

Fredericksburg Area Association of REALTORS®  
Board of Directors Meeting

# Minutes

March 4, 2008

9:00 am

FAAR

**Mission 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, Sandra Lovell, Suzanne Brady, Anne Johnson, Chip Taylor, Penny Traber and Immediate Past President Suzy Stone.

**Absent:** None

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

## Agenda

**Call to Order-** Sha Williams-Hinnant

Hinnant and the BOD wished Jessica Bonilla farewell and commented her on a great job. Bonilla's last day with FAAR is March 7.

**Guests-** Gail Penman, co-chair of RPAC fundraising talked about the RPAC Cruise on June 26 including lunch at Capt. Billy's. She requested a contribution/pledge of \$250 from each BOD member.

**Consent Agenda-** approved

**Treasurer's Report-** The February report was submitted by Treasurer Claire Forcier-Rowe and filed for audit. Forcier-Rowe commented that the Interest/Dividends line item showed a large increase because it was perhaps over budgeted and Repairs & Maintenance is over budget because of the hiring of a handy man and servicing the HVAC system.

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

**Fredericksburg REALTOR® Foundation**

Foundation Chairman Christine Singhass reported that the group decided not to hire a facilitator to assist in their strat planning but will do it themselves. The group decided that they want no limitations on the work they can undertake. Grant writing will be part of their fundraising activities. The group will rely on the contacts the Governors have already cultivated.

## **Education**

Matthew Rathbun reported that FAAR now has an on-line principles course available through faarmebbers.com. Coming soon- a 2 & 3 day CE and PL Boot Camps. There have been 9 Limited Services classes in the last 10 months but for agents asking for additional classes and some will be scheduled. Rathbun also commented that instructor power points will be archived at faarmembers for students to download. Lem Marsall will put on a 8-hr. broker session at the FAAR Trade Show. It is a VAR sponsored class and non-members will pay the VAR fee rate but for FAAR members the class is included in the Trade Show fee. A Technology series will start in March.

## **Special Functions**

Anne Overington reported that Casino Night was not as much a financial success as they had hoped due to the fact that the gaming rules did not allow the purchase of extra Fun Money. The Working Group is finalizing plans for the April 5 REALTOR® Ball. A June 28 picnic is planned. The Theme will be a Blue Ribbon County Fair. More details to follow,

## **Community Service**

Co-Chair Penny Traber reminded the group about the Ride Virginia on June 26 and the homeless shelter cook on March 25. She also commented that the group wanted to do something for the USMC ½ Marathon on May 18 since the start and finish is at the Expo.

Public Relations

Technology

## **Awards**

Co-Chair Tricia Barnes reported that there were 18 applications for the new award, the FAAR Professional Honor "Role, 2 for REALTORS® Choice and two for Manager of the Year. She also commented the group was going to review all the award applications for updating and simplification.

## **Investment**

Budget & Finance

## **Legislative & Governmental Affairs**

Governmental Affairs Director Charles Davis and Co-Chair Suzy Stone urged the BOD to solicit brokers to attend the Day on the Hill. Davis went over the builders proffer proposal before the General Assembly. He commented that he was available to come to sales meetings to talk about RPAC.

## **Old Business**

### **Road Show recap**

Sha Hinnant reported that the event went well even though the break-out sessions had been eliminated and replaced by discussions on short sales and auction.

## **New Business**

### **Participation on non-member affiliates on FAAR working groups**

Pat Breme explained that the office was going to send a letter to those affiliates who were sending members of their staff who were not members of FAAR, to working group meetings. The letter will advise the affiliates that their staff had to be members of FAAR in order to participate.

### **Late fee dues appeals**

A motion was made, seconded and carried to retain the late fee penalty for the two appeals.

### **NAR Leadership Academy**

Sha Hinnant explained that NAR has established an academy similar to VAR. No action was taken.

### **Server upgrade**

Sharon Toombs made a presentation about the need to purchase a separate server for the accounting. A motion was made, seconded and carried to give her the authority to spend up to \$4000 for the purchase.

## **FYI & Correspondence**

## **Executive Session**