

Fredericksburg Area Association of REALTORS®
Board of Directors Meeting
Minutes

November 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, Treasurer Claire-Forcier Rowe and Directors: Suzanne Brady, Mike Boitnott, Chip Taylor, Penny Traber, Sandy Lovell, Suzy Stone. 2009 Directors, Brooke Miller and Shelby Harvey

Absent: Anne Overington, Latana Locke, Anne Johnson

Staff: Sharon Toombs, Matthew Rathbun, Rene Daniels

Guests:

Christine Singhass, Foundation Chair

Call to Order- Sha Williams-Hinnant

Consent Agenda- Approved

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

Working Groups Reports- Sha Williams-Hinnant

Fredericksburg REALTOR® Foundation

Christine Singhass reported that her term ending in December, will be her last. She commented on the work she is doing with RACSB for the 12 bed facility for wellness, health, and recovery. She and Gail Penman are also working with the Workforce Housing group which plans rehab 30-40 houses.

Education

Suzane Brady reported that the 2009 calendar was also going to be produced in a month-at-a-glance format.

Special Functions

Anne Overington and Rene Daniels reported the 2009 REALTOR® Ball was rescheduled to April 4. EMERGE will be selling Foundation raffle tickets at the December Installation. The next Whine & Wine is December 9 at Kybecca with Johnny Johnson students displaying their art. In 2009 the Whine & Wines will be at outlying wineries in keeping with the member

outreach push. The Halloween Mixer was a great success. The photos will be posted at the website.

Managing Broker Network

Co-Chair Chip Taylor reported that the next meeting is November 20 and Claire Forcier-Rowe and Suzy Stone will address the group on the VAR Brokers Council and Your Virginia respectively.

Emerge

Community Service

Penny Traber reported the Cereal Contest was won by C21 TEAM in Fredericksburg with over 500 boxes and a \$130 check. The total number of boxes donated to the Food Bank was 1220.

Public Relations

Technology

Rene Daniels reported that the staff and Technology co-chairs John Haid and Drew Fristo met to discuss upgrades to the content and usability of faarmembers.com. The changes will take place in the 4th quarter 2008 through 1st quarter 2009.

Awards

Investment

Budget & Finance

Governmental Affairs

GAD Suzy Stone reported that Hap Connors met with the Legislative WG. The Group is going to apply for Issues Mobilization funds to market to the citizens of Spotsylvania the advantages of having the VRE come into the Count. Stone will set up a separate website for this and other transportation issues. Suzanne Brady suggested FAAR set up another site just for Calls-to-Action.

Chip Taylor announced that he will appear before the King George Board of Supervisors to urge the Board to redo the landscaping at a County park.

Stone also commented favorably on a grassroots move to establish a Citizen Chairman's role for the chairman of the Stafford Board of Supervisors. There will be 8 VAR bills to go to the General Assembly in January. The 2009 Legislative Conference is February 11-13

Old Business

Welcome new GAD

Sha Williams-Hinnant welcomed Suzy to the Association staff as a part time GAD. No additional candidates applied for the position during the time period the job was posted to the membership.

Strategic Planning session wrap-up
Chairman Sherry Bailey reported that facilitator John Tuccillo had emailed the final plan and that the Task Force will review it for consistencies and bring the plan to the BOD for approval at the December meeting.

Town Hall meeting update
Sha Williams-Hinnant reported that the event went well with the presentation of timely topics and an interesting perspective on the current financial crisis by FAAR's investment counselor Tibor Basky.

VAR Structure and Representation Work Group update
Sha Williams-Hinnant reported that the Group was looking at a tiered structure based on association size.

Association Leadership Development Program
Pat Breme reported that the 2nd session at PWAR was presented by MRIS CEO David Charon. He commented less on the topic of CEO/ leadership relationships and too much on the products and services of MRIS.

New Business

SUPRA lockbox system pricing for non-members
Pat Breme presented the pricing grid of the non-converting associations and made a recommendation for the following pricing for FAAR-
no non-member fee through January 30, 2009,
\$193.68 service fee through January 30
After 1-30-09 a \$25 non-member subscriber fee applies
new leaseholders will pay an activation fee of \$80.
A motion was made, seconded and approved to accept the recommendations. FAAR will attend the PWAR and GPAAAR conversions to assist agents who wish to transfer their SUPRA lease to FAAR. Breme had not yet decided whether to send staff to the NVAR conversion. A motion was made, seconded and approved for FAAR to purchase used SUPRA boxes from PWAR for \$35. The quantity will be determined by staff.

FAAR investments overview
Tibor Basky was not able to attend the meeting.

Election of 2009 FAAR Delegates to the VAR Delegate Body
A secret ballot was held and Suzy Stone won over Sarah Stelmok, Sandi Stein and Rebecca Straley.

VAR AG appointment

Pat Breme reported that she submitted the following names to VAR for consideration for VAR AGs- Sherry Bailey, Suzanne Brady, Anne Overington, Sha Williams-Hinnant, Sandra Lovell.

Dues Late Fee appeal

A motion was made seconded and carried to deny the request of Karen Beall to waive the \$50 late fee.

Dwight Brown letter & reply

Pat Breme presented a letter from member Dwight Brown and the reply from FAAR which stated the policies of FAAR, the VREB and MRIS. The reply cleared up the misconceptions in his letter.

Foundation Governor openings

Pat Breme stated that there will be up to three openings at year-end. She will advertise the openings to the membership so that the BOD can fill the positions at the December meeting.

Late Fee bylaws change

Pat Breme explained that since the bylaws change to remove the amount of the Late Fee (\$25) was defeated by the membership, the amount stands and therefore those who have paid the \$50 Late Fee as stated on the invoice for the 2009 billing cycle will be reimbursed \$25.

Posting the Balance Sheet and the monthly Financial Statement at the website

The suggestion, made by Sandy Lovell, to post the two documents at faarmembers.com was tabled.

FYI & Correspondence

Sha Williams-Hinnant reviewed the correspondence.