

Fredericksburg Area Association of REALTORS®

# Board of Directors Meeting

## Minutes

June 3, 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: Anne Johnson, Suzanne Brady, Mike Boitnott, Chip Taylor, Penny Traber, Sandra Lovell and Immediate Past President Suzy Stone.

**Staff:** Sharon Toombs, Charles Davis, Rene Daniels, Matthew Rathbun

**Agenda**

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

**Consent Agenda-** approved

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

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

Fredericksburg REALTOR® Foundation

**Education**

Matthew Rathbun explained that over 100 CE/PL courses have been approved. Forty are registered for the upcoming June broker CE class. He explained that the Education Working Group was working with him to create an instructor qualification process which includes an application form and teaching observation.

**Special Functions**

Anne Overington stated that Barbara Kenny's art work would be displayed during the June 13 Whine and Wine. Rene Daniels commented that 9 had registered for the June 28 Family Bowling Night.

**Community Service**

Co-Chair Penny Traber commented that FAAR's poster making station at the Historic Half Marathon Run on May 18 was a little remote to the race attendees and that next year the FAAR station will be nearer the action on Carl D. Silver Parkway. The 2009 race is scheduled for May 17.

Public Relations

## **Technology**

Charles Davis reported that the FAAR BLOG, FAARForum, had over 250 visitors since its launch.

## **Awards**

Co-Chair Tricia Barnes reviewed some of the changes made by the Awards Working Group to the application forms. A motion was made, seconded and carried to approve the Group's recommendations.

Investment

Budget & Finance

## **Legislative & Governmental Affairs**

Governmental Affairs Director Charles Davis reported that he rewrote the assessment report done by the Your Virginia visiting committee to better reflect the actual political climate of the area.

He explained that another public meeting was scheduled regarding the Potomac River Overlay. Davis commended Sherry Bailey on her testimony in front of the Stafford Board of Supervisors regarding the Overlay issue. Davis also commented that the Glass Onion was hired to perform on the for the RPAC Cruise.

A motion was made, seconded and carried to accept the proposed 2009 Legislative Package for submission to VAR.

## **Old Business**

### **Town Hall Meeting wrap-up**

Sha Hinnant reported that a record setting 50 brokers attended the Town Hall meeting due, in part, to the phone calls made by the Strategic Planning Task Force. The meeting spurred interest in forming a 20-30 something group and a managing broker round table.

### **ADC Map book buy out proposal**

ADC Maps agreed to allow FAAR to buy out the contract for \$17,000. A motion was made, seconded and carried to agree to that amount if Pat Breme can not successfully negotiate the price down to \$12,000.

### **NAR's Surround Sound Campaign**

Sha Hinnant explained the new NAR program where an media specialist will do training sessions for local association leadership and staff on how to deal with negative press. Six BOD members agreed to attend the session at PWAR on August 13.

### **NAR Library/Archive**

Sha Hinnant explained that NAR is hoping to create a national library of MLS listings which will provide enhanced data on the listings and the area. The NAR Board of Directors approved a "Proof of Concept" at the May meetings in DC.

### **Your Virginia campaign**

Pat Breme gave a report on the progress of the VAR program. She explained that now all the local association assessments are done the group will approve marketing pieces to explain the program to the members.

### **New Business**

#### **2009 VAR Leadership Academy**

Staff will send out an invitation to the membership urging them to apply for the 2009 class and to seek FAAR endorsement.

#### **FAAR building address change**

Pat Breme explained that the address is changing to Gordon W. Shelton Blvd. because of street poor planning by the Silver Companies. Silver will cover the cost of the building signage and the stationary reprinting for FAAR and C&F Mortgage.

#### **MRIS Member Lounge**

Rene Daniels explained that on June 16 the MRIS Training room is going to be transformed into a Member Lounge where members can use three of the MRIS computers on an as needed bases to conduct business from the FAAR office. MRIS will have an instructor in the Lounge to teach one-on-one classes and trouble shoot MLS problems.

#### **Golf Tournament**

A motion was made, seconded and carried to reverse a prior decision and give  $\frac{1}{2}$  the golf tournament proceeds to the REALTOR® Foundation. Previously the group voted to give  $\frac{1}{4}$  to the Foundation and another  $\frac{1}{4}$  to Habitat. The other half will go to RPAC as previously voted.

#### **Association Leadership Development Program (ALDP)**

The program created by FAAR, DAAR and PWAR was restructured to make the program more affordable by reducing the tuition. Each association sent a survey to determine the interest level if the tuition was \$450. All three Associations reported a good response. The marketing of the program will begin once a brochure is reproduced.

#### **Endorsement of Suzy Stone for Policy Board**

A motion was made seconded and carried to send a letter of endorsement along with Suzy's application.

**FYI** Sha Hinnant reviewed the correspondence.