

July 21, 2011

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

Attending	R. J. Alexoudis	Sandra Beals	Carlos Braxton	Faye Brock
	David Eggleston, Jr.	Tom Gale	Ashley Garner	Amy Holcomb
	Neal Johnson	Mary Martin	Karen Parkin	John Pierson
	Amy Spicuzza	Jody Wainio		
Staff:	Jerry Panz			

President Karen Parkin called the meeting to order at 8:30 AM. All members of the Board of Directors received notice of the meeting. R. J. Alexoudis 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 hear an update on the building progress at 1826 Sir Tyler. At 9 AM, Chuck Earney, CPA, provided the 2010 financial review. It was noted that the Audit Committee met with Chuck at his office on June 20, 2011. Audit Chair Bob McKoy stated that the Audit Committee approved the report as presented. Both Boards of Directors approved taking money from reserves, if necessary, to pay for an easement, curtains, a sign, past president's pictures and shades for the first and second floor to match the third floor shades. Staff was asked to prepare contingency plans for meetings scheduled in the new facility during September. The WRAR meeting recessed 9:55 AM. The meeting reconvened at 11:16 AM.

Governmental Affairs Director Kathleen Riely, JD, provided an update on legislative and regulatory issues.

By Consent the following was approved:

- 1) The Consent Agenda (attached).
- 2) Modifying the Policy on who can attend meeting as follows: The Property Management Council, the Appraisal Council and the Cape Fear Independent Real Estate Brokers may select or elect their own chairs. (WRAR 01-19-2006 Minutes) Staff shall add **REALTOR®** members to the councils based upon interest and/or license/certification or if a registered trainee. **REALTOR® and Allied members of the Wilmington Regional Association and the Duplin-Sampson Association may serve on committees and task forces.**
- 3) Revising the budget, if necessary to provide funding to the Partners for Affordable Homeownership.
- 4) Reducing the initiation fee for applicants whose office is strictly commercial to one hundred dollars.
- 5) Revising the criteria for the Sally Noffsinger Award as follows: **Who Qualifies: Any member of the Association holding REALTORS® status qualifies. Nominee must have been an Association member A WRAR REALTOR® for a minimum of one (1) year and a maximum of three (3) years and be a full-time active agent.** Nominee must have **1) Attended at least one local Association or State sponsored seminar, in addition to required continuing education; 2) Closed at least 5 transactional sides during their WRAR membership.** The principal broker of the firm may submit one written nomination for the "top rookie" in their office explaining why that person is worthy.
- 6) The Designated REALTOR® application of Susan Perry.
- 7) The minutes of this meeting.

There being no further business the meeting adjourned at 12:17 PM.



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

Consent Agenda

July 21, 2011

Approval of:

- 1) New members, resignations and notice of reinstatements and transfers (page 4)

Acknowledgment of:

1. CE Surveys (sent 6/22/11)
2. Tracking Board of Directors motions (page 3)
3. Financial Statements: May (sent 7/13/2011)
4. Membership Totals Report (page 3)
5. Committee Reports (attached):
 - a. Cape Fear Independent Brokers (page 10)
 - b. Property Management Council (pages 11-12)
 - c. Member Services (pages 13-14)
 - d. Partners for Affordable Home Ownership (page 15)

Member Totals As of	July 14	June 11	May 11	April 11	Mar 11	Feb 10	Jan 7 2011	Dec 9	Nov 13	Oct 14	Sept 16	Aug 14	July 9
Designated REALTORS®	360	363	366	364	365	366	361	371	377	377	379	381	383
REALTORS®	1218	1,227	1237	1,239	1,234	1,232	1,223	1,275	1,298	1,326	1,333	1,332	1,375
Subtotal	1,578	1,590	1,603	1,603	1,599	1,598	1,584	1,646	1,675	1,703	1,712	1,713	1,758
Non REALTOR®	29	31	27	24	26	25	35	29	27	15	22	24	26
Secondary REALTORS®	76	74	76	75	76	73	73	75	72	69	62	64	65
Allied	94	88	88	88	88	88	88	93	97	98	98	99	98
Total	1,777	1,783	1,794	1,790	1,789	1,784	1,780	1,843	1,871	1,885	1,894	1,900	1,960

<i>Tracking Board of Directors' Motions: WRAR</i>		
<i>Date</i>	<i>Issue</i>	<i>Resolution</i>
<i>June 16, 2011</i>	<i>Audit Committee approved</i>	All members notified and thanked
	<i>Endorse Don Harris: Miss RPAC Region 2</i>	Notified
	<i>Endorse Wilson Sherrill for RPAC Trustee Region 2</i>	Notified BCAR
	<i>Sending letter opposing Senate Bill 236</i>	Letter sent
	<i>Disposing of certain pieces of furniture</i>	Most of the furniture was been sold
	<i>Changing how 2012 dues/assessments are billed and paid</i>	Staff preparing computer software to invoice correctly. Staff draft of notification to members on agenda for July meeting.

Membership Report: June 11, 2011 – July 15, 2011

ALLIED MEMBERS

Cynthia Kawczynski, Envision Mortgage Corporation
Melanie Orlando, Envision Mortgage Corporation
Aaron Roberts, Envision Mortgage Corporation
William Jones, Envision Mortgage Corporation
Stuart Vick, Amerispec Home Inspections

DESIGNATED REALTORS®

John Bryant, John Bryant, Appraiser
Laura Moody, (Secondary), Front Porch Realty

NEW REALTOR® MEMBERS

Jennifer Baldinelli, Intracoastal Realty
John Bryant, John Bryant, Appraiser
Jamie Butz, Coldwell Banker Sea Coast Realty
David Coulter, Coldwell Banker Sea Coast Realty
Benjamin Eisenberg, Prudential Laney Real Estate
John Farmer, Joseph A. Robb & Associates
Toni Jennings, Coldwell Banker Sea Coast Realty
LaDee Lewis, Coldwell Banker Sea Coast Realty
Leslie McAllister, Front Porch Realty
Laura Moody, (Secondary), Front Porch Realty
Peter Ruffin, Sold Buy The Sea Realty
Peggy Shelton (Secondary), Coastal Connection Realty
Dwight Tart, (Secondary), Tart Appraisal Service

NEW OFFICE

Fine Coastal Living, LLC
Front Porch Realty
John Bryant, Appraiser
Tart Appraisal Service

REINSTATEMENTS

Shannan Blanks, RE/MAX Essential
Zenia Dawick, Wilkinson & Associates
Alan Karg, Pointe South Realty, LLC
Tracy Stokes, RE/MAX Essential
Tania Upchurch, Prudential Laney Real Estate

RESIGNATIONS

George Watts Carr IV, Exit Homeplace Realty
Ryan Capinski, Coldwell Banker Sea Coast Realty
David Carter, The Carter Realty Group
Frances Coleman, Prudential Laney Real Estate
Veronica Dwyer-Williams, Prudential Laney Real Estate
Barbara Glienke, Keller Williams Realty
Camille Harrell, Century 21 Sweyer & Associates
Mark Hastings, Wilkinson & Associates

Deborah Lanci, Intracoastal Realty-New Homes
Evelyn Jane Lewis, Coastal Properties
David Loy, David G. Loy
Jeffrey Makowsky, Unique Real Estate
Ronald Minson, Island Realty
Michael Moran, Century 21 Sweyer & Associates
Sharon Morris, Intracoastal Realty Corp.
Susan T. Smith, Intracoastal Realty Corp.
Frederick Spike, Just For Buyers Realty, Inc.
Amanda Stroup, Oceanic Realty
Sherry Tedder, Century 21 Sweyer & Associates
John Todd, John Todd Appraisal Services
Bonnie Winslow-Williamson, Network Real Estate

TRANSFERS

Scott Ashcraft, Coastal Properties
Mary Bridgers, Realty World Carolina Shores
Sandra Britt, Century 21 Sweyer & Associates
Victoria Chambers, Century 21 Sweyer & Associates
Debra Futch, Century 21 Sweyer & Associates
Eden Gilliam, Coldwell Banker Sea Coast Realty
Sophie Johnson, Port City Properties, Inc.
Timothy Kelly, Century 21 Sweyer & Associates
Claudia Poe, Coldwell Banker Sea Coast Realty
Diane Teasdale, Coastwalk Real Estate, LLC
Kristine Williamson, Century 21 Sweyer & Associates

TERMINATIONS

Ronald Barnello, Coldwell Banker Sea Coast Realty
Richard Bawcum, @ Home in Carolina Realty, Inc.

TERMINATIONS (FAILURE TO RESIGN OR TRANSFER IN 30 DAYS)

WRAR Financial Narrative

Month Ending June 2011

Account Name	Monthly Narrative
CURRENT ASSETS	
All Asset accounts	In balance
CURRENT LIABILITIES	
Accounts Payable	Electronic checks in transit to vendors
REVENUES	
Allied Dues	Do not expect to gain additional members.
Education Fees (CE-Net)	Expense exceeds income due to members registering and paying for June CE classes prior to June (Income was received in previous months). Expenses were paid in June
Interest & Investment Income	No interest budgeted because Finance Committee anticipated spending all money for new facility. WRAR is required to use bond proceeds first.
Breeze Blog	Do not expect revenues to exceed \$1,800 YE
REALTOR® Dues	Expect budget shortfall of \$800
REALTOR® Initiation Fees	Expect budget shortfall of \$13,380
Reinstatement Fees/Transfer Fees	Exceeds monthly budget-4 reinstates in & 14 Transfers in June
EXPENSES	
Committee-Member Services	Income exceeded expenses by \$567.53
Postage & Shipping	Reimbursement for use of Postage meter.
Expect Budget Shortfall of \$21,070.45. Staff can only identify \$4,000 in expense cuts as of June 30 (Goal-Educational Opportunities \$4,000)	

WRAR Balance Sheet as of June 30, 2011		
Without Audit or Review by CPA		
ASSETS		
Current Assets		
Petty Cash	\$49.99	
BB&T-Operating Account	32,091.92	
BB&T-Building Reserve Account	236,090.16	
RPAC Transmittal Account	15.07	
Regions Financial-Operat Acct	500.00	
CD-Regions Financial	150,000.00	
REALTORS Credit Union Savings	100.66	
Merrill Lynch Cash/Money Accts	137,083.94	
Merrill Lynch Mutual Funds	63,206.63	
Accounts Receivable	4,809.39	
Total Current Assets		623,947.76
Other Current Assets		
Investment in MLS	1,407,992.48	
Investment in Sir Tyler	889,205.77	
Due from Sir Tyler Dev	320,100.00	
Bond Financing Costs	38,341.62	
Building-Construct in Process	789.75	
Total Other Assets		2,656,429.62
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	
Insurance Rsrv [2010] (30,000)	30,000.00	
Oper Rsrv[2010] (249,635.43)	249,635.43	
Strategic Plan Reserve	5,000.00	
Total Designated Assets		522,496.77

Property and Equipment		
Land	63,793.34	
Land Improvements	10,248.25	
Office Furniture & Equipment	46,537.82	
Carpet & Drapes	6,929.13	
Computer Equipment	10,439.07	
Buildings	360,036.35	
Building Improvements	1,588.50	
Accumulated Depreciation	(329,973.53)	
Accum. Depreciation-Computers	43,876.00	
Accum. Depreciation-Buildings	(4,023.99)	
Accum. Depreciation-Bldg Imp	(6,780.00)	
Total Property and Equipment		202,670.94
Total Assets		\$4,005,545.09
LIABILITIES AND CAPITAL		
Current Liabilities		
Accounts Payable	\$576.36	
Total Current Liabilities		576.36
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		576.36
Capital		
Members Equity	3,855,204.77	
Net Income	149,763.96	
Total Capital		4,004,968.73
Total Liabilities & Capital		\$4,005,545.09

Wilmington Regional Association of REALTORS®, Inc.

Income Statement as of June 30, 2011 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	189.59	0.00	9,234.59	12,525.00	(3,290.41)
Allied Initiation Fee	125.00	0.00	375.00	500.00	(125.00)
Education Fees(CE-Net)	(3,772.19)	0.00	20,380.30	26,276.25	(5,895.95)
Interest-RCU Savings Acct	0.01	0.00	0.11	0.00	0.11
Interest-RCU CD	0.00	0.00	559.68	0.00	559.68
Interest-Building Fund	77.61	0.00	617.22	0.00	617.22
Investment Income **	478.57	0.00	2,638.43	0.00	2,638.43
Investment Value ML Funds	(1,378.26)	0.00	1,274.97	0.00	1,274.97
Lease Income **	4,700.43	4,700.43	28,202.58	28,202.58	0.00
Miscellaneous Income	400.00	0.00	1,222.00	500.00	722.00
Breeze Blog	150.00	0.00	900.00	5,400.00	(4,500.00)
NSF Fees	0.00	0.00	50.00	0.00	50.00
REALTOR Dues	6,794.36	0.00	265,742.92	307,293.00	(41,550.08)
REALTOR Initiation Fees **	640.00	3,811.67	16,180.00	22,870.02	(6,690.02)
Reinstatement Fees **	600.00	416.67	5,100.00	2,500.02	2,599.98
Transfer Fees **	1,400.00	1,250.00	7,000.00	7,500.00	(500.00)
Total Revenues	10,405.12	10,178.77	359,477.80	413,566.87	(54,089.07)
Expenses					
Accounting & Consulting-CPA	0.00	0.00	5,250.00	6,000.00	(750.00)
Bank Service Charges **	390.46	1,000.00	2,964.19	6,000.00	(3,035.81)
Building-(New)	0.00	0.00	376.33	0.00	376.33
Committee-Affordable Housing	0.00	0.00	1,313.90	6,400.00	(5,086.10)
Committee-Appraisal Council	0.00	0.00	442.80	1,250.00	(807.20)
Committee-Diversity	0.00	0.00	0.00	2,000.00	(2,000.00)
Committee-Exec Roundtable	0.00	0.00	131.85	1,500.00	(1,368.15)
Committee-Member Services	(567.53)	0.00	3,005.45	15,075.00	(12,069.55)
Committee-Prof Develop	103.75	0.00	6,972.70	14,735.00	(7,762.30)
Committee-Property Management	0.00	0.00	0.00	1,500.00	(1,500.00)
Committee: Recruiting/Certify	0.98	0.00	31.01	400.00	(368.99)
Committee-C. F.Indep Brokers	0.00	0.00	15.10	100.00	(84.90)
Committee-Young Brkr's Cncl	1.26	0.00	1.26	2,000.00	(1,998.74)
Contingency	0.00	0.00	500.00	0.00	500.00
Deferred Compensation	0.00	0.00	5,666.08	5,666.08	0.00
Depreciation Building **	1,082.92	1,082.92	6,497.52	6,497.52	0.00
Directors Meetings	0.00	0.00	0.00	400.00	(400.00)

Dues and Subscriptions	0.00	0.00	160.00	1,925.00	(1,765.00)
Entertainment	0.00	0.00	133.19	500.00	(366.81)
Flowers & Remembrances	47.39	0.00	110.66	1,000.00	(889.34)
Goal-Educational Opportunities	0.00	0.00	0.00	4,000.00	(4,000.00)
Goal-Leg/Reg and Advocacy	240.49	0.00	(3,330.33)	(2,440.00)	(890.33)
Goal-Community Involvement	0.00	0.00	0.00	100.00	(100.00)
Insurance: D&O/E&O Excess	0.00	0.00	2,339.20	3,000.00	(660.80)
Insurance-Health	0.00	0.00	12,835.50	12,835.50	0.00
Insurance-Property/Liability	0.00	0.00	3,873.00	3,948.90	(75.90)
Insurance-Workman's Comp.	0.00	0.00	469.50	751.50	(282.00)
Janitorial Services **	550.00	625.00	3,345.00	3,750.00	(405.00)
Legal Fees	480.44	0.00	1,190.53	2,500.00	(1,309.47)
Maintenance-Building Grnds	355.33	0.00	3,260.05	5,000.00	(1,739.95)
Miscellaneous Expenses	0.00	0.00	2.20	0.00	2.20
NAR Travel	250.00	0.00	6,977.67	20,470.00	(13,492.33)
NCAR Convention Expense	0.00	0.00	0.00	500.00	(500.00)
NCAR Travel	44.00	0.00	9,935.33	21,897.50	(11,962.17)
Office Supplies	43.70	0.00	448.85	2,500.00	(2,051.15)
Pins & Plaques	0.00	0.00	170.31	2,000.00	(1,829.69)
Postage & Shipping	(26.22)	0.00	(54.29)	250.00	(304.29)
REALTORS Hlp REALTORS	750.00	0.00	750.00	750.00	0.00
Strategic Planning-BOD Retreat	0.00	0.00	0.00	5,000.00	(5,000.00)
Taxes-FICA	0.00	0.00	7,512.20	7,512.20	0.00
Taxes-Employment Security-NC	0.00	0.00	964.52	964.52	0.00
Taxes-Income	0.00	0.00	1,326.00	0.00	1,326.00
Taxes-Property	0.00	0.00	0.00	13,606.65	(13,606.65)
Taxes - FUTA	0.00	0.00	134.40	134.40	0.00
Technical Services	0.00	0.00	17,293.60	17,293.60	0.00
Telephone Expense	0.00	0.00	2,718.00	2,718.00	0.00
Staff Development & Travel	1,539.55	0.00	4,779.81	7,915.61	(3,135.80)
Utilities **	1,262.60	1,016.67	6,668.29	6,100.02	568.27
Wages Expense	0.00	0.00	92,532.46	92,532.46	0.00
Total Expenses	6,549.12	3,724.59	209,713.84	308,539.46	(98,825.62)
Net Income	\$3,856.00	\$6,454.18	\$149,763.96	\$105,027.41	44,736.55
** = Monthly and YTD Budget (All others reflect Annual Budget)					

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
CAPE FEAR INDEPENDENT REAL ESTATE BROKERS

July 7, 2011 – 9:00AM
MEETING REPORT

Chair – Nick Joseph

Vice-Chair – Dennis Smith

Committee Members Present: Kathleen Baylies, Nick Joseph, Dennis Smith, Jody Wainio, Bob Wallen, Sophia Wells

Staff Member(s) Present: Lois Petelinkar

I. Introductions & welcome to new members

II. Networking

III. Jerry Helms, Brunswick Forest Director of Sales and Brandy Marshall, Marketing Coordinator Brunswick Forest

- ✓ 4,500-acre development that encompasses 10 neighborhoods
- ✓ 700 Families have bought in the community since sales began in 2007
- ✓ 92 Families moved into Brunswick Forest so far this year
- ✓ 145 Families moved into Brunswick Forest 2010
- ✓ (1) short sale on market about 2 weeks
- ✓ More than 25 home designs are available at Brunswick Forest
- ✓ They have a preferred builders group which meets every quarter
- ✓ 10 On-Site Agents – 40% Sales co-broke
- ✓ REALTORS® Only section on their website to register clients. This keeps track of who brings client initially to subdivision
- ✓ 18-hole Cape Fear National golf course
- ✓ 18,000-square foot fitness and wellness center
- ✓ Awarded one of the best 50 best communities in the nation
- ✓ 85% of sales are construction perm loans
- ✓ \$175 average a month homeowner dues (golf is separate)
- ✓ The Villages, a commercial complex at the entrance to Brunswick Forest includes a branch bank and the New Hanover Regional Medical Center with more businesses planned.
- ✓ Working on teaming up with Town of Leland thru Mallory Creek interconnecting a community park that will connect the areas.

IV. Discussed Dual Agency

V. Wrap-up/Questions/Comments

- **Next meeting suggested having Maggie O'Connor from City of Wilmington, David Spetrino with Plantation Builders and Attorney Deborah Butler to discuss historic district trials and tribulations**

VI. Next Meeting

Date – **Thursday, October 6th**

Time – 8:30AM to 10:00am

Location – WRAR Conference Room

- Breakfast/Networking time from 8:30AM-9:00AM
- Meeting from 9:00AM-10:00AM

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
PROPERTY MANAGEMENT COUNCIL
July 6th – 9:00AM
MEETING REPORT

Chair – David Dougherty

Present: Shannon Friedrichs, Linda Coite, Tim Canady, Brooke Luttmer, Karen Parkin and David Dougherty, Tony Slater, Martin Evans, Nancy Carter, Eva Farr, Bob McKoy, Charles Mattes, Mary Price and Nick Joseph

Staff Member(s) Present: Lois Petelinkar

VII. Welcome & Introductions

David Dougherty

VIII. Open Discussions:

- David Dougherty - dates for future council meetings.
 - ✓ Council decided next meeting will be Thursday, October 13th, 9:00AM.
 - ✓ 2012 Council will meet third Wednesday beginning January and every other month after -6 times a year at 9:00AM.
- Linda Coite - compensation is not showing up on the client's detail report now. This was corrected in MLS.
- Linda Coite reported on the following from the NCAR Property Management Meeting in Greenville on May 19th.
 - ✓ Gave hand outs on "Top Ten Issues for Property Managers" by Stephen Fussell, Consumer Protection Officer given out by NCAR Attorney Will Martin.
 - ✓ Exclusive Property Management Agreement - make sure you have firsthand knowledge of property. Don't take over any problems.
 - ✓ Next NCAR Property Management Meeting September 11th, 10:30AM at Greenbriar.
 - ✓ Put in writing if you want to dissolve relationship with owner of property.
- Linda Coite stated to disburse advance funds monthly according to Will Martin. Martin Evans stated he was told by the NCREC to disburse funds in a lump sum. Martin will contact the commission and send Lois Petelinkar an email to send to Property Management Council on what is the correct way to handle the advance funds.
- David Dougherty suggested to review and make notes for any changes you may have on the Exclusive Property Management Agreement.

IX. MSL Issues:

- ✓ Jerry Panz presented to the council "MLS committee to consider requiring the measurement of rental properties.
- ✓ Tim Canady stated appraisers needed for single/multifamily for rental leases the following:
 - When did it lease – how long
 - What did it lease for and what is sq footage
 - What is included in lease
- ✓ Martin Evans questioned where would you get the sq footage and who would be liable for information entered-
 - Tim Canady suggested entering information obtained from tax records and add any information added to property. Include room count.

- Jerry Panz stated all data could also be gathered by averages and zip codes, also map all listings to have a bird's eye view of properties
- ✓ David Dougherty - Appraisal Council needs to present a specific written request for data fields necessary to fulfill obligations to lenders and provide to the Property Management Council to discuss at the next meeting.

X. Wrap-up/Questions/Comments/Concerns

- ✓ David Dougherty stated email will be sent out to council to let everyone know what was discussed at the meeting.

XI. 2011 Meetings

Date – **Thursday, October 13th**

Time – **9AM-10:00AM**

Place – **WRAR Conference Room**

Date – **Wednesday, January 18th**

Time – **9AM-10:00AM**

Place – **WRAR Conference Room**

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
MEMBER SERVICES COMMITTEE
July 11, 2011 – 9:30AM
MEETING REPORT

Chair – Neal Johnson

The meeting began at 9:30a.m.

Committee Members Present: David Dougherty, Linda Mehner, Karen Reese and Gail West

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions

II. Grand Opening/Ribbon Cutting/Open House

- Terraces on Sir Tyler
- End of September beginning of October
- Ribbon Cutting in the AM
- Open House Tours offered throughout the day w/ staff acting as tour guides
- Ask one of the many caterers to provide the food – maybe ask several caterers to do stations

III. Annual Meeting & Election

- Wednesday, September 21
- 5:30pm to 7:30pm
- Caterer – Dayma will contact Pete Daniel w/ Atlantic Quest
- Sponsors?
- If the new facility is not ready we will do it in the parking lot – rent a tent?
- Peace Day – consider working the theme around Peace Day & Red, White & Blue since it is an election

IV. 4th Quarterly Meeting & Holiday Luncheon

- Wednesday, December 7th
- Terraces on Sir Tyler
- 11:30am to 1:30pm
- Caterer?
- Sponsor?
- Entertainment – Gail suggested using UNCW's Accapella group, she will contact them

V. 2012 Installation Banquet

- Friday, January 20th
- Terraces on Sir Tyler
- Theme
- Caterer?
- Entertainment?
- Sponsors?

VI. Wrap-up/Questions/Comments

VII. 2011 Meeting Schedule

- Monday, September 12th
- Monday, October 3rd
- Monday, November 7th
- Monday, December 5th

VIII. Next Meeting

- Monday, August 1st
- WRAR Conference Room
- 9:30AM

Wilmington Regional Association of REALTORS®
PARTNERS FOR AFFORDABLE HOMEOWNERSHIP

June 22, 2011
MEETING REPORT

Chair: David Flory

Vice-Chair: Jody Wainio

The meeting began at 8:30 AM

PAH Members Present: David Flory, Amy Holcomb, Pam Rancke, Tim Taylor, Sue Walker and Bobbi Jean Harvey

WHS Members Present: El Brant, Cathi Anderson

Staff Members Present: Dayma Edwards

I. Welcome & Introductions

II. Operation Home Sweet Home 2011

- New Hanover County
 - November 2nd – 11:30 to 12:15
 - December 7th – 11:30 to 12:15 – Dayma pointed out that this date is the WRAR 4th Quarterly Meeting & Holiday Luncheon, committee might want to reschedule with the county, if possible.

III. Workforce Housing Specialist Certification Update

- ❖ Annual re-certification will be required
- ❖ Must attend a minimum of 2 PAH/Event Meetings and volunteer the day of the event
- ❖ FHA Fundamentals & USDA – 4hr NON CE
- ❖ New NAR class – Expanding Housing Opportunities
- ❖ Land Trust course has been added
- ❖ Does “Home Sweet Home” count for recertification?

IV. Other Comments & Concerns:

- Schedule another public outreach event in the fall of 2011
- Consider piggybacking to another already scheduled community event

V. 2011 Committee Meeting Schedule

- ❖ *Wednesday, July 20th*
- ❖ *Wednesday, August 24th*
- ❖ *Wednesday, September 21st*
- ❖ *Wednesday, October 19th*
- ❖ *Wednesday, November 16th*
- ❖ *Wednesday, December 21st*