

April 22, 2010

Board of Director Minutes  
Wilmington Regional Association of REALTORS®  
1444 S. 17<sup>th</sup> Street

Attending	R. J. Alexoudis	Carlos Braxton	Faye Brock	Tom Gale
	Ashley Garner	John Hinrichs	Sharon Laney	Mary Martin
	April McDavid	Mary Jo Miller	Karen Parkin	Louise Voelker
	Jody Wainio			
Staff:	Jerry Panz			

President Mary Martin called the meeting to order at 8:35 AM. All members of the Board of Directors received notice of the meeting. April McDavid gave the invocation and Tom Gale led the pledge of allegiance to the Flag.

A joint meeting with the Multiple Listing Service of the Wilmington Regional Association of REALTORS® was convened to discuss the proposed new building, an audit presentation by Charles Earney, CPA, and whether to fill the vacant director position.

John Lennon, Chair of the Building Committee reported that:

- a) Working to secure construction and permanent financing
- b) Parking issues that arose have been resolved
- c) He was meeting with Clancy and Theys on April 23, 2010, to finalize design engineering issues
- d) Building Committee would meet again to finalize outside design elements
- e) President Martin will send an email to the membership stating that the price per square foot for tenants is \$15.50 + annual CAM of \$3.50 for a five year term and that a 3% commission would be paid on the gross lease to the tenant representative with ½ paid at time of tenant contract and the remaining ½ at tenant occupancy; the email would also specify that a deadline for an RFP for firms to submit both a listing agreement to lease the new facility and a listing agreement for the sale of the existing building be submitted no later the 5 PM on April 30 to the CEO. Under the leasing agreement and listing agreement there will be no leasing or listing commission paid to the successful RFP firm since a firm has already agreed to lease and list at no commission.
- f) Jerry Panz is meeting with Chuck Earney and Lonnie Williams to develop a plan on forming a business entity to manage the construction of the building and the condominium association. It was moved, seconded and carried to authorize the officers of the corporations to pay all bills necessary to create this entity and authorization to sign all necessary documents.
- g) It was moved, seconded and carried to authorize payment for an appraisal on the building located at 1444 S. 17<sup>th</sup> Street with the appraisal being ordered by a financial institution and the appraisal being assignable not to exceed \$5,000.
- h) It was moved, seconded and carried to authorize payment for permits and water-sewer connections up to \$46,000 conditional upon the Board's approval of a financial institution's proposal to finance the building. **NOTE:** The price will be less if the size of the water/sewer connection is reduced.

Chuck Earney presented the audit to the boards stating that the audit was unqualified and the corporations were in excellent financial health. He commended Jo Anna Edwards and Jerry Panz for the manner in which they approach the financial management of the corporations.

On a motion duly made and seconded the Board will allow the membership to fill the vacant director's position during the ballot process completed prior to the convening of the Annual Meeting and Election. The motion failed.

Carlos Braxton was asked to leave the meeting. On a motion duly made, seconded and carried the Board appointed Carlos Braxton to fill the vacant director's position and appointed Amy Spicuzza to the remaining 2010 term vacated by Carlos Braxton.

The meeting reconvened at 12:25 PM.

Kathleen Riely, GAD, provided an update on the issues facing the Association.

By Consent, the following was approved:

- 1) The Consent Agenda (attached)
- 2) A resolution in support of the Skyway Bridge (see page 22)
- 3) A resolution on the sale tax referendum (see page 23)
- 4) Noticing to the members that NC-RPAC provided funding to Michael Lee
- 5) The minutes of this meeting

There being no further business the meeting adjourned at 12:54 PM.



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

# Consent Agenda

April 22, 2010

**Approval of:**

1. Spending up to \$650 to recombine 1826 and 1834 Sir Tyler Drive as required by New Hanover
2. Change to Policy Manual (Financial Section): Purchases that exceed ~~\$1,000~~ \$1,500 will be capitalized; purchases equal to or less than \$1,500 will be expensed. (NOTE: This is a recommendation from the CPA recommendation)

**Acknowledgment of:**

1. Minutes of March 18, 2010 meeting (sent via email on 4/11/2010)
2. Membership Report (below)
3. Financial Statements sent emailed 4/13/2010
4. CE, non CE, and designation surveys: 3/3 (2) and 3/5 – sent 3/17/2010
5. RPAC and NCREC notice re: Robert Sanger (sent via email on 4/11/2010)
6. Committee Reports:
  - a. Member Service Committee
  - b. Young Broker Council
  - c. Professional Development Committee:
  - d. Partners for Affordable Homeownership
  - e. Property Management Council
  - f. Appraisal Council
  - g. Equal Opportunity & Cultural Diversity Committee
7. Tracking Board of Directors motions

Member Totals As of	Apr 11	Mar 9	Feb 11	Jan 7 2010	Dec 10	Nov 30	Oct 31	Sept 12	Aug 13	July 16	June 13	May 22	April 11
Designated REALTORS®	391	387	384	377	396	396	398	412	411	415	421	420	426
Pending	0	0	0	0		0	0	0	0	0	2	2	5
REALTORS®	1,381	1,379	1,369	1,359	1,405	1,384	1,389	1,432	1,427	1,433	1442	1,440	1,442
<b>Subtotal</b>	<b>1,772</b>	<b>1,766</b>	<b>1,753</b>	<b>1,736</b>	<b>1,801</b>	<b>1,780</b>	<b>1,787</b>	<b>1,844</b>	<b>1,838</b>	<b>1,848</b>	<b>1,865</b>	<b>1,862</b>	<b>1,873</b>
Non REALTOR®	43	38	21	38	29	24	27	27	29	28	24	26	28
Secondary REALTORS®	67	66	70	72	81	84	84	91	89	83	93	91	93
Allied	100	101	99	98	107	103	103	109	109	110	111	109	109
<b>Total</b>	<b>1,982</b>	<b>1,971</b>	<b>1,943</b>	<b>1,944</b>	<b>2,018</b>	<b>1,991</b>	<b>2,001</b>	<b>2,071</b>	<b>2,065</b>	<b>2,069</b>	<b>2,093</b>	<b>2,088</b>	<b>2,103</b>

**Tracking NCAR Open Position Applications**

Committee	Deadline	Proposed Name	Received from
Finance and Budget	May 11	Ashley Garner	
NC Reef – At Large	May 1	Tom Gale	Susan Lacy endorsed March 2010
Homeowner Alliance	November 12	Buddy Blake	
Homes4NC	September 30	Jody Wainio	
Realfast	October 1		
NC Service Corp	June 30		
RPAC Trustee-At Large	July 16		

**March 15, 2010 – April 11, 2010 Board of Directors (BOD)**

**ALLIED MEMBERS**

Joy Allen, Cape Fear Green Building Alliance

**DESIGNATED REALTORS®**

Justin Byrd, (Secondary), Byrd Appraisal Service  
Daniel Corcoran, Corcoran Appraisal Group, Ltd.  
Ryan Crecelius, Do Good Real Estate  
Hector Ingram, Ingram & Company Inc.  
Ernest Wilkinson, Wilkinson Real Estate

**NEW OFFICE**

Byrd Appraisal Service  
Corcoran Appraisal Group, Ltd.  
Do Good Real Estate  
Ingram & Company Inc.  
Wilkinson Real Estate

**NEW REALTOR® MEMBERS**

Brian Baucom, Coldwell Banker Sea Coast Realty  
Sharon Buie, Ingram & Company Inc.  
Justin Byrd, (Secondary), Byrd Appraisal Service  
Jeffrey Campanello, Network Real Estate  
Pamela Chumley, (Secondary), Exit Homeplace Realty  
L Renee Coffey, Ingram & Company Inc.  
Daniel Corcoran, Corcoran Appraisal Group, Ltd.  
Jason B. Cox, Century 21 Sweyer & Associates  
Hector Ingram, Ingram & Company Inc.  
Tracy Milligan, Ingram & Company Inc.  
Roy Mumey, Prudential Laney Real Estate  
Michael Murphy, Coldwell Banker Sea Coast Realty  
Frank Neely III, Ingram & Company Inc.  
Cynthia Parcell, Intracoastal Realty Corp.  
Francis Payne, RE/MAX Coastal Properties  
Chester Pennock, Coldwell Banker Sea Coast Realty  
Amanda Perry, Dianne Perry & Company  
James S. Powell, Stevens New Homes Realty, Inc.  
Dorsey Robinson III, Intracoastal Realty Corp.  
Charles Ruffin III, Intracoastal Realty Corp.  
Stuart Vick, Wilkinson & Associates  
Joseph Walicki, Prudential Laney Real Estate  
Mary Walicki, Prudential Laney Real Estate  
Angela Whaley, Intracoastal Realty Corp.  
Ernest Wilkinson, Wilkinson Real Estate

**REINSTATEMENTS**

Fabian Bartolozzi, Flagship Realty & Development

Lynda Gainey, Wilkinson & Associates  
Nathan Graff, Graff Appraisal Group, LLC  
Raquel Khorram, Estate Realty, Inc.  
Sally Williams, Estate Realty, Inc.

### **RESIGNATIONS**

Lawrence Allen, Allen & Associates  
Catherine Barkas, Intracoastal Realty Corp.  
Dennis Barrow, Coldwell Banker Sea Coast Realty  
Mark Boston, Coldwell Banker Sea Coast Realty  
Elaine Bowen, The Carter Realty Group  
Joanne Britt, Premier Homes and Properties, LLC  
Lester Chumley Jr., (Secondary), Coldwell Banker Sea Coast Realty  
Mary Curry, Intracoastal Realty Corp.  
Jamie Hughes, Century 21 Sweyer & Associates  
Julie Jadick, Prudential Laney Real Estate  
Donna Johnson, Coldwell Banker Sea Coast Realty  
Victoria Lisinski, Keller Williams Realty  
Carol Mazur, Coldwell Banker Sea Coast Realty  
Jessica Melton, Keller Williams Realty  
Meredith Rouse, Intracoastal Realty Corp.  
Lesley Sneeden, BlueCoast Realty Corporation  
Kelly Soffe, Intracoastal Realty Corp.  
Daniel Turner, Intracoastal Realty Corp.  
R. Bradley Van Amberg, Keller Williams Realty  
Barbara Weetman, BlueCoast Realty Corporation  
Charles West, Prudential Laney Real Estate

### **TRANSFERS**

Cathi Anderson, Coldwell Banker Sea Coast Realty  
Sandra Dawson, Live Oak Real Estate  
Paul Loukas, Cape Fear Commercial, LLC  
Edward Paula, Wilkinson & Associates  
Mary Price, Wilkinson & Associates  
Patricia Rackley, Wilkinson & Associates  
Tamera Rondinaro, EXIT Coastal Connections Realty  
Casey Sikes, Keller Williams Realty  
Karen Thompson, Landfall Realty, LLC  
Cynthia Turner, Masonboro Realty, Inc.

### **TERMINATIONS (For Nonpayment of Fees) 4/1/10**

Andrew Humble, Prudential Laney Real Estate

### **COOPERATING KEYS**

Jame Todd Seagle of Charlotte

<b>WRAR Financial Narrative</b>	
<b>Month Ending March 2010</b>	
<b>Account Name</b>	<b>Monthly Narrative</b>
<b>CURRENT ASSETS</b>	
All Asset accounts	In balance
<b>CURRENT LIABILITIES</b>	
Accounts Receivable	Majority of A/R is for future continuing education classes
<b>REVENUES</b>	
Allied Dues/REALTOR Dues	Exceeds annual budget
Investment Income & Investment Value ML Funds	Net of \$741.58 exceeds monthly budget. Does not reflect interest in CD's, only in Merrill Lynch.
Reinstatement Fees & Transfer Fees	Exceeds monthly budget
<b>EXPENSES</b>	
Committee-Young Brokers Council	Income of \$750 from event (Dunk your Broker). Expenses will be paid once event is held.
Maintenance-Building Grounds	Paid annual fee of \$540 to Awolf for security system monitoring.
Postage & Shipping	Reimbursement for use of Postage meter.
Taxes (FICA, ESC, FUTA)	Paid to MLS Quarterly (March, June, September, December)
Technical Services	Paid to MLS Quarterly (March, June, September, December)
Telephone Expense	Paid to MLS Quarterly (March, June, September, December)
Wages Expense	Paid to MLS Quarterly (March, June, September, December)

<b>WRAR Balance Sheet as of March 31, 2010</b>		
Without Audit or Review by CPA		
<b>ASSETS</b>		
<b>Current Assets</b>		
Petty Cash	\$ 50.00	
Operating Account	16,658.60	
RPAC Transmittal Account	52.24	
CD-Carolina First	101,099.08	
Certificates of Deposit-RCU	146,255.67	
REALTORS Credit Union Savings	100.19	
Merrill Lynch Cash/Money Accts	535,838.67	
Merrill Lynch Mutual Funds	178,835.38	
Accounts Receivable	8,399.98	
<b>Total Current Assets</b>		<b>987,289.81</b>
<b>Other Current Assets</b>		
Investment in MLS	1,247,095.95	
Building-Construct in Process	47,727.32	
<b>Total Other Assets</b>		<b>1,294,823.27</b>
<b>Designated Assets</b>		
Build Rsrv[2010] (223,130.34)	223,130.34	
Equip Rsrv[2010] (9,523.00)	9,523.00	
Furnt/Fixt Rsv[2010](5,208.00)	5,208.00	
Oper Rsrv[2010] (249,635.43)	249,635.43	
<b>Total Designated Assets</b>		<b>487,496.77</b>
<b>Property and Equipment</b>		
Land	917,456.34	
Land Improvements	10,248.25	
Office Furniture & Equipment	46,537.82	
Carpet & Drapes	6,929.13	
Computer Equipment	9,288.31	
Buildings	360,036.35	
Building Improvements	1,588.50	
Accumulated Depreciation	(313,608.77)	
Accum. Depreciation-Computers	43,876.00	
Accum. Depreciation-Buildings	(4,284.99)	
Accum. Depreciation-Bldg Imp	(6,780.00)	
<b>Total Property and Equipment</b>		<b>1,071,286.94</b>
<b>Total Assets</b>		<b>\$ 3,840,896.79</b>

<b>LIABILITIES AND CAPITAL</b>		
<b>Current Liabilities</b>		
<b>Total Current Liabilities</b>		<b>0.00</b>
<b>Long-Term Liabilities</b>		
<b>Total Long-Term Liabilities</b>		<b>0.00</b>
<b>Total Liabilities</b>		<b>0.00</b>
<b>Capital</b>		
Members Equity	\$3,547,297.76	
Net Income	293,599.03	
<b>Total Capital</b>		<b>3,840,896.79</b>
<b>Total Liabilities &amp; Capital</b>		<b>\$3,840,896.79</b>

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®  
**MEMBER SERVICES COMMITTEE**  
April 5, 2010 – 9:30AM  
MEETING REPORT

Chair – David Dougherty

Co Chair – Anna Penny

The meeting began at 9:30a.m.

**Committee Members Present:** David Dougherty, Gail West, Linda Mehner, Sharon Laney, Ashley McDavid, Neal Johnson, Dana Scalici and JD Terry

**Staff Member(s) Present:** Dayma Edwards

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## I. Welcome & Introductions

## II. Legislative Breakfast

- Wednesday, April 7<sup>th</sup>
- Holiday Inn Resort at Wrightsville Beach
- 9am to 11:30am
- Catering – Buffet - The Masonboro \$11.75pp
- Committee members need to arrive by 8am to help with set-up
- Centerpieces – use the same as the past two years, red & blue pots with flags, Dayma will work on changing it up a little bit but keep an eye on the budget
- The Holiday Inn will decorate the buffet table with their red/white/blue decorations
- No head table – seat the politicians throughout the room with a lectern and microphone available front of the room
- Have a microphone available in the middle of the room for audience questions

## III. Dunk Your Broker BBQ:

- Wednesday, June 16<sup>th</sup>
- Arbor Park at Autumn Hall
- 4:30pm to 7:30pm
- The YBC requested help from the Member Services Committee with the “Dunk Your Broker BBQ” scheduled for Wednesday, June 16<sup>th</sup>
- JD Terry and Dayma Edwards spoke to the YBC and they agreed with MS committee members ideas
- Sharon Laney also suggested Mussers as a caterer for the Dunk Your Broker BBQ
- Consider asking each real estate company to create a themed basket to raffle off at the BBQ
- The company with the basket that earns the most money will receive a tacky trophy that will be passed around each year from company to company
- Sharon Laney suggested the trophy be like a big hand that says “Thanks for lending a hand”

## IV. Wrap-up/Questions/Comments

- 2011 Installation Banquet – Dayma spoke to Karen Parkin and she really wants a British themed event
- Dayma spoke with the Holiday Inn Resort for availability and menu options for the 2011 Installation Banquet

## V. 2010 Meeting Schedule:

- ✓ Monday, June 7<sup>th</sup>
- ✓ Monday, July 12<sup>th</sup>
- ✓ Monday, August 2<sup>nd</sup>
- ✓ Monday, September 13<sup>th</sup>
- ✓ Monday, October 4<sup>th</sup>

- ✓ Monday, November 1<sup>st</sup>
- ✓ Monday, December 6<sup>th</sup>

## **VI. Next Meeting**

- Monday, May 3<sup>rd</sup>
- WRAR Conference Room
- 9:30AM

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®  
**YOUNG BROKERS COUNCIL**  
March 17, 2010 – 12:00PM  
MEETING REPORT

Chair – Nick Silivanch

Vice Chair – Nicole Ferguson

**Committee Members Present:** Nick Silivanch, Nicole Ferguson, Wendy Shorter-Bridges, Jessica Riffle, Ryan Crecelius and Justin Evans

**Staff Member(s) Present:** Dayma Edwards

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**VII. Welcome & Introductions**

- ✓ Special guest David Dougherty, Member Services Chair 2010

**VIII. 2010 Fundraiser:**

- **Dunk Your Broker BBQ**
- All proceeds will be donated to the **REALTORS® Helping REALTORS® Fund**
- **Wednesday, June 16<sup>th</sup>**
- 5pm to 7:30pm – final time change
- Location – Arbor Park at Autumn Hall
- Caterer – MOI, Mussers, Parchies or Sawmill, Dayma will contact and see about budget
- Ask Jonathan Barfield to emcee the dunking booths
- Sell BBQ plates for \$5 before the event, \$7 at the door – charge will depend on cost of food
- BBQ plates will include bbq, sides, iced tea and a ticket for one ice cream from the ice cream truck
- Will need about 8 banquet tables w/ plastic tablecloths and 10 chairs at each table to attendees to sit and eat
- Dayma located two dunking booths in town for \$150ea
- Members agree to have both booths available
- Sell dunking balls 3 for \$5
- Dunkees:
  1. Buddy Blake
  2. Louise Voelker
  3. Clinton Howlett
  4. Keith Beatty
  5. Jerry Panz
  6. Michael Lopez
  7. Martin Barbee
  8. Steve Whalen
- Each council member will be responsible on contacting possible sponsors and dunkers (*12 sponsors*)
- Offer a booth for \$250 for each sponsor
  1. Bank of America
  2. Cutco Closing Gifts
  3. Alpha Mortgage
  4. Wells Fargo Mortgage
  5. Spencer Jarnigan Home Inspections

6. Cunningham & Company

7. Law Firm of Jeffery Porter

- Sponsors will receive a 8ft table w/ linens & two chairs
- Sponsors will be advertised in all emails, signs etc.
- Sponsors will be allowed to bring a small tent for their use and extra chairs if they want to
- Need to create a large sign with schedule of dunkers
- Need two large eraser boards w/ marker & eraser to place in front of each booth stating name & company being dunked
- Wendy will contact the sign company to see what kind of sign we could have donated for the event
- Must rent portable bathrooms for the event \$75ea, will know closer to date on how many we will need
- Rent a jumping gym for kids \$180 castle
- Create a paint face station for kids – try to get a local kids daycare or play space to do this
- Sell wrist bands for kids rides/activities for \$5.00 ea which will allow for five turns
- Have a beer truck available for attendees to purchase – Jessica will contact and report at next meeting
- David suggested as an idea the company baskets to raffle off
- Jessica suggested that we do a silent auction to raise more money
- Dayma will email BIC's about the baskets and see if we can get a competition started, the way they are raffled off will be determined as we get closer
- Ask for the baskets to be of at least \$750.00 value
- David also suggested the Cake Walk for the kids – committee agreed they did not like this idea at all but would welcome something like the Chic-Fil-A Wheel & chicken to entertain the kids
- Wendy suggested having somekind of badge or ribbon to identify all the committee members that will be working this event

**IX. Wrap-up/Questions/Comments**

**X. Next Meeting:**

Date: Wednesday, April 17<sup>th</sup>

Time: 12pm

Place: Coldwell Banker Sea Coast Conference Room

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®

**PROFESSIONAL DEVELOPMENT COMMITTEE**

April 1, 2010 – 10:30AM

MEETING REPORT

**Chair** – Russ May

**Vice-Chair** – JD Terry

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*

**Committee Members Present:** Carlos Braxton, Rebecca Lawson, Wendy Shorter-Bridges, JD Terry, Faye Brock, Bonnie Jean Davies, Eddie Lewis, Lisa Mesler and Russ May

**Staff Member(s) Present:** Dayma Edwards

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**I. Welcome & Introductions:**

**II. Morning Buzzes:**

- **New HUD guidelines**
  - Thursday, April 15<sup>th</sup>
  - 9am to 11:30am
  - Coldwell Banker Training Room
  - Speaker – Kim Dean
- **Foreclosure Prevention**
  - Thursday, May 13<sup>th</sup>
  - 9am to 11am
  - Coldwell Banker Training Room
  - Speakers – AME Zion Representatives
- **Cover Your Assets**
  - Thursday, June 24<sup>th</sup>
  - 9am to 11am
  - Intracoastal Training Room
  - Speaker – Bonnie Jean Davies
- Dayma will contact each of the speakers and schedule for each month
- Hold the Morning Buzz's at either Coldwell Banker Sea Coast or Intracoastal Realty conference rooms to keep cost low
- Once schedule Dayma will email allied members to ask for sponsors for each event

**III. Suggestions/Comments:**

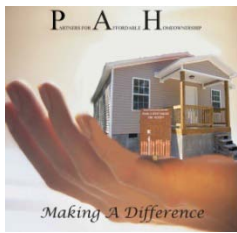
- Schedule Negotiation Seminar in October w/ Ed Hatch
- PDC members are very interested in helping the YBC with the "Dunk Your Broker BBQ" being held on Wednesday, June 16<sup>th</sup>.
- Meet at Coldwell Banker from now on, more convenient for committee members

**IV. Next Meeting**

**Date** – Thursday, May 6<sup>th</sup>

**Time** – 10:30 AM

**Location** – Coldwell Banker Sea Coast



**Chair:** David Flory

**Vice-Chair:** Pam Rancke

The meeting began at 8:30 AM

**Members Present:** Lisa Burton, Amy Holcomb, Eddie Lewis, Myra Parry, Pam Rancke, Glancy Thomas, Jody Wainio, Carlos Braxton, Karen Parkin, Tim Taylor, Bobby Jean Harvey, and Carmen Johnson

**Staff Members Present:** Dayma Edwards

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## **I. Welcome & Introductions**

### **II. Home Expo Review**

- ❖ Coalition met this past week, overall expo went well
- ❖ They will not do the seminar portion since there were no attendees
- ❖ They do not know if a summit will be done this year
- ❖ Expo will more than likely be done next year again but without the seminar portion
- ❖ Instead of having a video consider doing a slideshow instead
- ❖ Consider changing location within the mall, like right outside of Sears instead of Belk's

### **III. Operation Home Sweet Home 2010**

- ❖ Operation Home Sweet Home will have minor updates
- ❖ New Hanover County on April 21<sup>st</sup> and May 11<sup>th</sup> from 11:30 to 12:15
- ❖ April 21<sup>st</sup> class will be held in HR Classroom B
- ❖ May 11<sup>th</sup> class will be held in HR Classroom A

### **IV. Workforce Housing Specialist Certification Update**

- ❖ Classes have been scheduled with Lois
- ❖ Annual re-certification will be required
- ❖ Committee decided to really focus on promoting the NC Workforce Housing Specialist Certification and getting more people signed up for the courses in Wilmington

- ❖ Each committee member has been emailed the updated flyer to use in promoting it with the REALTORS® in their offices and several are going to speak about it during sales meetings
- ❖ Refocused advertising the certification courses to people who've already taken a Short Sales Elective Course to say "Promote Yourself as a Workforce Housing Expert for Just a \$100 More". Lois will be sending this reminder to people that have already taken a Short Sales Elective Course.
- ❖ Dayma made copies of the schedule of courses and gave to everyone in attendance
- ❖ The city would like to offer the HOP Program to REALTORS for \$150.00 with a \$25.00 annual renewal fee in turn their name and contact information would be printed on the HOP Program material that is handed out to their clients.
- ❖ Jody proposed that they work w/ us on the Housing Specialist Certification to knock out two birds with one stone and not charge our members more than necessary.
- ❖ Jody is still waiting to hear on what they decide.

#### **V. REALTOR® Resource Guide**

- ❖ Lisa Burton received the changes from AME Zion
- ❖ Everyone will review the guide and make any changes to bring to the next meeting on April 21<sup>st</sup>

#### **VI. Advertising**

#### **VII. Articles/ Information on Affordable Housing**

- ❖ Need to update the REALTOR Resource Guide by April 1<sup>st</sup>
- ❖ Lisa Burton & other lenders on committee will be working to contact area housing assistance programs and then update the REALTOR® Resource Guide for 2010

#### **VIII. 2010 Committee Meeting Schedule**

- ❖ *Wednesday, April 21<sup>st</sup>*

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®  
PROPERTY MANAGEMENT COUNCIL  
**March 17, 2010 – 9:30AM**  
MEETING REPORT

Chair – Shannon Friedrichs

Co Chair – Bonnie Farr

**Present:** Charles Mattes, Brooke Luttmer, Shannon Friedrichs, Linda Coite, Sue Waller, Nick Joseph, David Dougherty and Karen Parkin

**Staff Member(s) Present:** Dayma Edwards & Jerry Panz

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**V. Welcome & Introductions**

**VI. MLS Tracking of CDOM on Rental Properties – Jerry Panz**

1. Compensation text fields must have an entry of at least .01 cent or greater
2. Accumulative days on the market is currently being captured
  - a) Remove CDOM since this information is not necessary for rentals
  - b) A notice will be sent out to the membership about the changes

**VII. EPA Lead Base Painting Certification**

- ✓ New Bern has classes available but they are full till July
- ✓ Classes are all day
- ✓ \$100 per person

**VIII. NCAR Property Management Division Spring Seminar**

Thursday, March 25<sup>th</sup>  
9am to Noon  
BCAR  
Free to members of NCAR PMD  
\$20.00 non-members  
Must register by March 22<sup>nd</sup>

**IX. Wrap-up/Questions/Comments/Concerns**

- ✓ Linda Coite was made aware that as of January 1<sup>st</sup> if the water is in the tenants name and the sewer/trash is in the Property Managers name the bills have been combined without notice to the Property Manager or tenant.
- ✓ Nick Joseph commented how right now there is talk about HOA's and liens and possible changes coming down the pipe. Definitely something to keep our eyes and ears on for the next couple of months.

**X. 2010 Meeting Schedule:**

- Wednesday, May 19<sup>th</sup>
- Wednesday, July 14<sup>th</sup>
- Wednesday, September 8<sup>th</sup>
- Wednesday, November 17<sup>th</sup>

**XI. Next Meeting**

Date – **Wednesday, May 19<sup>th</sup>**  
Time – **9:30AM**  
Place – **WRAR Conference Room**

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®  
APPRAISAL COUNCIL  
**April 8, 2010 – 10:30AM**  
MEETING REPORT

Chair – Cory Gore

**Purpose of Council**

- *To continue provide educational and/or risk management/risk-shifting information for all members of the council*
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**XII. Welcome & Introductions**

**XIII. MLS Photo Watermark – Jerry Panz**

1. Make watermark smaller on intrusive photos, appraisers will need to report.
2. Incorrect photos on some listings, appraisers will need to report so that WRAR may enforce the rules

**XIV. AMC Bill Update –**

1. Use either form for *repair contingencies*.
2. For *final inspection* only use *Compliance Inspection Form*.

**XV. HVCC Update & recent FAQ's** – Please contact the offices of Representative, Danny McComas @ 919-733-5786 to support the Jenkins Bill as it is written.

**XVI. FHA's recent statement for Appraisers - "customary and typical fees" of the market**

- A. *How to determine "customary and typical fees"?* – Refer to your local market for what is customary and typical.
- B. *Alamode's publication of fees for all areas/ Does it reflect our market?* Does not reflect our market areas so please ignore.

**XVII. NC Professional Appraisal Organization Update:**

- State conference is scheduled for October 1<sup>st</sup> in Charlotte, encourage everyone to attend.

**XVIII. 2010 Meeting Schedule:**

- ✓ Wednesday, October 6<sup>th</sup>

**XIX. Wrap-up Questions/Comments:**

1. The local chapter meetings will no longer meet on a monthly basis but will meet bi-monthly.
2. Local chapter meetings will be open to members ONLY. Join now @ NCPAC.org for \$60 a yr. which will be prorated.

**XX. Next Meeting**

Date: **Wednesday, July 7<sup>th</sup>**

Time: **10:30 am**

Where: **WRAR Conference Room**

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®  
EQUAL OPPORTUNITY & CULTURAL DIVERSITY COMMITTEE  
March 17, 2010 – 10:30AM  
MEETING REPORT

Chair – Eliza Santos

Vice-Chair – Doc Hamm

**Committee Members Present:** April McDavid, Doc Hamm, Emi Whetsel, Monica Shepard, Dell Allen and Dana Scalici

**Staff Member(s) Present:** Dayma Edwards

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**I. Welcome & Introductions:**

**II. Social Networking Seminar Survey Results:**

- ★ 20 of the 31 attendees responded
- ★ Practically all 5's, everyone was very impressed and would like him back
- ★ Committee would like to hold another one of Key's classes sometime in May of this year
- ★ Dayma will speak to PDC for support of the class
- ★ Committee members will be responsible for attracting sponsors
- ★ Dana will contact Jeff Baker about sponsorship
- ★ April will contact Chrystal Fray about sponsorship
- ★ Dell Allen will be in touch with Dayma about sponsoring
- ★ Dayma will contact CBSC for availability of their training room
- ★ Keep the charge at \$25.00 and send information to BCAR to promote

**III. WMPNG Social:**

- ★ Committee expressed desire to do a summer social with Shann Coleman and his group
- ★ Dayma will contact Flat Eddie's restaurant about hosting the social
- ★ Offer minimal appetizers
- ★ Each attendee will be responsible for their own drinks but ask Flat Eddie's to run a few specials
- ★ Dayma will contact Shann

**IV. Wrap-up/Questions and Comments:**

**V. Next Meeting:**

When: **Wednesday, April 14<sup>th</sup>**

Where: **WRAR Conference Room**

Time: **10:30am**

# Minutes of the Foundation Board of Directors

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April 6, 2010

Wilmington Regional Association of REALTORS<sup>®</sup>, Inc.  
1444 S. 17<sup>th</sup> Street  
Wilmington, NC

## **Those in attendance:**

Ned Barclay	Rebecca Brown	Jo Anna Edwards
Mary Ann Euverard	Carlton Fisher	David Flory
Nancy Nix	Jerry Panz	John Pierson
David Sweyer	Carolyn Thomason	

## **Guests:**

Charlene Efting                      Mary Martin

President John Pierson called the meeting to order at 12:15 p.m. after which directors and guests introduced themselves.

President Pierson gave an overview of how the Foundation got to where it is today. President Pierson was approached by the association's Board of Directors about the ability for the association to save money for computer equipment and software if purchased through the Foundation. The Foundation Board of Directors agreed for the Foundation to be under the auspices of WRAR.

The directors discussed the history of the Foundation as it was being videotaped.

Jerry Panz advised the Directors of issues which were discovered and what has been done to resolve them.

- (a) Secretary of State had Doris Kesler as Registered Agent and address Wrightsville Avenue. The Secretary of State records now reflect Jerry Panz as the Registered Agent and an address of 1444 S. 17<sup>th</sup> Street, Wilmington, NC 28401
- (b) Bylaws have not been updated since inception;
- (c) WRAR Board of Directors approved spending up to \$2,500 on legal fees to get the Foundation's governing documents updated. Jerry contacted an attorney in Greensboro who specializes in 501(c)3 corporations about assisting us with amending the Bylaws and Articles of Incorporation;
- (d) The Foundation did not have any D&O/E&O insurance. It is now covered under NAR's blanket insurance policy.

President Pierson stated the criteria for REALTORS<sup>®</sup> Helping REALTORS<sup>®</sup> was revised to reflect helping someone with an illness that is in need of financial assistance.

By consensus the Directors agreed to change the purpose of the Foundation to relate to housing and other shelter industries but also maintain REALTORS<sup>®</sup> Helping REALTORS<sup>®</sup>.

The following suggestions were made but no action was taken:

- (1) We need to have a mission statement;
- (2) Choose a project and market it to the members; members need to connect with the project to make it successful. Be specific in what the Foundation is supporting;
- (3) The WRAR Past President should be on the Foundation Board of Directors;

- (4) Staggering director terms;
- (5) Management fee could be set up to charge for administrative expenses instead of establishing an endowment.

Staff will develop revised Bylaws along with assistance of the attorney, and submit at the next Board of Directors meeting.

There being no further business, the meeting adjourned at 2:15 PM.

Respectfully Submitted,

*Jo Anna Edwards*

Jo Anna Edwards, RCE  
Chief Operating Officer

**RESOLUTION SUPPORTING THE CAPE FEAR SKYWAY’S NORTHERN ALIGNMENT, FILING A TRANSPORTATION CORRIDOR OFFICIAL MAP TO PRESERVE A FUTURE CORRIDOR AND PROVIDING “GAP” FUNDING FOR THE CAPE FEAR SKYWAY**

WHEREAS, the Cape Fear Skyway is a proposed 9.5 mile facility crossing the Cape Fear River that will provide a future connection from the vicinity of US 17/I-140 in Brunswick County to US 421 in New Hanover County; and

WHEREAS, the proposed Cape Fear Skyway is a regional transportation project that will provide increased benefits to the community that include: additional access to the Port for commercial deployments, direct access to the west side of the Cape Fear River; reduction of future traffic demand on the Cape Fear Memorial Bridge, uninterrupted travel across the Cape Fear River, fewer delays for emergency response vehicles to travel across the Cape Fear River, a decrease in evacuation times during natural disasters, improved access to the Military Ocean Terminal at Sunny Point and improved access to the Port facilities for military deployments; and

WHEREAS, the proposed Cape Fear Skyway is included in the North Carolina Board of Transportation’s Strategic Highway Corridor Initiative and is part of the NC Intrastate System; and

WHEREAS, the proposed Cape Fear Skyway is important to the quality of life, economic vitality and sustainability of the region; and

WHEREAS, the North Carolina Turnpike Authority is working to prepare the environmental documents and study alternatives and have developed a possible northern alignment that would terminate at I-140 in Brunswick County; and

WHEREAS, due to the possibility of encroaching developments within the potential corridors, the need has become apparent to utilize NC General Statute 136-44.50 to file a Transportation Corridor Official Map Act in order to preserve a corridor; and

WHEREAS, a 2007 traffic and revenue forecast for the Cape Fear Skyway indicated a cost of approximately \$971 million with tolls covering approximately 55% (or \$550 million); and

WHEREAS, the current estimated cost has increased to \$1.1 billion and an estimated \$49 million in “gap” funding annually from the North Carolina General Assembly would be required to construct this important transportation project; and

WHEREAS, the North Carolina General Assembly has set a precedent and provided “gap” funding from the transfer of the highway trust fund to the general fund for the Triangle Expressway, Garden Parkway, Monroe Connector/Bypass and Mid-Currituck Bridge.

NOW THEREFORE, be it resolved that the \_\_\_\_\_ support the proposed Cape Fear Skyway’s northern alignment and request the City of Wilmington, New Hanover County, Town of Leland and Brunswick County file a Transportation Corridor Official Map consistent with NC General Statute 163.44-50 to preserve the northern alignment from encroaching development; and

NOW THEREFORE ALSO, be it resolved that the \_\_\_\_\_ requests the North Carolina General Assembly provide the “gap” funding necessary to construct this important transportation project .

ADOPTED at a regular meeting of the \_\_\_\_\_ on \_\_\_\_\_.

\_\_\_\_\_  
Mary Martin, President

\_\_\_\_\_  
Jerry S. Panz, CEO

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®

RESOLUTION OF SUPPORT FOR NEW HANOVER COUNTY COMMISSIONERS IMPLEMENTING A 1/4 CENT SALES TAX INCREASE TO HELP PRESERVE THE ARES'S QUALITY OF LIFE

WHEREAS, New Hanover County faces an \$11-14 million deficit in the next budget year and

WHEREAS, New Hanover County is required by Federal and State Law to provide mandated services that account for more than 85% of the County's total budget and

WHEREAS, New Hanover County has already cut the budget by \$21 million from the previous year and

WHEREAS, without additional revenue, New Hanover County could be faced with closing County facilities and attractions such as the Cape Fear Museum, Public Libraries, County Parks and Airlie Gardens as well as lighted tennis courts and sports fields which all affect the quality of life in New Hanover County and

WHEREAS, with the ¼ cent sales tax, the additional need for revenue would be spread to all residents as well as those who visit the area; unlike a property tax increase that would only burden those who own property and

WHEREAS, for a \$100 purchase, the sales tax increase would only be 25 cents and

WHEREAS, the sales tax increase would not be applied to groceries, prescriptions, gas, utilities, or cars and

WHEREAS, if the sales tax increase is not approved during the voter referendum on May 4, property taxes are likely to increase.

NOW THEREFORE, BE IT RESOLVED, that the Wilmington Regional Association of REALTORS® supports the ¼ cent sales tax increase on the ballot for New Hanover County voters on May 4, 2010 in order to keep the parks and museums open and preserve treasures such as Airlie Gardens from being sold as well as help maintain a skilled workforce, and keep the sole tax burden off the backs of property owners.

ADOPTED at the regular meeting of the Wilmington Regional Association of REALTORS® on \_\_\_\_\_.

Signed \_\_\_\_\_