

# Fredericksburg Area Association of REALTORS® Board of Directors Meeting

## Minutes

June 2, 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, Secretary Chip Taylor, Treasurer Suzanne Brady and Directors: Mike Boitnott, Brooke Miller, Sandy Lovell, Joyce Compton, Sha Williams-Hinnant.

**Absent:** Shelby Harvey and Penny Traber

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

**Guests:** None

**Call to Order-** Sherry Bailey

**Comments:** None

**Consent Agenda- Approved**

**Treasurer's Report-** The May report was submitted by Treasurer Suzanne Brady and filed for audit. The May Minutes were corrected, Sharon Toombs noted that FAAR is ahead \$12, 858 and not in the negative that amount... the City *will* bill FAAR for an additional \$9000 because the assessment was raised... the Foundation received \$500, not \$1000 from the May Golf Tournament. Brady commented that Financial Advisor Baksy & Associates sent a report commenting in general about the national financial condition but did not suggest that FAAR take any investment action. Pat Breme reported that the Mid-Year meeting in Washington DC trip was over budget by \$931 because she, Latana Locke and Sherry Bailey came in a day early for the impromptu Real Estate Summit scheduled by NAR.

**Working Groups Reports-** Sherry Bailey

Budget & Finance

**Fredericksburg REALTOR® Foundation**

Chairman Shelby Harvey reported the group had not met yet in June.

**Education**

Matthew Rathbun reported that, in an effort to be green, RECA had begun emailing the class handouts. He commented that AMP sponsor NSWC had donated a flat screen TV for the lobby to promote classes and social events. He explained that there was no fee for the August 10 Tech-Camp

but that RECA would still charge a No-Show fee. He also added that class registration jumps when classes are advertised through facebook. Rathbun noted that FAAR, DAAR and PWAR will do combined marketing on the 2010 GRI classes. He is most frequently asked questions regarding listing agents who are not presenting all offer to their sellers; and the proper MRIS status of a listing once it is ratified. Video training for selected topics is now offered through FAAR Forum. The VREB is considering using email to communicate with its licensees.

### **Special Functions**

Latana Locke reported that the Family Fun activity will be a night game of the Potomac Nationals. The rescheduled RPAC Cruise (July 16) has 90 registrations. The BOD was urged to attend the June Whine & Wine. Rene Daniels is getting pricing for discounted Kings Dominion tickets. Joyce Compton thanked Daniels for all her hard work in arranging so many of FAAR's activities.

Professional Standards/Grievance

### **Nominating**

2008 President and Working Group Chair Sha Williams-Hinnant announced that the Group will be composed of Latana Locke, Suzy Stone, Lynn Lenahan, Priscilla Sheeley, Sandi Stein and possibly Brooke Miller. The Group will interview possible candidates for the 2010 BOD election and will present their recommended slate at the July meeting.

### **Member Outreach**

Co-Chair Chip Taylor reported that his group is promoting the education class/Whine & Wine event in King George on June 23 by visiting company offices.

### **Managing Broker Network**

Co-Chair Chip Taylor commented that the May meeting following the Town Hall meeting was the best ever because it was a talkative group and there were many new faces.

### **EMERGE**

Co-Chair Brooke Miller reported in July the groups will have an event at Tims II. They are adopting a school class in the fall to assist in providing school supplies.

Public Outreach

### **Community Outreach**

Rene Daniels commented that May 17, the day of the USMC ½ marathon, was very rainy but members representing various WGs handed out flags and cheered the runners as they headed to the finish. A June blood drive will be scheduled.

Technology

### **Awards**

Pat Breme will send out the Melanie Thompson Award application to the BOD members to approve electronically.

### **Multicultural**

Co-Chair Sha Williams- Hinnant reported that 13 were registered for the June 6 English speaking VHDA Home Buyer class.

Investment

### **Legislative & Governmental Affairs**

CGAD Suzy Stone reported that the postcard supporting Spotsylvania participation with the VRE will be sent out June 11. The issue has the support of respected individuals... Houck, Whitman, Milday and Logan. Stone is hoping to use the NAR GAD stipend to fund her trip to the NAR convention in San Diego.

## **Old Business**

### **Town Hall meeting wrap-up**

Sherry Bailey commented that the WG reports were very informative. The attendees got a great overview of the activities and accomplishments of FAAR. Latana Locke said that she was disappointed in the turn out. Rene Daniels offered to do a "Save the Date" reminder of the other 2009 meetings.

### **NAR Mid-Year meeting wrap-up**

Sherry Bailey commented that there were agents from all walks of the profession represented at the Washington DC meeting. She was impressed by the speech that HUD Secretary Shaun Donovan gave on the short sale market and that he stayed beyond his allotted time to answer the many questions proposed by the agents in the audience. Latana Locke reported that the discussions among the different size Boards in the Board Forums was very interesting. She voiced her pride in the range of services FAAR offers to the members. Suzy Stone relayed information on how Blackberry users can use the phone as a SUPRA key.

### **ALDP graduation**

Sherry Bailey reported that 17 students graduated in May. The final session highlights were the Melanie Thompson/Gwen Pangle commentary on leadership and the President's Panel. The evaluations from the students of this first graduating class of the Program were very favorable. The next session will be in 2011 but planning will begin next year.

## **New Business**

### **Affiliate RPAC contributions**

Suzy Stone explained the affiliate contribution difficulties that arose around the RPAC Cruise. Federal PAC law prohibits non-members from being solicited for a contribution. The problem came to light last year when fellow employees of the affiliate FAAR member came on the Cruise and contributed. Suzy will research the problem but it seems that FAAR can continue to invite the non-member employees as long as they do not contribute to RPAC.

### **Annual Report**

Pat Breme and Rene Daniels presented a tri-fold publication that they found to be adaptable for an annual report. The group urged them to pursue the cost of printing a similar piece from the members.

### **Lobby TV for promoting FAAR activities**

*See Education Working Group reports*

### **FYI & Correspondence**

Sherry Bailey reviewed the correspondence.