

May 20, 2010

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

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

President Mary Martin called the meeting to order at 8:30 AM. All members of the Board of Directors received notice of the meeting. Carlos Braxton gave the invocation and Ashley Garner led the pledge of allegiance to the Flag.

President Mary Martin and Karen Parkin opened a joint meeting with the Multiple Listing Service of the Wilmington Regional Association of REALTORS® to discuss the proposed new building. Staff discussed the following:

1. Reconfiguring of parking to 134 stalls
2. Listing current building and leases in Sir Tyler property
3. Indoff Design Service
4. Sir Tyler Development, LLC ((copies provided to Board)
5. Appraisal ordered for 1444 S. 17th Street-Regions (expect to receive it on May 26)
6. Appraisal ordered for Sir Tyler property-BB&T
7. Recovery Zone Financing
8. Atlanta AOR – office rental
9. Marketing for Leasing Second Floor
10. Marketing for Banquet Facility

President Martin recessed the meeting at 9:00 AM; She reconvened the meeting at 10:37 AM. President-Elect Karen Parkin made a report on the NAR Midyear Meeting. RCASENC President John Hinrichs reported on the actions of the RCA. Kathleen Riely, JD, reported on regulatory issues affecting real property, NAR update and what was being proposed by the NC General Assembly.

By Consent the following was approved:

- 1) The Consent Agenda (attached)
- 2) Nominating Nick Silivanch for NAR's Rising Star Award
- 3) Setting up an insurance reserve in the amount of \$30,000
- 4) Noticing a Bylaw amendment to members: **Article XII, Section 4. Notice of Meetings** The staff shall send notice to every Member entitled to participate in the meeting at least one (1) week preceding all meetings. If a special meeting is called, it shall be accompanied by a statement of the purpose of the meeting. **All notices required by these Bylaws shall be considered delivered when submitted for electronic mail delivery to the electronic mail address of the Member entitled to such notice. It shall be the responsibility of each Member to furnish their current email address to the WRAR's office.**
- 5) The minutes of this meeting

There being no further business the meeting adjourned at 11:30 AM.



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

Consent Agenda

May 20, 2010

Approval of:

1. Transfers, resignation, new members

Acknowledgment of:

1. Membership Report (below)
2. Thank you letter from New Hanover County Commissioners (emailed 05-08-2010)
3. AE Institute report (emailed 4-25-2010)
4. Notice from NCREC re: Sloane Realty and Debbie Smith of Sloan Realty(emailed 05-02-2010)
5. CEO Report on NAR Midyear Meeting (pages 10-15)
6. Financial Statements: Year End 2009 sent emailed 5/14/2010; April 2010 sent 05-15-2010
7. Committee Reports: (no reports this month)
8. Tracking Board of Directors motions

April 12, 2010 – May 14, 2010 BOD & Broker Breeze

Donna Thompson, RE/MAX Coastal Properties

DESIGNATED REALTORS®

Buddy Blake, Buddy Blake Real Estate Experts
Janet Chiavetta, Janet Chiavetta CCIM
David Dougherty
Christopher Farland, Christopher Farland
REALTOR
David Walsh, David Walsh Realty

NEW OFFICES

Buddy Blake Real Estate Experts
Christopher Farland REALTOR
David Walsh Realty
DDH Realty, LLC
Janet Chiavetta CCIM
RE/MAX Essential

NEW REALTOR® MEMBERS

Nancy Applewhite, Wilkinson & Associates
Frank Bernhart, Century 21 Sweyer & Associates
Barbara Bowman, Just For Buyers, Inc.
Janet Chiavetta, Janet Chiavetta CCIM
Jeffrey Coley, BlueCoast Realty Corporation
David Dunn Jr., Coldwell Banker Sea Coast
Realty
Melissa Dunn, Century 21 Sweyer & Associates
Christopher Farland, Christopher Farland
REALTOR
Matthew Hall, Coldwell Banker Sea Coast Realty
John Iammatteo, Keller Williams Realty
Andrew Kelly, Intracoastal Realty Corp
Deborah Lanci, Intracoastal Realty-New Homes
Javier Luna, Century 21 Sweyer & Associates
David Maurer, Brunswick Forest Realty LLC
Pamala Meadows, Keller Williams Realty
Brian Niemczyk, Shoreline Realty

REINSTATEMENTS

Katharine Boudrot, Intracoastal Realty Corp.
Donna Putnam, Century 21 Sweyer & Associates
Angel Terzian, SouthCoast Realty
Shirley Todd Fowler-Huffman, Ashton Place
Developers, LLC
Sandra von Kaenel, Century 21 Sweyer &
Associates

RESIGNATIONS

Linda Cline, Coldwell Banker Sea Coast Realty
Arnold Cullipher, South Eastern Real Estate
Shelly Dye, Exit Homeplace Realty
Ann Eagle, Coldwell Banker Sea Coast Realty

Dustin Faithful, Century 21 Sweyer & Associates
Deborah Foote, Wilkinson & Associates
Eileen Herrington, Meridian Realty
Lauri Jugan, Coldwell Banker Sea Coast Realty
Margaret Landreth, Coldwell Banker Sea Coast
Realty
George McEachern, Hut Properties Ltd
Frankie Pierson, Intracoastal Realty Corp.
Everett Smith, Wilkinson & Associates
Ashley Taylor, Coldwell Banker Sea Coast Realty
Josh West, Precision Development Inc.
Kathy Willis, Kathy Willis Real Estate

TRANSFERS

Joshua Ausband, Buddy Blake Real Estate
Experts → RE/MAX Essential
Angela Batchelor, Buddy Blake Real Estate
Experts → RE/MAX Essential
Buddy Blake, Buddy Blake Real Estate Experts →
RE/MAX Essential

Jean Costello, Century 21 Sweyer & Associates
 Lauri Crowder, Realty World Cape Fear
 Carol A. Ellington, Buddy Blake Real Estate
 Experts → RE/MAX Essential
 John Feeser, Buddy Blake Real Estate Experts →
 RE/MAX Essential
 Erik Hoffacker, Buddy Blake Real Estate Experts
 → RE/MAX Essential
 Bradley Hunter, Buddy Blake Real Estate Experts
 → RE/MAX Essential
 Daniel Keller, Buddy Blake Real Estate Experts
 → RE/MAX Essential
 Cecilia Litvak, Coldwell Banker Sea Coast
 Demetria Padgett, Wilkinson & Associates
 Kenneth Parker, Harold Parker Realty
 Michelle Perillo, Wilkinson & Associates
 Linda Root, Century 21 Sweyer & Associates
 Dana Scalici, Keller Williams Realty
 Scott Shapiro, Buddy Blake Real Estate Experts
 → RE/MAX Essential

Zulima Smith, Buddy Blake Real Estate Experts
 → RE/MAX Essential
 Christopher Spivey, Buddy Blake Real Estate
 Experts → RE/MAX Essential
 Alexis Sweetz, Coastwalk Real Estate
 Christine Watkins, RE/MAX Coastal Properties
 Martha Weaver, Keller Williams Realty

TERMINATIONS (For Nonpayment of Fees)
 5/1/10

Aimee Freeman, Intracoastal Realty Corp.
 Judy Holliday, Holliday Vacations, Inc.
 Matthew Irwin, Advance Look Building
 Sean Laver, Exclusively Yours Realty
 Brian Lewis, Autumn Hall Realty LLC
 Melissa Ortega, Tregembo & Associates
 Donna Putnam, Century 21 Sweyer & Associates
 Dewey Rackley, Long Leaf Realty
 Anne Supplee, RE/MAX Coastal Properties

2009 Year End Financial Statements after Audit

ASSETS

Current Assets

Petty Cash	\$50.00	
Operating Account	127,109.97	
RPAC Transmittal Account	25,197.94	
CD-Carolina First	101,099.08	
Certificates of Deposit-RCU	145,447.24	
REALTORS Credit Union Savings	100.07	
Merrill Lynch Cash/Money Accts	472,602.88	
Merrill Lynch Mutual Funds	176,192.84	
Accounts Receivable	8,641.82	
Total Current Assets		1,056,441.84

Other Current Assets

Investment in MLS	1,353,371.55	
Next Year's Mem Serv Comm Exp	463.15	
Next Year's Prof Dev Comm Exp	5,000.00	
Building-Construct in Process	21,532.05	
Total Other Assets		1,380,366.75

Designated Assets

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	
Total Designated Assets		487,496.77

Property and Equipment

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	(310,360.01)	
Accum. Depreciation-Computers	43,876.00	
Accum. Depreciation-Buildings	(4,023.99)	
Accum. Depreciation-Bldg Imp	(6,780.00)	
Total Property and Equipment		1,074,796.70
Total Assets		\$3,999,102.06

2009 Year End Income Statement after Audit

	Current Month	Current Month	Year to Date	YTD or Annual Budget	Variance YTD
Revenues					
Allied Dues	0.00	0.00	16,124.98	13,674.38	2,450.60
Allied Initiation Fee	0.00	0.00	875.00	625.00	250.00
Education Fees(CE-Net)	(5,249.99)	0.00	38,109.87	31,525.50	6,584.37
Interest-RCU Savings Acct	0.04	0.00	0.07	0.00	0.07
Interest-RCU CD	277.41	0.00	447.24	0.00	447.24
Investment Income **	2,418.83	3,351.55	17,919.60	40,218.05	(22,298.45)
Investment Value ML Funds	(577.67)	0.00	25,019.77	0.00	25,019.77
Lease Income **	4,700.43	4,700.39	56,405.16	56,405.12	0.04
Miscellaneous Income	226.27	0.00	3,707.37	1,000.00	2,707.37
Breeze Blog	400.00	0.00	3,275.00	1,000.00	2,275.00
REALTOR Dues	693.50	0.00	360,938.59	341,151.53	19,787.06
REALTOR Initiation Fees **	1,950.00	4,170.87	50,905.00	50,050.00	855.00
Reinstatement Fees **	600.00	397.12	7,365.00	4,765.00	2,600.00
Reserves	0.00	0.00	0.00	21,367.33	(21,367.33)
Transfer Fees **	1,600.00	1,035.87	19,195.00	12,430.00	6,765.00
Total Revenues	7,038.82	13,655.80	600,287.65	574,211.91	26,075.74
Expenses					
Accounting & Consulting-CPA	0.00	0.00	10,680.00	12,000.00	(1,320.00)
Advertising	0.00	0.00	0.00	500.00	(500.00)
Bank Service Charges **	2,276.40	1,166.63	12,581.43	14,000.00	(1,418.57)
Building-(New)	0.00	0.00	1,761.45	0.00	1,761.45
Committee-Affordable Housing	0.00	0.00	2,969.27	2,500.00	469.27
Committee-Appraisal Council	0.00	0.00	1,039.92	1,250.00	(210.08)
Committee-Auctioneer Council	0.00	0.00	174.88	1,000.00	(825.12)
Committee-Diversity	0.00	0.00	5,464.36	3,500.00	1,964.36
Committee-Executive Roundtable	0.00	0.00	799.42	6,400.00	(5,600.58)
Committee-Member Services	3,113.36	0.00	38,149.83	33,300.00	4,849.83
Committee-Prof Develop	124.42	0.00	12,891.37	32,835.00	(19,943.63)
Committee-Property Management	0.00	0.00	466.66	1,500.00	(1,033.34)
Committee: Recruiting/Certify	0.00	0.00	205.02	600.00	(394.98)
Committee-Cape Fear Indep Brok	31.31	0.00	221.38	1,000.00	(778.62)
Committee-Young Broker's Counc	1,231.24	0.00	3,910.13	4,000.00	(89.87)
Contingency	0.00	0.00	0.00	1,098.15	(1,098.15)
Deferred Compensation	0.00	1,250.00	3,750.00	5,000.00	(1,250.00)
Depreciation Building **	852.38	1,113.38	13,100.00	13,361.00	(261.00)
Directors Meetings	0.00	0.00	112.09	800.00	(687.91)
Dues and Subscriptions	0.00	0.00	742.59	700.00	42.59
Entertainment	35.00	0.00	335.00	600.00	(265.00)
Flowers & Remembrances	291.34	0.00	1,073.44	2,500.00	(1,426.56)
Goal-Prof. Stan/Best Pra/Ed Op	1.40	0.00	287.42	450.00	(162.58)
Goal-Tech & Info Services	0.00	0.00	80.00	5,200.00	(5,120.00)
Goal-Markt/Comm. Pub Image	5,641.74	0.00	26,189.04	27,367.33	(1,178.29)
Insurance: D&O/E&O Excess	0.00	0.00	2,497.00	3,000.00	(503.00)
Insurance-Health	7,128.00	7,128.00	28,512.00	28,512.00	0.00
Insurance-Property/Liability	0.00	0.00	5,515.84	6,938.40	(1,422.56)
Insurance-Workman's Comp.	0.00	0.00	906.84	906.84	0.00
Janitorial Services **	550.00	666.63	6,825.00	8,000.00	(1,175.00)
Legal Fees	425.44	0.00	2,151.87	5,500.00	(3,348.13)
Maintenance-Building Grnds **	1,167.40	1,000.00	11,190.70	12,000.00	(809.30)
Miscellaneous Expenses	0.00	0.00	280.61	300.00	(19.39)

NAR Travel	0.00	0.00	14,674.31	24,890.00	(10,215.69)
NCAR Convention Expense	0.00	0.00	500.00	500.00	0.00
NCAR Travel	1,827.30	0.00	20,181.25	32,129.25	(11,948.00)
Office Supplies	(230.35)	0.00	1,646.32	4,600.00	(2,953.68)
Pins & Plaques	580.43	0.00	1,565.23	2,000.00	(434.77)
Postage & Shipping	(17.89)	0.00	(83.73)	1,000.00	(1,083.73)
REALTORS Helping REALTORS	0.00	0.00	750.00	750.00	0.00
Salary-Casual Labor	360.00	0.00	1,092.43	2,200.00	(1,107.57)
Strategic Planning-BOD Retreat	0.05	0.00	2,000.00	2,000.00	0.00
Taxes-FICA	1,296.27	4,088.88	13,562.88	16,355.49	(2,792.61)
Taxes-Employment Security-NC	0.00	0.00	1,374.91	1,374.91	0.00
Taxes-Property	0.00	0.00	12,642.02	12,784.23	(142.21)
Taxes - FUTA	0.00	0.00	314.00	314.00	0.00
Technical Services	3,239.80	3,239.80	12,959.23	12,959.23	0.00
Telephone Expense	1,419.00	1,419.00	5,676.00	5,676.00	0.00
Staff Development & Travel	475.00	0.00	9,601.78	9,975.00	(373.22)
Utilities **	1,034.90	833.37	10,722.72	10,000.00	722.72
Wages Expense	42,419.89	50,475.75	196,847.11	204,902.97	(8,055.86)
Total Expenses	75,273.83	72,381.44	500,891.02	581,029.80	(80,138.78)
Net Income	(\$68,235.01)	(\$58,725.64)	\$ 99,396.63	(\$6,817.89)	106,214.52

WRAR Financial Narrative	
Month Ending April 2010	
Account Name	Monthly Narrative
CURRENT ASSETS	
All Asset accounts	In balance
CURRENT LIABILITIES	
Accounts Receivable	Majority of A/R is for future continuing education classes
REVENUES	
Allied Dues/REALTOR Dues	Exceeds annual budget
Investment Income & Investment Value ML Funds	Net of \$578.17 exceeds monthly budget. Does not reflect interest in CD's, only in Merrill Lynch.
Reinstatement Fees & Transfer Fees	Exceeds monthly budget.
EXPENSES	
Account & Cousing-CPA	Exceeds annual budget due to audit year
NAR Travel	\$50 credit for Mary Martin (NAR DC Cancellation)
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)

WRAR Balance Sheet as of April 30, 2010		
Without Audit or Review by CPA		
ASSETS		
Current Assets		
Petty Cash	\$58.73	
Operating Account	23,629.00	
RPAC Transmittal Account	42.24	
CD-Carolina First	101,099.08	
Certificates of Deposit-RCU	146,526.14	
REALTORS Credit Union	100.23	
Merrill Lynch Cash/M/Mrkt	537,531.23	
Merrill Lynch Mutual Funds	180,319.80	
Accounts Receivable	8,604.05	
Total Current Assets		997,910.50
Other Current Assets		
Investment in MLS	1,353,371.55	
Building-Construct in Process	47,727.32	
Total Other Assets		1,401,098.87
Designated Assets		
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	
Total Designated Assets		487,496.77
Property and Equipment		
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	(314,691.69)	
Accum. Deprec-Computers	43,876.00	
Accum. Depreciation-Buildings	(4,023.99)	
Accum. Depreciation-Bldg Imp	(6,780.00)	
Total Property and Equipment		1,070,465.02
Total Assets		\$3,956,971.16

LIABILITIES AND CAPITAL		
Current Liabilities		
Total Current Liabilities		0.00
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		0.00
Capital		
Members Equity	\$3,653,834.36	
Net Income	303,136.80	
Total Capital		3,956,971.16
Total Liabilities & Capital		\$3,956,971.16

Wilmington Regional Association of REALTORS®, Inc.

Income Statement as of April 30, 2010 Without Audit or Review by CPA

	Current Month Actual	Current Month Budget	Year to Date Actual	YTD or Annual Budget	Variance YTD
Revenues					
Allied Dues	0.00	0.00	14,591.66	13,937.63	654.03
Allied Initiation Fee	0.00	0.00	0.00	1,250.00	(1,250.00)
Education Fees(CE-Net)	6,299.02	0.00	27,880.25	32,647.50	(4,767.25)
Interest-RCU Savings Acct	0.04	0.00	0.16	0.00	0.16
Interest-RCU CD	270.47	277.94	1,078.90	1,111.76	(32.86)
Investment Income **	609.64	1,515.89	3,206.84	6,063.56	(2,856.72)
Investment Value ML Funds	1,484.42	0.00	4,126.96	0.00	4,126.96
Lease Income **	4,700.43	4,700.43	18,801.72	18,801.72	0.00
Miscellaneous Income	90.00	0.00	712.00	500.00	212.00
Breeze Blog	300.00	0.00	1,875.00	4,320.00	(2,445.00)
REALTOR Dues	7,696.66	0.00	324,321.36	306,910.50	17,410.86
REALTOR Initiation Fees **	9,700.00	5,345.83	24,205.00	21,383.32	2,821.68
Reinstatement Fees **	600.00	416.67	2,800.00	1,666.68	1,133.32
Reserves	0.00	0.00	0.00	45,000.00	(45,000.00)
Transfer Fees **	1,900.00	1,000.00	8,300.00	4,000.00	4,300.00
Total Revenues	33,650.68	13,256.76	431,899.85	457,592.67	(25,692.82)
Expenses					
Accounting & Consulting-CPA	6,150.00	0.00	6,150.00	6,000.00	150.00
Bank Service Charges **	726.02	1,083.33	2,751.94	4,333.32	(1,581.38)
Building-(New)	625.00	0.00	625.00	45,000.00	(44,375.00)
Committee-Affordable Housing	0.00	0.00	1,612.47	6,400.00	(4,787.53)
Committee-Appraisal Council	264.65	0.00	497.03	1,250.00	(752.97)
Committee-Diversity	0.00	0.00	594.00	2,000.00	(1,406.00)
Committee-Executive Roundtable	0.00	0.00	0.00	1,500.00	(1,500.00)
Committee-Member Services	2,416.95	0.00	2,942.15	13,700.00	(10,757.85)
Committee-Prof Develop	0.00	0.00	8,763.14	13,795.00	(5,031.86)
Committee-Property Management	0.00	0.00	0.00	1,500.00	(1,500.00)
Committee: Recruiting/Certify	0.00	0.00	61.44	600.00	(538.56)
Committee-Cape Fear Indep Brok	0.00	0.00	40.36	100.00	(59.64)
Committee-Young Broker's Counc	175.00	0.00	(575.00)	2,000.00	(2,575.00)
Deferred Compensation	0.00	0.00	2,796.74	2,796.74	0.00
Depreciation Building **	1,082.92	1,082.92	4,331.68	4,331.68	0.00
Directors Meetings	0.00	0.00	0.00	400.00	(400.00)
Dues and Subscriptions	0.00	0.00	385.00	1,400.00	(1,015.00)
Entertainment	0.00	0.00	0.00	500.00	(500.00)
Flowers & Remembrances	18.64	0.00	18.64	1,000.00	(981.36)
Goal-Educational Opportunities	0.00	0.00	0.00	4,000.00	(4,000.00)
Goal-Leg/Reg and Advocacy	4,271.79	0.00	(3,346.47)	(1,940.00)	(1,406.47)
Goal-Markt/Comm. Pub Image	1,850.00	0.00	3,970.01	26,450.00	(22,479.99)
Goal-Community Involvement	0.00	0.00	0.00	850.00	(850.00)

Insurance: D&O/E&O Excess	0.00	0.00	2,451.12	3,000.00	(548.88)
Insurance-Health	0.00	0.00	7,062.75	7,062.75	0.00
Insurance-Property/Liability	0.00	0.00	7,132.89	8,038.30	(905.41)
Insurance-Workman's Comp.	0.00	0.00	299.11	780.00	(480.89)
Janitorial Services **	550.00	625.00	2,450.00	2,500.00	(50.00)
Legal Fees	0.00	0.00	692.50	2,500.00	(1,807.50)
Maintenance-Building Grnds **	1,358.00	333.33	2,672.00	1,333.32	1,338.68
NAR Travel	(50.00)	0.00	827.40	23,300.00	(22,472.60)
NCAR Convention Expense	0.00	0.00	0.00	500.00	(500.00)
NCAR Travel	412.91	0.00	4,199.94	27,925.00	(23,725.06)
Office Supplies	61.95	0.00	612.54	3,510.00	(2,897.46)
Pins & Plaques	26.00	0.00	84.73	2,000.00	(1,915.27)
Postage & Shipping	(8.73)	0.00	(42.14)	500.00	(542.14)
REALTORS Helping REALTORS	0.00	0.00	0.00	750.00	(750.00)
Strategic Planning-BOD Retreat	0.00	0.00	0.00	5,000.00	(5,000.00)
Taxes-FICA	0.00	0.00	3,753.32	3,753.32	0.00
Taxes-Employment Security-NC	0.00	0.00	294.63	294.63	0.00
Taxes-Property	0.00	0.00	0.00	12,865.66	(12,865.66)
Taxes - FUTA	0.00	0.00	67.20	67.20	0.00
Technical Services	0.00	0.00	8,510.30	8,510.30	0.00
Telephone Expense	0.00	0.00	1,359.00	1,359.00	0.00
Staff Development & Travel	3,073.37	0.00	4,613.66	12,950.00	(8,336.34)
Utilities **	1,108.44	918.65	3,837.74	3,674.60	163.14
Wages Expense	0.00	0.00	46,266.23	46,266.23	0.00
Total Expenses	24,112.91	4,043.23	128,763.05	316,407.05	(187,644.00)
Net Income	\$	\$	\$ 303,136.80	\$ 141,185.62	161,951.18
	9,537.77	9,213.53			

**** = Monthly and YTD Budget (All others reflect Annual Budget)**



The following minutes were received by the Board via email on May 17, 2010.

Wilmington Regional Association of REALTORS®

PARTNERS FOR AFFORDABLE HOMEOWNERSHIP

April 21, 2010

MEETING REPORT

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 and Carmen Johnson

Staff Members Present: Dayma Edwards

I. Welcome & Introductions

II. Operation Home Sweet Home 2010

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

III. 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
- ❖ Continue to promote during sales meetings
- ❖ 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.
- ❖ Graduation will be done at the Annual Meeting & Election to be held on Thursday, September 9th at the Holiday Inn Resort on Wrightsville Beach

- ❖ Another graduation will be done at the 4th Quarterly Meeting & Holiday Luncheon to be held on Wednesday, December 8th at the Holiday Inn Resort on Wrightsville Beach for those members in the program but not able to complete by September.

IV. REALTOR® Resource Guide

- ❖ Everyone will review the guide and make any changes to bring to the next meeting on May 19th
- ❖ Remove the year from the front page of the guide to allow for more flexibility, put update date at the bottom of each page
- ❖ Add the PAH logo to the front page and the WRAR logo to the front and back pages
- ❖ Committee members request that all committee members contact information be listed on the last page of the REALTOR® Resource Guide

V. Advertising

VI. Articles/ Information on Affordable Housing

VII. 2010 Committee Meeting Schedule

- ❖ *Wednesday, May 19th*

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
MEMBER SERVICES COMMITTEE
May 3, 2010 – 9:30AM
MEETING REPORT

Chair – David Dougherty
Anna Penny

Co Chair –

The meeting began at 9:30a.m.

Committee Members Present: David Dougherty, Linda Mehner, Adell Bernard, Sharon Laney and JD Terry

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions

II. Dunk Your Broker BBQ:

- Wednesday, June 16th
- Arbor Park at Autumn Hall
- 5:00pm to 8:30pm
- The YBC requested help from all other Committee
- The YBC is holding an all committees meeting on Wednesday, May 19th at 12N at Coldwell Banker Sea Coast
- A rehearsal meeting is also scheduled for Monday, June 14th at Arbor Park in Autumn Hall
- Sharon will contact each company and get each company to confirm that they will create a basket to raffle off at the BBQ
- Member Services will be responsible for the baskets and drawing during the BBQ

III. Annual Meeting & Election

- Thursday, September 9th
- Holiday Inn Resort on Wrightsville Beach
- Time to be determined
- David suggested that we do like a Luau theme, maybe do a cocktail hour either before the meeting or after the meeting outside (pool area), business casual yet fun
- JD agreed with David and suggested the same w/ a band
- Dayma will contact Laura at Holiday Inn and see about the outdoor space

IV. Wrap-up/Questions/Comments

- 2011 Installation Banquet – Dayma spoke to Karen Parkin and she wants a British themed event
- Dayma spoke with the Holiday Inn Resort for availability and menu options for the 2011 Installation Banquet
- Dayma and Brian Pilon have been working together to come up with ideas to make it British without the expense

V. 2010 Meeting Schedule:

- ✓ Monday, July 12th
- ✓ Monday, August 2nd
- ✓ Monday, September 13th
- ✓ Monday, October 4th
- ✓ Monday, November 1st
- ✓ Monday, December 6th

VI. Next Meeting

- Monday, June 7th
- WRAR Conference Room
- 9:30AM

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
PROFESSIONAL DEVELOPMENT COMMITTEE
May 6, 2010 – 10:30AM
MEETING REPORT

Chair – Russ May
Terry

Vice-Chair – JD

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, Bonnie Jean Davies, Russ May, El Brant and Kathy Kivett

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions:

II. Dunk Your Broker BBQ Fundraiser

- Wednesday, June 16th
- Arbor Park in Autumn Hall (*Eastwood Rd.*)
- 5pm to 8:30pm
- Hosted by the YBC of WRAR
- All Committees Meeting on Wednesday, May 19th at CBSC at 12Noon
- Rehearsal meeting on Monday, June 14th at Arbor Park at 3pm for all volunteers working the event

III. Morning Buzz:

- **Thursday, May 13th**
 - Foreclosure Prevention w/ AME Zion
 - 9am to 11am
 - Coldwell Banker Sea Coast Training Room
 - Only 17 members registered to attend, has been on Broker Briefing, Broker Breeze and the website
 - Russ will ask that an email be sent to their company about the seminar
- **Thursday, June 24th**
 - Cover Your Assets (*not CE*)
 - Speaker – Bonnie Jean Davies
 - 9am to 11am
 - Intracoastal Training Room (*Lumina Station*)
 - Sponsor – Old Republic

IV. Negotiation Seminar:

- **The New Negotiation Edge w/ Ed Hatch** (*CE - CRS Credit*)
- Wednesday, September 22nd
- 9am to 5pm
- Coldwell Banker Sea Coast Realty Training Room
- \$55.00 for members
- \$60.00 for Non-members

V. Suggestions/Comments:

- 2011 REALTOR ReCharge – scheduled for Thursday, February 10th
- Holiday Inn Resort
- Speaker – TBD

VI. Next Meeting

Date – Thursday, June 3rd

Time – 10:30 AM

Location – Coldwell Banker Sea Coast Realty