

Board of Directors Meeting Minutes

April 5, 2011

9 am

FAAR

Mission Statement: *The Fredericksburg Area Association of REALTORS® exemplifies integrity, professionalism and service to the community.*

Meeting Called by: Claire Forcier-Rowe, President

Type: Regular Meeting

Minutes By: Pat Breme, CEO

Officers & Directors Present:

President Claire Forcier-Rowe, President-Elect Chip Taylor, Vice President Suzanne Brady, Treasurer Brooke Miller and Directors: Bob Mercurio, Michelle Wilson, Christine Singhass, Linda Fosdick, Sabrina Anderson, Sarah Stelmok, Past President Latana Locke

Absent: None

Staff: Sharon Toombs, Rene Daniels, Kim McClellan, Valeri Colon

Guests: Fred Morgan, VAR BOD Liaison; Melanie Thompson, VAR NAR Director; Eric Ruck, IT Consultant; Betty Jasmund, Professional Standards Hearing Chair; Technology members John Haid and Becky Yacone

Call to Order- Claire Forcier-Rowe

Comments: None

Consent Agenda- Approved

Treasurer's Report- Brooke Miller reviewed the March Financial Statement. It was approved and filed for audit. Sharon Toombs reviewed the year-end 2010 Financial Statement and commented that FAAR used considerable reserves to cover expenses in 2010 and that pattern should not continue.

Old Business

Awards dinner comments

Claire Forcier-Rowe commented that the dinner went well. Terry Watson put smiles on everyone's face. The Foundation raised over \$3000 from the Silent Auction.

Financing the building update

Sharon Toombs reported that Erick Muller at Union First Market Bank has requested a copy of the Minutes which reflect a motion carried to refinance the building mortgage with his Bank and authorize Pat Breme as the signatory.

A motion was made, seconded and carried to refinance the FAAR building with Union First Market Bank and authorize Pat Breme as the signatory.

Suggestions from the BOD for rack locations of the Real Estate Showcase

Linda Fosdick offered two new locations at Lake Anna- the second Dockside office and the Food Lion.

New Business

NAR dues increase

There was a lengthy discussion on the NAR's Political Survival Initiative. Kim McClellan gave an overview of the NAR's reasoning for raising the dues by \$40- to maintain its Capitol Hill clout in the face of a new court ruling that allows large corporations to make political contributions previously classified as illegal. VAR RPAC Trustee Suzy Stone commented on how the dues increase might reduce the level of RPAC fundraising since the members will perceive the \$40 Initiative funds as just another RPAC contribution. VAR NAR Director Melanie Thompson described the difficult situation the NAR Directors are in because they have to vote on the Initiative at the May meeting. NAR has taken a strong position supporting the Initiative even though there has been a nationwide outcry from the members against the dues increase. Should the proposal pass the 1/3 of the collected funds will come back to the states and 1/2 of that will be available to local Associations.

Credit card vulnerability scan

Sharon Toombs reported that FAAR failed a scan ran by a PNC Bank vendor on the vulnerability of secure information through FAAR's website. A motion was made, seconded and approved to make a onetime purchase of \$757 to buy a Teamviewer Service license from ITS Services to secure remote access to the server.

Increase bandwidth to the FAAR office

A motion was made, seconded and carried to purchase additional bandwidth through Paetec for the phone system and web server and additional bandwidth from Cox for the classroom adding approximately \$635 for high speed service to FAAR.

Proposal to install programmable thermostats to the FAAR building

Based on research by the staff, Brooke Miller proposed that the Zonex thermostats be replaced with programmable thermostats to minimize excessive use of propane in heating and cooling the building. Childress, the company that installed the HVAC system submitted a bid. The BOD asks that 1 to 2 other bids be submitted.

Update to Strategic Planning

Task Force Chair Latana Locke reported that the date is Oct. 17 & 18 at Ladysmith Village Center. Allison Linney is the facilitator. The session will be preceded by an all-member survey and a focus night.

Trip to DAAR for AVECTRA overview

Pat Breme reported that Becki Yacone, Chip Taylor, Sharon Toombs and Lori Hillard-Wehr went to DAAR to see how the membership data system works. AVECTRA is still trying to adapt its system to the needs of REALTOR® associations. DAAR does not use many of the applications that FAAR would utilize. The next step is to canvas the Associations who are currently using AVECTRA.

Providing an Alert notification for members

Pat Breme reported that a member suggested that an alert notification system be posted on the website regarding safety issues and scams. Staff will add a page to the website and add on click on button on the homepage.

Request of Old Dominion University professor

An ODU professor requested to conduct a survey of 200 members or more regarding strategic default decisions by homeowners using Instant Response Devices. Pat Breme suggested the survey be done during lunch at the Trade Show. The matter was sent to the Education Director for review.

Riverbend Art Show

A motion was made, seconded and carried to allow Riverbend High School to use the FAAR office space for an art show open to the public. The proceeds of the sale of the art would go to address the plight of the homeless children population attending school.

Professional Honor Role criteria changed

The motion was made, seconded and carried to approve the recommendation of the Awards Working Group to change the production criteria to \$2 million from \$2.5 and 18 transactions from 25. Vice Chair Latana Locke asked the BOD to send her suggestions for production criteria for the property management and commercial categories. Deadline is April 8.

Working Groups Reports- Claire Forcier-Rowe

Budget & Finance- see above

REALTOR® Foundation

Rene Daniels reported that the Foundation raised \$3600 from the Silent Auction held at the April 2 Awards Dinner. Capitol Ale House has invited the Foundation to participate in this year's Oktoberfest.

Education

RECA Director Valeri Colon commented on the attached reports. She added that the income is on the rise but she wants to see attendance increase.

Special Functions

Rene Daniels reported that 131 attended the Awards Dinner. The registration form for the golf tournament is out.

Professional Standards/Grievance

Nominating

Chair Latana Locke commented the group will be formulating the questions for the all member survey.

Member Outreach/FAAR Reps

Chair Debbie Irwin was not present to report.

Managing Broker Network

Chip Taylor reported that the group had a good discussion about the MARS disclosures at the March meeting. The Next meeting is May 18

Young Professionals Network

Valeri Colon reported that the group will attend a Career Fair at Riverbend High School on April 14 & 15. The group has received their YPN status from NAR.

Public Outreach*

Rene Daniels reported that the Group will assign a point of contact to the various area media. The group is working on a "Did You Know...?" series for the Showcase with a Broker focus.

Community Outreach

Rene Daniels reported the volunteers are needed for the Ride VA rest stops. Contact Sharon Shade.

Technology

Rene Daniels reported that members of the WG will view the IMIS demo on their upgrades. The RBI, a company of MRIS, will hold a class on rbiPRO and RBIEXPERT on April 6 from 2-3. See New Business regarding the bandwidth topic.

Awards

Pat Breme reported that the Working Group will meet today to review award applications. See New Business regarding the criteria changes for production on the Professional Honor Role.

Multicultural

Valeri Colon reported that Munira Marlowe, Director of the Imani Cultural Center, spoke to the group and provided information regarding the ethnic diversity of the area.

Investment

Property Management

Kim McClellan reported that the group may meet every other month.

Legislative & Governmental Affairs*

GAD Kim McClellan reported the Head Shots event raised \$1500 for RPAC. The event might be repeated at the Trade Show. May 19 is the RPAC Cruise. FAAR's 2012 Legislative Package has to be submitted to VAR in July. VAR RPAC Trustee Suzy Stone said the group is looking for ideas to better advertise their Major Donors.

Regional Housing Task Force*

Chair Christine Singhass reported that there was great discussion at the second meeting regarding the various needs of the community that have to do in some way with housing. In the last month, Singhass presented an overview of the work of the Task Force to the George Washington Commission. The next meeting is April 26.

Executive Session

The Decisions of two professional standard hearing panels were affirmed.

*Indicates an issue of strategic importance