

# Fredericksburg Area Association of REALTORS® Board of Directors Meeting

## Minutes

July 7, 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, Penny Traber, Brooke Miller, Sha Williams-Hinnant.

**Absent:** Sandy Lovell, Joyce Comptom, Shelby Harvey

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

**Guests:** None

**Call to Order-** Sherry Bailey

**Comments:** Sherry Bailey presented VAR Honor Society certificates.

**Consent Agenda- Approved**

**Treasurer's Report-** The June report was submitted by Treasurer Suzanne Brady and filed for audit. 2010 dues will go out on August 10 with a letter explaining the features of FAAR membership.

**Working Groups Reports-** Sherry Bailey

Budget & Finance

**Fredericksburg REALTOR® Foundation**

Chairman Shelby Harvey reported that \$150 was raised through wine sales at the King George Whine & Wine. The Foundation has made several contributions to local groups.

**Education**

Matthew Rathbun reported the King George Roadshow went well. He commented that now incoming calls to the office are about multiple offers. He advised that the format for FAAR Forum will change. Since the window to take the required limited services class is closed the class will no longer be taught.

**Special Functions**

Latana Locke reported that 40 attended the King George Whine & Wine. The August 1 Potomac Nationals Baseball game has virtually no registration.

Professional Standards/Grievance

## **Nominating**

Chair Sha Williams-Hinnant announced the recommendations for the election slate. A motion was made, seconded and carried to approve the following slate.

<i>President</i>	<i>Latana Locke, ABR, Century 21 Battlefield, Colonial Beach</i>
<i>President-Elect</i>	<i>Claire Forcier-Rowe, GRI, ABR, CRB, ABRM, Coldwell Banker Elite- Massaponax</i>
<i>Vice President</i>	<i>Chip Taylor, ABR, Century 21 Battlefield</i>
<i>Secretary</i>	<i>Mike Boltrott, ERA Anchor Properties</i>
<i>Treasurer</i>	<i>Suzanne Brady, Coldwell Banker Elite, At the Lake 2-year term</i>

## **Directors-**

*Top three vote getters take three slots-*

<i>Debbie Irwin, ABR, GRI</i>	<i>Keller Williams Superior Realty</i>
<i>Bob Mercurio, ABR, GRI</i>	<i>Long &amp; Foster, Inc.- Fredericksburg</i>
<i>Elsa Rake, ABR</i>	<i>Coldwell Banker Elite- Stafford</i>
<i>Jim Rake, ABR</i>	<i>Century 21 AdVenture</i>
<i>Christine Singhass, ABR</i>	<i>Coldwell Banker Elite- Massaponax</i>
<i>Sarah Stelmok, ABR, e-Pro, GRI</i>	<i>Coldwell Banker Elite- Massaponax</i>

*Joining Directors- Penny Traber, ABR, GRI, e-Pro; Brooke Miller, ABR, GRI, CRS; Shelby Harvey, CRB; Sherry Bailey, GRI, Immediate Past President compose the 2010 Leadership Team.*

## **Member Outreach**

Co-Chair Chip Taylor reported that 11 vendors paid for table space at the King George Whine & Wine on July 23. Caroline County will be the site for the next event.

### **Managing Broker Network**

Co-Chair Chip Taylor that the group will not meet in July. The September 3 meeting will have a technology theme.

### **EMERGE**

Co-Chair Brooke Miller reported that the group is gearing up for the Bluemont Concert on July 25 where they will sell sweets as a fundraiser to support Emerge's program to give funds to teachers to buy school supplies.

Public Outreach

### **Community Outreach**

Rene Daniels urged Directors donate blood on July 8 for the American Red Cross Blood Drive at FAAR.

Technology

## **Awards**

### **Multicultural**

Co-Chair Sha Williams- Hinnant reported that the June 27 VHDA class was cancelled due to a low registration. The next class is August 1.

Investment

### **Legislative & Governmental Affairs**

GAD Suzy Stone was absent.

## **Old Business**

### **Ethics Dialogue update**

Sherry Bailey reported that the first meeting of the group (FAAR, PWAR, FAAR, GPAAR & NVAR) went very well. The group wants to create a common message to take to the members about living the Code and using standard professional behavior and courtesies. The group hopes to stay in existence to tackle the issues of the current and future markets. BOD members were asked to send suggestions for projects for the group by July 23 when the Associations meet again. When polled the BOD agreed to consider purchasing a FAAR customized version of the NVAR's "Beyond the Golden Rule".

### **Surround Sound recap**

Pat Breme reported that the session went well and that GPAAR was so happy to be invited that they picked up the lunch fee for the entire class.

### **VLA recommendations confirmed**

A motion was made, seconded and carried to confirm the electronic vote approving the endorsement of Suzanne Brady and Brooke Miller.

### **Melanie Thompson award application confirmed**

A motion was made seconded and carried to confirm the electronic vote to approve the EMERGE award application as submitted.

### **Office visits**

Pat Breme reported the latest visits were to the Stafford office of Long & Foster and Coldwell Banker Carriage House.

## **New Business**

### **Non-member key holder fee revisited**

A motion was made, seconded and carried to charge \$25 annually to non-member key holders.

### **Nominating Committee report of 2009 election slate**

See Nominating Committee under "Working Group Reports".

**Appeal of Mike Wilmore**

A motion was made, seconded and carried to deny the plea from Richard Snow of Snow Realty to waive the fees charged to him for non-member Mike Wilmore.

**MRIS exchange MLS data with CAAR**

Pat Breme reported that MRIS was now exchanging data with the Charlottesville Association and in the first quarter of 2010 Richmond Association's MLS and MRIS would begin exchanging information.

**FYI & Correspondence**

Sherry Bailey reviewed the correspondence.