chair positions

President Sherry Bailey appointed a Task Force to make recommendations to the BOD at their March meeting for a replacement to fill the Secretary's position. Bailey appointed, Claire Forcier Rowe, Suzanne Brady, Latana Locke, and Brooke Miller to serve. Suzy Stone and Pat Breme will serve as staff liaisons.

Policy Manual update

A motion was made, seconded and carried to approve the updated version of the Manual. One member voted no.

Resume for BOD nominations

President Sherry Bailey asked that the Task Force making recommendations regarding the replacement of Secretary Anne Overington to also create a Nomination Form for those interested in being interviewed for a position on the election slate.

Request for support of the Regional Neighborhood Stabilization Program

Pat Breme explained the late-arriving request to FAAR from the George Washington Regional Commission to add its support to a grant application for the Program. The RNSP is a grant to identify, appraise, purchase, and renovate REO properties for resale to the public. Christine Singhass, guest at the BOD meeting, serves on a community group that is promoting the application for the grant. She added helpful details. The Central Virginia Housing Coalition is designated to administer the grant program. The BOD instructed Singhass and Breme to meet with the Commission representative Kevin Byrnes to find out specifically what would be expected of the Association if the grant is approved and the program implemented.

Betty Jasmund selection to the VAR Hall of Fame

Sherry Bailey surprised Betty Jasmund with the news that she had been selected for the VAR Hall of Fame. Jasmund will be recognized at the VAR Legislative Conference. Her Broker Kevin Breen was present as well as 2007 VAR President Melanie Thompson and her friend Priscilla Sheeley. The BOD congratulated Jasmund on the prestigious award.

FYI & Correspondence

Sherry Bailey reviewed the correspondence.