

August 14, 2008

Board of Director Minutes
Wilmington Regional Association of REALTORS®
1444 S. 17th Street

| | | | | |
|-----------|-----------------|-------------------|------------------|--------------|
| Attending | R. J. Alexoudis | Jonathan Barfield | Melanie Bertrand | Bryan Greene |
| | Bob Jamieson | Dan Kibler | Susan Lacy | Sharon Laney |
| | Mary Martin | Russ May | April McDavid | Bob McKoy |
| | Karen Parkin | Vance Young | | |
| Staff: | Jerry Panz | | | |

President Susan Lacy called the meeting to order at 8:30 AM. All members of the Board of Directors received notice of the meeting. Jonathan Barfield, Jr., gave the invocation and Mary Martin led in the pledge of allegiance.

John Lennon, Chair of the Building Task Force provided a report on the progress. On a motion duly made, seconded and carried, the Board approved hiring John Rees and to increase the expenditures from \$10,000 up to \$20,000.

Susan Lacy and Brian Pilon provided an update on the campaign and public website that launches on Monday, August 18.

The meeting recessed at 8:57 AM. The meeting reconvened at 11:46 AM.

Bryan Greene, RCA President reported on the activities of the REALTORS® Commercial Alliance of Southeastern North Carolina.

By Consent the following was approved:

- 1) The Consent Agenda (attached)
- 2) Authorizing \$1,000 to participate in the Chamber of Commerce Brunch with Mike McIntyre
- 3) 2009 Meeting dates:
 - a) January 15 (NCAR 21-23)
 - b) February 19
 - c) March 19
 - d) April 16 (NCAR 20-23)
 - e) May 28 (NAR 11-16)
 - f) June 18
 - g) July 23
 - h) August 20
 - i) September 24
 - j) October 22
 - k) November NO MEETING (NAR 11-16, can't get agenda done for 18th; following week Thanksgiving)
 - l) December 17

- 4) Being a Gold Sponsor for the Stewardship Development Award program.
- 5) The minutes of this meeting

There being no further business the meeting adjourned at 11:12 AM.

A handwritten signature in black ink that reads "Jerry S. Panz". The signature is written in a cursive, flowing style.

Jerry S. Panz, CAE, e-PRO, RCE
Secretary

CONSENT AGENDA

August 14, 2008

Acknowledgement of:

1. Membership Report (new, transfers, etc.)
2. Possible terminations for nonpayment, if any, will be noticed to the President on August 15
3. Confirming email vote to participate in Chamber of Commerce breakfast for Senator Burr
4. Report from NAR Director, Patrice Willetts
5. Committee Reports
 - a. Equal Opportunity & Cultural Diversity
 - b. Appraisal Council
 - c. Member Service
 - d. Professional Development
 - e. Partners for Affordable Housing
 - f. Property Management Council

| Member Totals As of | February 19 | March 14 | April 9 | June 13 | July 12 | Aug 9 |
|----------------------------|------------------------|-----------------|----------------|--------------------|----------------|--------------|
| Designated REALTORS® | 472 | 475 | 466 | 470 | 464 | 457 |
| Pending | 2 | 3 | 3 | 5 | 5 | 0 |
| REALTORS® | 1,678 | 1,701 | 1,697 | 1,691 | 1,660 | 1644 |
| Subtotal | 2,152 | 2,179 | 2,166 | 2,166 | 2,129 | 2,101 |
| Non REALTOR® Licensees | 35 | 36 | 39 | 40 | 40 | 40 |
| Secondary REALTORS® | 121 | 124 | 123 | 119 | 120 | 121 |
| Allied | 104 | 106 | 106 | 109 | 109 | 110 |
| Total | 2,412 | 2,445 | 2,434 | 2,434 | 2,398 | 2,372 |

July 14 – August 16, 2008 Board of Directors (BOD)

DESIGNATED REALTORS®

James Pruitt, My Subdivision Only
Joni Seivers, Joni M. Seivers, Broker
Craig Stewart, Southern Appraisal Associates, LLC
Johnathan Williams, Spyglass Realty Group

ALLIED MEMBERS

Linda Lee, Cooperative Bank

NEW REALTOR® MEMBERS

Patti Archibaud, Century 21 Brock & Associates
Beverly Biggs, Intracoastal Realty Corp.
Eleanor G. Bozik, Everyday Dreamers Inc. Real Estate
David DesChamps, DesChamps Appraisal
Susan H. Collins, Empire Realty of North Carolina
Kathryn K. Jeffreys, Laney Real Estate
Kristen Johnson, Atlantic Horizons Real Estate
Sean Neblett, Prudential Burroughs and Chapin Realty Inc.
Lisa Norris, Century 21 Pro Realty
Jayne Pate, Laney Real Estate
Patricia Rackley, Century 21 Sweyer & Associates
Elizabeth Schoenleber, Leslie King Realty
Prudence E. Templeton, Laney Real Estate
Bethany Wilson, Century 21 Sweyer & Associates

RESIGNATIONS

Jeffrey S. Atkinson, Century 21 Sweyer & Associates
Catherine Bissette, Bryant Real Estate
Dean Byrd, LDG Properties
Angela Coats, Laney Real Estate
Brent Crowell, Keller Williams Realty
Marie Danford, Danford Properties, Inc.
Joseph DeMicco, Coastline Real Estate
David Edmonds, LDG Properties
Craig Fortier, John Vesco Real Estate
Nancy Freiburger, Prudential Burroughs & Chapin Realty, Inc
Tonya Friend, Intracoastal Realty
Michele Frieze, Coldwell Banker Sea Coast Realty
Carol Guarino, Century 21 Sweyer & Associates
Jennifer Haddock, SouthCoast Realty
Kelly Haggerty, Century 21 Sweyer & Associates
Chelsea Kimrey, Weichert, Realtors
Jennifer Leinwand, Realty World – Cape Fear
Levana Moss, Laney Real Estate
Robert Parga, Weichert, Realtors
Heidi Ray, Laney Real Estate

Penny Robinson, Carolina Fractional, LLC
Jacquelyn Ruley, RE/MAX Coastal Properties
Azita Sartipi, Century 21 Sweyer & Associates
Harriet Schroeder, Intracoastal Realty Corp.
James Stokley, Porters Neck Co., Inc
Judith Wallace, Figured Realty
Ronald Williams, Ron Williams, LLC

NEW OFFICES

Joni M. Seivers, Broker
My Subdivision Only
Southern Appraisal Associates, LLC
Spyglass Realty Group

TRANSFERS

James Gobble to Exit Homeplace Realty
Tammy Hanson to Blue Water Realty
Paul Hockaday to Exit Homeplace Realty
Angel McCurry to Exit Homeplace Realty
Steven Pate to Benham Real Estate Group
George Perry to Bowman & Associates
Sandra L. Smith to Coldwell Banker Sea Coast Realty
Detlev M. Taege to Keller Williams Realty
Glancy Thomas to Century 21 Sweyer & Associates
Michael Walton to Century 21 Sweyer & Associates
Alison White to World Properties Int'l

REINSTATEMENTS

Adam Cardin, Prudential Burroughs and Chapin Realty
Shelley Dye, Exit Homeplace Realty
Linda Gardner, Gardner Realty & Mgmt, Inc.

TERMINATIONS

(as of August 1st)

John Brantley, Laney Real Estate
Tonya Eller, Intracoastal Realty Corp
Sean Laver, Exclusively Yours Realty
James Loutit, Oleander Realty, Inc.
Thomas Luvender, House Hunter Realty
Kathleen Marconi, Coldwell Banker Sea Coast Realty
Suzette Patterson, Carolina Coastline Properties, LLC
Debra White, Century 21 Sweyer & Associates

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
EQUAL OPPORTUNITY & CULTURAL DIVERSITY COMMITTEE
July 30, 2008 – 2:00PM
MEETING REPORT

Chair – Dana Scalici

Vice-Chair – Eliza Santos

The meeting began at 2:20p.m.

Committee Members Present: April McDavid, Dana Scalici, Dennis Musser, Tina DeWitt and Emi Whetsel

Staff Member(s) Present: Dayma Edwards

Welcome & Introductions:

- ❖ Welcome new member, Emi Whetsel

Cultural Refreshment:

- ❖ April will email Cultural Refreshment tip to Dayma or Brian for the month of September
- ❖ Dayma will also get tips from NCAR to place in the Broker Breeze

Latino Festival:

- ❖ Committee members will volunteer at the Hispanic Festival held in November at Hugh MacRae Park. Dayma will get specific details.
- ❖ Dayma will get all the information on where the volunteers will be needed the most
- ❖ Dayma will send out an email with the list for our members to sign-up to volunteer

Oktoberfest:

- ❖ Dayma will do some research to find out when and where and how we can help

Secondary Languages:

- ❖ Committee members are really interested in constructing a list of all members that speak a secondary language. This contact list will be posted on the WRAR website for members to view when the need arises. Members will need to sign-up for their contact information to appear on this list.

Wrap-up/Questions and Comments:

- ❖ Think about volunteering at the Greek Festival next year

Next Meeting:

When: *Wednesday, August 20th*

Where: *WRAR Conference Room*

Time: *4:00pm*

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
APPRAISAL COUNCIL
July 30, 2008 – 11:30AM
MEETING REPORT

Chair – **John Hinnant**
Rob Sink

Co-chair –

Purpose of Council

- *To continue provide educational and/or risk management/risk-shifting information for all members of the council*

-
- I. Introductions
 - II. Open Forum with Lunch
 - III. Kathy Wright gave an update on Rapattoni and the custom report section
 - IV. Cory Gore: Attorney General's Lawsuit
 - 2008 Lenders loosen lending guidelines, no regulation for Mortgage Brokers (Banks and Mortgage Departments have State and Federal regulators in all the time)
 - Defaults subprime market. Collusion of Originator, RE Broker, Appraiser blamed – influence on Appraiser
 - HVCC agreement between NY Attorney General Andrew Cuomo and Fannie/Freddie for new appraisal assignment guidelines, correspondence with appraisers, etc.
 - Good in theory, yet leads to AMC's directing business and % of fees.
 - V. Wrap-up/Questions/Comments

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
MEMBER SERVICES COMMITTEE
August 4, 2008 – 9:30AM
MEETING REPORT

Chair – Sharon Laney
Terry

Co Chair – JD

The meeting began at 9:30a.m.

Committee Members Present: Sharon Laney, JD Terry, Gail West, Adell Bernard and David Dougherty

Committee Members Absent: Jennifer Dauphinais, Terry Milam, Tina DeWitt, Susan Lacy, J. Marie Lewis and Bryan Wright

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions

II. Annual Meeting & Election

- Date: **Thursday, September 17th**
- Location: **Cameron Art Museum**
- Time: **5:30 to 8:00**
- Theme: **Green Event**
- Caterer: **Southern Thyme**
 - ✓ Roast Lemon-Rosemary Breast of Chicken
 - ✓ Orance & Thyme Roasted Pork Loin w/ Apple Scented Jus
 - ✓ New Potato & Edamame Salad
 - ✓ Orzo Pesto w/ Wilted Organic Spinach & Tomatoes
 - ✓ Seasonal Vegetable Saute
 - ✓ Tossed Micro Green Salad w/ Fresh Herbs & French Vinaigrette
 - ✓ Bread Du Jour
 - ✓ Assorted Sweetie Pie Cheesecakes
- Information Table: Have a manned (preferably with a knowledgeable green person) information table for members to browse and see what simple steps can be done to help the environment and safety tip flyers
- Centerpieces: Cameron Art Museum does not allow anything planted, Dayma will look into ordering bamboo centerpieces
- Entertainment: Paco Strickland was too expensive, Trey Hamlin was contracted to play acoustic guitar and sing
- Safety Week Awareness: Sept. 14 thru Sept. 20, Dayma will contact **Don Harris** and **Patrice Willetts** to find a member to speak about their dangerous experience. If a member cannot be found, Patrice will be asked to speak on safety. Dayma will speak to the One Stop Cop Shop and see if they are interested in displaying and possibly selling some safety items. Dayma will look into possibly having the ID for kids kits available.
- Collecting Canned Goods and cash to be donated to the local food bank – Dayma will contact Office Depot about boxes and each member

will work on collecting boxes to bring to the museum. All the cash collected will be used to purchase gasoline cards for the food bank.

- Have a table available for one committee member from each committee to answer questions about their committee and hopefully sign up for a committee
- Awards:
 - ✓ REALTOR® Emeritus, CRS, GRI and ABR
- Sponsors:
 - ✓ Cunningham & Company Mortgage - \$1,000
 - ✓ Schumacher Homes - \$1,000
 - ✓ Baker & Colby - \$500
 - ✓ JP Morgan Chase - \$250
 - ✓ Active Care Chiropractic - \$250
 - ✓ Costco - \$250 in-kind canned goods and possibly gas cards

III. Heart Bear Collection:

- Boxes have been delivered along with posters to the larger firms for collection of small bears to be taken to the NCAR convention in Charlotte. A designated person from each office will bring the bears with them to the Annual Meeting & Election. Faye Brock will be taking the collection of bears to the convention.

IV. 2009 Strat Plan:

- Sharon suggested planning a WRAR Committees Meeting to allow the committee members to meet each other, this will help each committee to come together for events and such.
- Allow committee members to receive a copy of the attendance sheet to all orientations. The committee members will divide the names and contact each member individually to welcome them and inform them of the committees available and any upcoming events.

V. Wrap-up/Questions/Comments

VI. Next Meeting

- Monday, September 8th
- WRAR Conference Room
- Time – 9:30AM

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
PROFESSIONAL DEVELOPMENT COMMITTEE

August 7, 2008 – 10:30AM
MEETING REPORT

Chair – Wendy Shorter Bridges
Lawson

Vice-Chair – Rebecca

The meeting began at 10:45 a.m.

Committee Members Present: El Brant, LJ Johnson, Faye Brock, Rebecca Lawson, Jan Justice, Kathy Kivett, Russ May and Wendy Shorter-Bridges.

Committee Member(s) Absent: Susan Lacy, Ryan Crecelius, Bryan Wright, Paul Dunwell, Vickie Osoria, Carlos Braxton, Tom Locorriere and Sonya Phillips

Staff Member Present: Dayma Edwards

Purpose of Committee

- *The Professional Development Committee wants to promote learning as a life-long habit for REALTORS®*
- *To continue providing our members with information on legal issues while keeping them current through the use of periodic legal updates*
- *To continue providing risk management/risk-shifting information for all members*

Welcome & Introductions:

- Welcome new member El Brant

2008 Schedule:

- **Wednesday, August 27th – PHOTOGRAPHY/STAGING SEMINAR**
 - ✓ UNCW Executive Center
 - ✓ 8:30 to 9:00 Breakfast & Registration
 - ✓ 9:00 to 11:00 Seminar
 - ✓ Dayma will check with Jack & Sandy to confirm agenda and equipment that will be used.
 - ✓ Dayma will create flyer with future events to hand out
 - ✓ El will check with furniture company about possible sponsorship
 - ✓ Dayma will type "Please wait till after the presentation for questions" in the script
 - ✓ Russ will contact Tom Spencer and Robert Calder about the change of event
 - ✓ Need sponsor/s
 - ✓ Speakers – Jack Davis & Sandy Connell
 - ✓ Sponsors – JP Morgan & Cully Weiss
- **Wednesday, September 10th – LEGAL SEMINAR**
 - ✓ Scottish Rite Temple
 - ✓ 9:00 to 11:00 Morning Session
 - ✓ 1:00 to 3:00 Afternoon Session

- ✓ Speaker: Tom Miller, Special Deputy Attorney General, NCREC & Jerry Panz to review new disclosure form and guidelines.
- **Thursday, October 23rd – ADVERTISING WRITING SEMINAR**
 - ✓ UNCW Executive Center
 - ✓ 8:30 to 9:00 Breakfast & Registration
 - ✓ 9:00 to 10:30 Seminar
 - ✓ Speaker – Tori from Clove Marketing
 - ✓ Faye will contact Tori and ask about possible sponsors (Encore Magazine)
 - ✓ Need sponsor/s
- **Wednesday, November 19th – GEN Y SEMINAR**
 - ✓ Holiday Inn Sunspree
 - ✓ 8:30 to 9:00 Breakfast & Registration
 - ✓ 9:00 to 11:30 Seminar
 - ✓ Speaker – Amy Lynch
 - ✓ Need sponsor/s
- **Thursday, February 5th – REALTOR ReCharge**
 - ✓ Blockade Runner
 - ✓ Speaker – Robert Morris
 - ✓ Dayma will contact Costco to get recycled bags donated for goodies
 - ✓ Sponsors/Booths –
 - All sponsors and information is to be turned in by January 1st
 - \$250 plus \$100 value gift (for raffle) by November 1st
 - Booth/Table
 - Recognition at event
 - Company logo/name on all event emails, posters etc.
 - Personal contact at event
 - Promotional items in the goodie bags
 - \$350 plus \$100 value gift (for raffle) after November 1st
 - Booth/Table
 - Recognition at event
 - Company logo/name on all event emails, posters etc.
 - Personal contact at event
 - Promotional items in the goodie bags
 - \$100 in-kind donation (for raffle) & items in goodie bag
 - Recognition at event during raffle
 - Promotional items in the goodie bags
 - Dayma will create a contract for sponsors to sign
 - Members agree on charity table for up to two charities to share
 - Dayma & members will discuss goodie bags with all possible sponsors (pens, pads etc.)
 - Dayma will talk to Jerry about getting an item from WRAR re: public website to place in goodie bag

- Russ stated that a staging and/or sign company would be great for sponsorship and/or Advanced Access

Wrap up/Questions/Comments:

- Wendy stated that Chris Helder from Australia might be a good speaker to look into for a future event.
- Discussion on whether the committee should make an adjustment to the current No-Show/Late Cancellation Policy. A member would like for the committee to announce in their event emails that if the registered member is not able to attend an event that they may find a replacement. Committee members voted and decided not to make any changes. Dayma stated that this situation has occurred and the registered members have never been charged.
- Dayma will work with Brian Pilon to update the sponsorship pamphlet

Next Meeting:

Thursday, September 4th

10:30 a.m.

WRAR office



Wilmington Regional Association of REALTORS®
PARTNERS FOR AFFORDABLE HOMEOWNERSHIP
July 31, 2008- 8:30AM
MEETING REPORT

Chair: Jody Wainio

Vice-Chair: Carlos Braxton

The meeting began at 8:40 AM

Members Present: Jody Wainio, David Flory, Lisa Burton, Carlos Braxton, Pam Rancke, Steve Williams, Michael Otelsberg and Valjeanne Estes

Staff Members Present: Dayma Edwards, Tiffany Lawhorn

- I. Welcome & Introductions
- II. Update on Operation Home Sweet Home:
 - ❖ Jody is waiting to hear from the County H.R. and Chief of Police about helping with this project. County H.R. mentioned that she was already speaking to her employees about this topic and could include our presentation.
 - ❖ Jody asked if the group could think of some suggestions on new contacts.
- III. Foreclosure Prevention Workshop:
 - ❖ The AHC (Affordable Housing Coalition) is planning a workshop specifically for Ministers on September 11.
 - ❖ If a Minister is approached by a member of their church in need of advice they will have valuable information and knowledge on this topic.
 - ❖ Group is working on handouts to give the Ministers and will try to have it broadcasted on G TV.
- IV. Update Resource Guide
 - ❖ We did not have time to review the Realtor Resource Guide today however please review and send any changes to jwainio@ec.rr.com.
[Click here](#) to review guide.
- V. Articles/ Information on Affordable Housing
 - ❖ Jody brought in three handouts. One was regarding HOP (Home Ownership Pool), the next was detailed information on the Housing Bill that the President recently signed and the last was information on the 2008 North Carolina Affordable Housing Conference.

- ❖ The group spent time discussing the new Housing Bill and the positive and negative aspects of it.

VI. 2008 Committee Meeting Schedule

- *Thursday, August 28th – 8:30*
- *Friday, September 26th – 8:30*
- *Thursday, October 23rd – 8:30*
- *Friday, November 21st – 8:30*
- *Friday, December 19th – 8:30*

VII. Next Meeting

Date – **Thursday, August 28th**

Time - **8:30 AM**

Place - **WRAR Conference Room**

Report from NAR Director: Patrice Willetts

Our Webex event went well.

Some of the topics we spoke about include:

1. Mark Wasco is no longer with NAR. He is with BASF as manager of Gov Affairs. Austin Percy has replaced Mark.
2. Dick Gaylord appointed a PAG to look at Mandatory Energy Audit.
3. We are asking if NAR has a policy on Global Climate Change.
4. Energy Efficient Mortgage – similar to a 203K mortgage that is tied to doing certain improvements to enhance the efficiency of a home.
5. Flood Insurance is not being addressed as it should in DC due to all the housing issues of late. NAR will be pushing hard to make sure it does not expire.
6. The Overstar bill addressing wetlands and change to clean water act has sputtered out.
7. Watch for subsidized flood insurance rates on 2nd home to expire over 4 years. Mostly those built before '78
8. Congress set aside 200 million in 2009 to finish the updating the flood maps and putting it in digital format
9. Department of Homeland Security on building the border fence – apparently they are allowed to waive the rules for takings. We talked about finding out if they give fair compensation. The Supreme Court refused to hear a case that deals with this.

Brunch with our US Representative

A brunch with US Congressman Mike McIntyre will be held on November 17th. The breakfast is designed to recognize Representative McIntyre's tireless effort on behalf of Southeastern North Carolina and take the time to express our appreciation. Congressman McIntyre will have the opportunity to address the group.

| Benefits | Presenting (Only 1) \$2500 | Partner \$1500 | Executive \$1000 | Associate \$500 | Patron \$250 |
|--|---|---------------------------|-----------------------------|----------------------------|-------------------------|
| Top billing in all advance publicity* | X | | | | |
| Recognition at event | X | X | X | X | X |
| Company logo printed on invitation* | X | X | | | |
| Company name recognition printed on invitation* | X | X | X | X | X |
| Company receives invitations to event | 8 | 6 | 4 | 2 | 1 |
| CEO or company representative may participate in program | X | | | | |
| CEO or company representative will be recognized at event | X | X | | | |
| CEO or company representative gets select seating at event | X | X | | | |
| Company recognition in the Chamber's newsletter and weekly Fax* | X | X | X | X | X |

*Sponsorships should be received at least one month prior to the event to maximize exposure.

Contact : Louise McColl – 350-1211

Sponsorship Contract – legal, binding & non-refundable

Company _____ Phone _____

Contact _____ Fax _____

Address _____ Zip _____

Email address _____

Level of sponsorship: _____

Payment: Check Visa Am. Exp. MasterCard Invoice me
 Credit card number: _____ Exp Date _____

Security code on back of card: _____ Zip code on back _____

Signature: _____ **Date:** _____

Volunteer: _____ **Team:** _____

Hi Jerry,

Just a note to let you know how much we Appraisers appreciate the good job Dayma is doing for us, especially with regards to communication and meeting preparation.

I was the presenter yesterday and I procrastinated in providing her the handouts I was going to distribute to the group. I e-mailed the information to her at the last minute, she compiled it in a logical order, and made it available for each participant in a professional folder format. It was remarkable how fast and efficient she did this work.

As a side note, we always enjoy the wonderful lunches she arranges for the meeting.

Too often "jobs well done" are taken for granted. I for one, and in speaking for our group, do NOT take Dayma's efforts for granted. She is an asset to our organization and I wanted you to know.

With regards,

Cory

Cory Gore
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