

**Fredericksburg Area Association of REALTORS®**

# Board of Directors Meeting

## Minutes

**December 8, 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, Penny Traber, Joyce Compton, Sandy Lovell, Past President Sha Williams-Hinnant.

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

**Staff:** Rene Daniels, Suzy Stone

**Absent:** Matthew Rathbun, Sharon Toombs

**Guests:** FLS representatives reported that there was a slight up tick in ad sales the last quarter of 2009 but overall sales were down for the year. The increased activity came from Broker packages, banner and buttons ads. Technology Co-Chair John Haid also attended. *see the technology Working Group report.*

**Call to Order-** Sherry Bailey

**Comments:** Sherry Bailey thanked the BOD for their hard work and support throughout 2009. She also introduced new Education Director Steve Volny.

**Consent Agenda- Approved**

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

**Working Groups Reports- Sherry Bailey**

Budget & Finance

Fredericksburg REALTOR® Foundation

**Education**

Liaison Steve Volny reported that there was a HUD class upcoming, as well as, a Blackberry class/mock hearing session. The social media class was cancelled due to low registration.

### **Special Functions**

Rene Daniels reported that the Uncorked! event at the Potomac Winery is December 17 following the day long Stafford outreach class. On 2-4-10 FAAR will host its first Bingo event.

Professional Standards/Grievance

Nominating

### **Member Outreach**

Co-Chair Chip Taylor reported that 2009 was a good year for the group and that they plan to focus on improving communications to members in 2010. He is meeting with the FAAR Reps group to coordinate the mission.

### **EMERGE**

Co-Chair Brooke Miller reported the group assisted Community Outreach and Long and Foster in assembling Christmas stockings for the children at the Shelter.

### **Public Outreach**

Working Group member Claire Forcier-Rowe reported that candidates for the Spotighting feature for the December Real Estate Showcase are needed.

### **Community Outreach**

Rene Daniels reminded the group that there is a Blood Drive on December 21 at FAAR.

### **Technology**

John Haid reported that after reviewing three proposals, Chris Toney's was accepted. The cost is \$5000. Toney is expected to begin on 12-14. Haid reviewed the timeline provided by Eric Ruck.

Awards

### **Multicultural**

Co-Chair Sha Williams-Hinnant reported that 11 people attended the 12-5-09 class.

Investment

### **Legislative & Governmental Affairs**

GAD Suzy Stone reported that the VAR Virginia Homeowners Alliance Steering Task Force was reviewing the mission of the website because NAR's Home Logic site was similar and a much better site. FAAR members contributed \$31,000 in RPAC funds in the most recent campaign which is 108% of goal. The group is discussing incentives to get members to attend the REALTOR® Day on the Hill in February. Members of the leadership will attend the Chamber's Legislative Update on 12-16.

## **Old Business**

### **Ethics Dialogue update**

Sherry Bailey reported that the Short Sales Reference Guide is posted and was emailed to the membership with a link to the site.

### **Suzy Stone new VAR RPAC Trustee**

Sherry Bailey announced that Stone had accepted the appointment. Stone received the congratulations of the group.

### **NAR Game Changer disappointment**

Latana Locke reported that neither of FAAR's applications won but FAAR did receive a \$500 credit to subsidize a 2010 NAR event.

## **New Business**

### **NAR Convention update**

Bailey and Locke had already briefed the group about the Convention at the Town Hall meeting. Breme commented that she had heard at an AE round table session that some associations allow real estate companies to be vendors at their trade shows. The Broker/Manager Network group will review the concept.

### **Presentation of the 2010 budget**

A motion was made, seconded and carried to approve the presented budget. Sandy Lovell abstained. The group will review the membership numbers in February to see if the budget needs to be amended. The search for a GAD will be suspended until February in order to determine whether the expense can be financially supported. A motion was made, seconded and carried to reduce the Application Fee from \$275 to \$75 for members who do not pay their 2010 dues by December 31, 2009 and wish to be reinstated. The one-time offer is extended through January 15, 2010.

### **Shelby Harvey resignation**

With regret the group accepted the resignation.

### **Task Force to research options for Harvey replacement**

Sherry Bailey appointed Claire Forcier-Rowe to chair a Task Force to bring back replacement recommendations to the BOD in January.

### **California Association's Citation System for Code of Ethics Violations**

The group is sending the description of the system to the co-chairs of Professional Standards and Grievance for their recommendations. Their comments will be presented at the 1-5-10 meeting.

### **REALTOR® Foundation Governors appointed**

A motion was made, seconded and carried to appoint the following applicants- Drew Fristoe (2<sup>nd</sup> term), Lynn Smith and Mary Yousefian.

### **VLA tuition**

A motion was made, seconded and carried to equally divide the tuition amount approved by the BOD among the applicants who sought and received endorsement from FAAR and were selected by VAR for the upcoming VLA session. Sandy Lovell abstained.

### **Lake Anna request for more MRIS data**

Sherry Bailey presented the letter penned by Broker Dave Moberly requesting MRIS to provide more data to search the Lake Anna area. A motion was made, seconded and carried to support their request by sending a letter to MRIS CEO David Charron.

### **Policy Manual update**

Pat Breme reported that, as is the custom, the incoming President and the CEO will review the Manual and bring their recommendations to the January BOD meeting.

### **National Unity Flag sponsorship**

A motion was made, seconded and carried to send information to the members regarding the sponsorship to support displaying the flag but that FAAR would not donate.

### **FYI & Correspondence**

Sherry Bailey reviewed the correspondence.

### **Adjourn**

### **Executive Session**

The Professional Standards hearing decision was upheld by the BOD.