

Fredericksburg Area Association of REALTORS® Board of Directors Meeting

Minutes

November 3, 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: Penny Traber, Joyce Compton, Shelby Harvey, Sandy Lovell, Past President Sha Williams-Hinnant.

Also 2010 Directors Debbie Irwin, Christine Singhass and Sarah Stelmok.

Absent: Mike Bointnott and Brooke Miller

Staff: Sharon Toombs, Rene Daniels, Matthew Rathbun, Suzy Stone

Guests: Tom Hill, SUPRA representative, IT Consultant Eric Ruck and Technology Co-Chair John Haid

Call to Order- Sherry Bailey

Comments: Sherry Bailey welcomed guests.

Consent Agenda- Approved

Treasurer's Report- The October report was submitted by Treasurer Suzanne Brady and filed for audit.

Working Groups Reports- Sherry Bailey

Budget & Finance

Fredericksburg REALTOR® Foundation

Chairman Shelby Harvey reported the ribbon cutting for the Sunshine House was held. She commented that a plaque hangs in the House recognizing that the Foundation provided the kitchen appliances.

Education

Liaison Matthew Rathbun reported that the revenue in September was very good and that in October 541 students had been processed. He video taped the Lem Marshall Short Sales class on Oct. 20. Over 60 attended. In November a Technology class will be held at Lake of the Woods. 2010 plans to partner with DAAR and PWAR to host the entire GRI series have ended because VAR did not give the Associations the complete set of classes. The 2010 RECA calendar has been emailed to the membership.

Special Functions

Rene Daniels reported that The Changing of the Guard & Holiday Party is December 3 at the Jepson Center. Over 100 attended the October 29 Halloween Mixer. 6334 boxes of cereal were donated and \$1959.91 cash was collected in the fall Cereal Drive. Century 21 Battlefield- Oak Grove won the competition and all total 48 offices participated. A large portion of the boxes collected from the outlying areas went to the county food bank in that area.

Professional Standards/Grievance

Nominating

Member Outreach

Co-Chair Chip Taylor reported that two Caroline County offices called and thanked FAAR for bringing the class to the area.

Managing Broker Network

Co-Chair Chip Taylor announced the next meeting is on November 19. The Short Sales Reference Guide will be discussed.

EMERGE

Co-Chair Brooke Miller reported that the group will make stockings for the December Christmas Party at the homeless shelter.

Public Outreach

Working Group member Claire Forcier-Rowe reported two agents are going to be featured in the November 18 Real Estate Showcase. She will solicit nominations for the Spotlighting feature at the next Managing Broker Network meeting.

Community Outreach

The annual homeless shelter Christmas party is planned and FAAR will host a Candlelight Tour house. There will be a Blood Drive on December 21 at FAAR.

Technology

See under New Business

Awards

Pat Breme reported that the Group had selected a REALTOR® Code of Ethics winner, Affiliate of the Year and a Hall of Fame selection. Twelve Silver Circle recipients will be recognized. The awards will be presented at the December 3 event.

Multicultural

Co-Chair Sha Williams-Hinnant reported that the Group is working on the 2010 VHDA class calendar. There are two classes left in 2009- November 7 (Spanish) and December 5 (English).

Investment

Legislative & Governmental Affairs

GAD Suzy Stone reported that the last postcard promoting the VRE was sent out. She commented that VAR is finishing up the 2010 VAR Legislative Package. VAR is hopeful that the regulations regarding signage in the roadway will be modified to be less restrictive. FAAR achieved 108.4% of its RPAC goal with 37.7% member participation. A little over \$16,000 is left in FAAR RPAC account.

Old Business

Ethics Dialogue update

Sherry Bailey reported that the Short Sales Reference Guide will be posted to a website soon. She added that Lem resolved some of the confusion he created in previous classes at the Short Sale Summit held at FAAR on October 30.

New Business

SUPRA update

Tom Hill reported that SUPRA is working on a remote box open that will save non-SUPRA users from obtaining a day code. SUPRA is also working on eliminating the fob for Blackberry users. The company has solved the short battery life of the ActiveKey. Hill will hold a meeting of ActiveKey users on 11-3 and will visit a few offices.

Key System Task Force

Co-Chair Suzy Stone briefly explained the upcoming plans to open communication to the members regarding the 2011 conversion. Sherry Bailey introduced the members of the Task Force who were present to hear Tom Hill's presentation- Co-Chair Jim Rake, Linda Fosdick, Tina Hunt and Lisa Herr.

Website compromise

IT Consultant Eric Ruck, presented the timeline of the occurrence and Technology Co-Chair John Haid explained the recommendations from the Technology WG to prevent a similar event. The WG recommended that a security audit be done and that a security policy be created. Pat Breme asked that the funds (\$8000) earmarked to do upgrades to the website before the end of 2009 be re-assigned to cover the audit and the work Ruck will do in following up with the audit recommendations.

A motion was made, seconded and carried to use the website upgrades funds, up to \$8000, to cover the cost of the audit and Ruck's work. The WG is tasked with getting the best price for the audit and to do a price comparison of in-house web hosting vs off-site hosting.

Organizing a BRAC Task Force

Pat Breme proposed assigning a task force to keep abreast of BRAC issues in the area. GAD Suzy Stone suggested that all BRAC activities updates be forwarded to the Legislative Governmental Affairs WG. The group agreed.

VAR Delegate selection

In a ballot vote Suzy Stone was selected to be the 2010 at-large VAR Delegate from FAAR. Others on the ballot were Jim Rake and Matthew Rathbun.

MRIS Summit report

Latana Locke reported that 21 Associations were represented at the meeting in Rockville also attended by Sherry Bailey, Matthew Rathbun, Becky Yacone and Pat Breme. The discussion of short sales took most of the allotted time but the group did discuss briefly social media advertising issues. The discussion between the Virginia attorneys and the Maryland attorney regarding "fairness" as it applies to agency in the respective state law was quite amusing and lively.

Plea to waive an application fee

A motion was made, seconded and carried to deny the request of Cliff Vaughn to waive the \$275 reinstatement fee. He failed to read the notices sent to him about the deadline for attending new member ethics and orientation.

Matthew Rathbun's resignation

Rathbun elaborated on the details of his great job offer. The group wished him well and thanked him for all the great accomplishments of RECA during his administration of the school.

FYI & Correspondence

Sherry Bailey reviewed the correspondence.