

August 20, 2009

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

Attending	R. J. Alexoudis	Buddy Blake	Faye Brock	Tom Gale
	Ashley Garner	Dan Kibler	Susan Lacy	Sharon Laney
	Mary Martin	April McDavid	Dennis Musser	Karen Parkin
	Louise Voelker	Jody Wainio		
Staff:	Jerry Panz			

President April McDavid called the meeting to order at 8:30 AM. Susan Lacy gave the invocation and Karen Parkin led the Pledge of Allegiance. All members of the Board of Directors received notice of the meeting. Dennis Musser, RCASENC President provided an update on the activities of the RCASENC. Kathleen Riely, Governmental Affairs Directors, provided an update on current issues include CFC3.org.

By Consent the following was approved:

- 1) The Consent Agenda (attached)
- 2) Endorsing Patrice Willetts for NCAR President-Elect 2012
- 3) The minutes of this meeting

There being no further business the meeting adjourned at 10:15 AM



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

Consent Agenda

August 20, 2009

Approval of:

1. **Bylaw Amendment, Article V, Section 3. Election** The procedure for election to membership shall be as follows:

Applicants for REALTOR® membership shall be granted provisional membership immediately upon submission of a completed application form and remittance of applicable Association dues and any application fee. Provisional members shall be considered REALTORS® and shall be subject to all of the same privileges and obligations of membership. Provisional membership is granted subject to subsequent review of the application by the Board of Directors. If the Board of Directors determines that the individual does not meet all of the qualifications for membership as established in the Association's Bylaws, or, if the individual does not satisfy all of the requirements of membership (for example, completion of a mandatory orientation program) within the time specified in the Policy Manual with the date beginning ~~60 days~~ from the Association's receipt of their application, membership may, at the discretion of the Board of Directors, be terminated. **Rationale:** Changes to the budget have necessitated holding Orientation less frequently than 60 days.

Acknowledgment of:

1. July 2009 financials sent by email August 13, 2009 and December 2008 Year End after CPA review were sent by email on August 14, 2009.
2. **Committee Reports**
 - a. Member Services Committee
 - b. Equal Opportunity and Cultural Diversity
 - c. Young Brokers Council
 - d. Professional Development Committee
3. Membership Report (new, transfers, etc.)
4. Tracking Board of Directors motions

WRAR Financial Narrative	
Month Ending July 2009	
Account Name	Monthly Narrative
CURRENT ASSETS	
All Asset accounts	In balance
CURRENT LIABILITIES	
Future Local Dues	2010 Local Dues for members billed monthly
Future NAR/NCAR Dues	2010 NAR Dues billed but not paid
NAR & NCAR Dues	2009 NAR/NCAR Dues unpaid (1 reinstatement, 1 licensed secretary)
REVENUES	
Allied Dues, Allied Initiation Fees, REALTOR Dues, REALTOR Initiation Fees, Reinstatement Fees, Transfer Fees	All exceed annual or monthly budget
Investment Income & Investment Value ML Funds	Merrill Lynch mutual funds are recovering from last year. Net of \$10,561.89 exceeds monthly budget. Does not reflect interest in CD's. Just on money market account.
EXPENSES	
Deferred Compensation	Paid to MLS Quarterly (March, June, September, December)
Committee-Affordable Housing	Breakfast & copying expense was not budgeted
Committee-Diversity	Dayma will submit budget request at August BOD meeting
Insurance-Health	Paid to MLS Quarterly (March, June, September, December)
Postage & Shipping	Reimbursement from staff 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 July 31, 2009

Without Audit or Review by CPA

ASSETS		
Current Assets		
Petty Cash	\$ 67.54	
Operating Account	29,970.14	
RPAC Transmittal Account	56.93	
Certificates of Deposit	200,000.00	
Merrill Lynch Cash/Money Accts	453,511.81	
Merrill Lynch Mutual Funds	165,370.14	
Accounts Receivable	5,031.73	
Total Current Assets		854,008.29
Other Current Assets		
Investment in MLS	1,247,095.95	
Next Year's Mem Serv Comm Exp	250.00	
Next Year's Prof Dev Comm Exp	5,000.00	
Total Other Assets		1,252,345.95
Designated Assets		
Build Rsrv[2008] (223,130.34)	223,130.34	
Equip Rsrv[2008] (9,523.00)	9,523.00	
Furnt/Fixt Rsv[2008](5,208.00)	5,208.00	
Oper Rsrv[2008] (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	(304,792.95)	
Accum. Depreciation-Computers	43,876.00	
Accum. Depreciation-Buildings	(4,284.99)	
Accum. Depreciation-Bldg Imp	(6,780.00)	
Total Property and Equipment		1,080,102.76
Total Assets		\$ 3,673,953.77

LIABILITIES AND CAPITAL		
Current Liabilities		
Future Local Dues	\$ 12,326.82	
Future NAR/NCAR Dues	2,070.00	
NAR & NCAR Dues Payable	245.00	
Total Current Liabilities		14,641.82
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		14,641.82
Capital		
Members Equity	3,448,162.13	
Net Income	211,149.82	
Total Capital		3,659,311.95
Total Liabilities & Capital		\$3,673,953.77

Wilmington Regional Association of REALTORS® , Inc.

Income Statement as of July 31, 2009 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	25.00	0.00	16,116.65	14,795.61	1,321.04
Allied Initiation Fee	0.00	0.00	875.00	625.00	250.00
Education Fees(CE-Net)	2,536.00	0.00	25,784.71	31,525.50	(5,740.79)
Investment Income **	763.05	2,224.92	11,939.26	15,574.44	(3,635.18)
Investment Value ML Funds	7,002.77	0.00	14,197.07	0.00	14,197.07
Lease Income **	4,700.43	4,700.43	32,903.01	32,903.01	0.00
Miscellaneous Income	10.00	0.00	580.00	1,000.00	(420.00)
Newsletter Income	300.00	0.00	2,175.00	1,000.00	1,175.00
REALTOR Dues	1,562.50	0.00	350,000.09	330,402.15	19,597.94
REALTOR Initiation Fees **	3,930.00	4,170.83	29,775.00	29,195.81	579.19
Reinstatement Fees **	400.00	397.08	4,865.00	2,779.56	2,085.44
Reserves	0.00	0.00	0.00	21,367.33	(21,367.33)
Transfer Fees **	1,950.00	1,035.83	10,595.00	7,250.81	3,344.19
Total Revenues	23,179.75	12,529.09	499,805.79	488,419.22	11,386.57
Expenses					
Accounting & Consulting-CPA	0.00	0.00	4,250.00	12,000.00	(7,750.00)
Advertising	0.00	0.00	0.00	500.00	(500.00)
Bank Service Charges **	363.43	1,166.67	3,584.04	8,166.69	(4,582.65)
Building-(New)	636.76	0.00	1,761.45	0.00	1,761.45
Committee-Affordable Housing	52.41	0.00	2,895.85	2,500.00	395.85
Committee-Appraisal Council	1.12	0.00	607.25	1,250.00	(642.75)
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-Exec Roundtable	2.10	0.00	799.42	6,400.00	(5,600.58)
Committee-Griev/Med/PS	0.00	0.00	17.94	0.00	17.94
Committee-Member Services	2,502.38	0.00	32,834.38	33,300.00	(465.62)
Committee-Prof Develop	0.00	0.00	8,462.42	32,835.00	(24,372.58)
Committee-Prop Management	475.00	0.00	688.45	1,500.00	(811.55)
Committee: Recruiting/Certify	0.00	0.00	125.22	600.00	(474.78)
Committee-C F Indep Brok	53.90	0.00	168.86	1,000.00	(831.14)
Committee-Yng Brker's Council	0.00	0.00	1,970.80	4,000.00	(2,029.20)
Contingency	0.00	0.00	0.00	1,098.15	(1,098.15)
Deferred Compensation	0.00	0.00	2,500.00	2,500.00	0.00
Depreciation Building **	1,113.42	1,113.42	7,793.94	7,793.94	0.00
Directors Meetings	0.00	0.00	0.00	800.00	(800.00)
Dues and Subscriptions	0.00	0.00	350.00	700.00	(350.00)
Entertainment	0.00	0.00	0.00	600.00	(600.00)

Flowers & Remembrances	49.88	0.00	287.19	2,500.00	(2,212.81)
Goal-Prof. Stan/Best Pra/Ed Op	0.00	0.00	(185.23)	450.00	(635.23)
Goal-Tech & Info Services	0.00	0.00	80.00	5,200.00	(5,120.00)
Goal-Leg/Reg and Advocacy **	642.19	0.00	(168.42)	0.00	(168.42)
Goal-Markt/Comm. Pub Image	275.00	0.00	16,435.75	27,367.33	(10,931.58)
Goal-Market Ownership	0.00	0.00	296.40	0.00	296.40
Insurance: D&O/E&O Excess	0.00	0.00	2,497.00	3,000.00	(503.00)
Insurance-Health	0.00	0.00	14,256.00	14,256.00	0.00
Insurance-Property/Liability	0.00	0.00	7,714.00	6,938.40	775.60
Insurance-Workman's Comp.	0.00	0.00	0.00	906.84	(906.84)
Janitorial Services **	550.00	666.67	4,075.00	4,666.69	(591.69)
Legal Fees	1,165.42	0.00	1,866.43	5,500.00	(3,633.57)
Maintenance-Building Grnds **	623.00	1,000.00	6,448.66	7,000.00	(551.34)
Miscellaneous Expenses	0.00	0.00	280.61	300.00	(19.39)
NAR Travel	110.36	0.00	9,362.70	24,890.00	(15,527.30)
NCAR Convention Expense	0.00	0.00	500.00	500.00	0.00
NCAR Travel	0.00	0.00	12,920.39	32,129.25	(19,208.86)
Office Supplies	90.60	0.00	1,259.57	4,600.00	(3,340.43)
Pins & Plaques	14.71	0.00	452.14	2,000.00	(1,547.86)
Postage & Shipping	(11.44)	0.00	(40.99)	1,000.00	(1,040.99)
REALTORS Helping REALTORS	750.00	0.00	750.00	750.00	0.00
Salary-Casual Labor	0.00	0.00	0.00	1,200.00	(1,200.00)
Strategic Planning-BOD Retreat	0.00	0.00	729.65	2,000.00	(1,270.35)
Taxes-FICA	0.00	0.00	8,177.74	8,177.74	0.00
Taxes-Employment Security-NC	687.45	0.00	1,374.91	1,374.91	0.00
Taxes-Property	0.00	0.00	0.00	12,784.23	(12,784.23)
Taxes - FUTA	157.00	0.00	314.00	314.00	0.00
Technical Services		0.00	6,479.62	6,479.62	0.00
Telephone Expense	0.00	0.00	2,838.00	2,838.00	0.00
Staff Development & Travel	1,036.20	0.00	6,129.83	9,975.00	(3,845.17)
Utilities **	811.48	833.33	6,124.28	5,833.31	290.97
Wages Expense	0.00	0.00	102,951.48	102,951.48	0.00
Total Expenses	12,152.37	4,780.09	288,655.97	419,926.58	(131,270.61)
Net Income	\$11,027.38	\$7,749.00	\$211,149.82	\$68,492.64	142,657.18

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

WRAR Balance Sheet as of December 31, 2008 after CPA Review

ASSETS

Current Assets

Merrill Lynch Money Market	\$ 140,950.17	
BB&T-Operating Account	43,061.81	
Accounts Receivable-Membership	7,367.63	
Accounts Receivable-Other	1,327.70	
Due From Duplin/Sampson AOR	2,001.00	
Inventory-Store	20,063.73	
Prepaid Taxes	27,373.00	
Building-Construct in Progress	24,114.01	
Total Current Assets		266,259.05

Property and Equipment

Accumulated Depreciation	(730,895.00)	
Office Furniture and Equipment	51,441.59	
Computer Equipment	118,903.29	
KeyBox Inventory	572,814.92	
Total Property and Equipment		12,264.80

Designated Reserves

Computer Reserve (FF-27,100)	19,000.00	
Operating Reserve (795,521.31)	205,225.55	
Copier Reserve (FF-15,000)	15,000.00	
Issues Mob Rsv(\$30,000)	35,000.00	
Server/Sftwre Rsvr(FF-30,000)	25,000.00	
Furniture/Fixt Rsrv(FF-10,000)	10,000.00	
KeyBox Reserve (246,180)	246,180.00	
Next MLS System(\$185,000)	185,000.00	
Total Designated Assets		740,405.55
Total Assets		\$1,018,929.40

LIABILITIES AND CAPITAL

Current Liabilities

Employee Health Deductions	\$ 833.66	
Total Current Liabilities		833.66

Long-Term Liabilities

Total Long-Term Liabilities		0.00
Total Liabilities		833.66

Capital

Common Stock	500.00	
Retained Earnings	950,472.57	
Net Income	67,123.17	
Total Capital		1,018,095.74
Total Liabilities & Capital		\$1,018,929.40

MLS Income Statement as of December 31, 2008 after CPA Review

	Current Month	Current Month	Year to Date	YTD or Annual Budget	Variance YTD
Revenues					
Contract Services w/ D-S AOR**	2,001.00	1,887.24	29,221.00	22,646.00	6,575.00
Contract Services with RCA	0.00	0.00	40,000.00	40,000.00	0.00
IDX & VOW	0.00	0.00	225.00	0.00	225.00
Int&IncVal-M/L Money Market **	3,231.11	2,227.23	5,469.31	26,726.32	(21,257.01)
MLS Access Fees **	90,005.40	96,735.00	1,116,640.99	1,160,820.00	(44,179.01)
MLS-Branch Office Fees **	0.00	16.63	300.00	200.00	100.00
MLS Initiation Fees **	3,000.00	2,500.00	50,450.00	30,000.00	20,450.00
MLS Firm User Fees **	14,053.25	14,040.00	179,612.66	168,480.00	11,132.66
MLS & Keybox Fines **	16,010.00	1,250.00	24,594.00	15,000.00	9,594.00
MLS Late Payment Fees **	550.00	617.96	5,905.00	7,414.97	(1,509.97)
MLS Reinstatement Fees **	265.00	282.83	3,315.00	3,394.29	(79.29)
MLS - Misc. Income **	44.00	83.37	9,027.92	1,000.00	8,027.92
NSF fees	0.00	0.00	50.00	0.00	50.00
Supra Initiation Fee **	(1,261.00)	333.37	17,769.00	4,000.00	13,769.00
Supra Monthly Fee **	23,638.75	28,454.25	317,586.23	341,451.00	(23,864.77)
Store Income(net) **	(175.86)	1,666.63	14,368.48	20,000.00	(5,631.52)
Total Revenues	151,361.65	150,094.51	1,814,534.59	1,841,132.58	(26,597.99)
Expenses					
Accounting & Consulting-CPA	3,240.05	0.00	10,070.05	4,000.00	6,070.05
Advertising	0.00	0.00	813.37	500.00	313.37
Annual Meeting & Election	0.00	0.00	4,500.00	4,500.00	0.00
Bank Service Charges-CC Fees**	3,179.68	4,010.88	39,998.38	48,129.57	(8,131.19)
Banquet Expenses	0.00	0.00	3,000.00	3,000.00	0.00
Building-New	(5,657.03)	0.00	0.00	20,000.00	(20,000.00)
Clark Memorial	61.47	0.00	61.47	275.00	(213.53)
Contingency Fund	0.00	0.00	8,640.00	10,332.35	(1,692.35)
Computer Operations **	1,033.56	3,834.53	24,287.77	46,014.25	(21,726.48)
Consulting Fees	117.96	0.00	117.96	0.00	117.96
Depreciation	39,045.34	0.00	65,701.34	26,656.00	39,045.34
Directors Meetings **	560.84	166.63	1,669.24	2,000.00	(330.76)
Donations	0.00	0.00	7,875.00	3,000.00	4,875.00
Dues & Subscriptions	29.97	41.63	384.89	500.00	(115.11)
Economic & Market Watch Report	0.00	0.00	3,000.00	3,000.00	0.00
Election Expense	0.00	0.00	1,400.00	1,500.00	(100.00)
Equipment Maint & Purchase **	1,750.96	250.00	4,544.41	3,000.00	1,544.41
eshowings **	32,261.79	0.00	38,174.29	0.00	38,174.29
Governmental Affairs	0.00	0.00	20,000.00	20,000.00	0.00
iCheck	23,500.00	0.00	19,223.00	23,500.00	(4,277.00)
iMap, Inc (tax service)	0.00	0.00	42,914.80	42,302.65	612.15
Insurance-Computer Equipment	0.00	0.00	2,480.00	5,632.00	(3,152.00)
Insurance-Health **	7,683.77	5,544.00	57,671.12	66,528.00	(8,856.88)
Insurance-Workman's Comp	0.00	0.00	2,293.73	2,549.40	(255.67)
IRA Employer Contributions **	571.37	917.40	2,245.39	11,008.36	(8,762.97)
Keybox Expense **	3,105.03	5,500.00	544.22	66,000.00	(65,455.78)
Leadership Academy	3,000.00	0.00	3,000.00	5,000.00	(2,000.00)
Lease-Building **	4,584.27	4,584.27	55,011.46	55,011.46	0.00
Legal Fees **	1,350.00	1,166.63	17,117.41	14,000.00	3,117.41
Misc. Expenses **	0.00	199.37	2,389.91	2,392.00	(2.09)
MLS Committee Meeting	12.00	0.00	67.00	1,000.00	(933.00)
NAR & ASAE-Travel	1,721.65	0.00	20,327.29	27,579.41	(7,252.12)
NCAR Travel	2,785.58	0.00	18,761.97	19,850.43	(1,088.46)
NC Data Share	2,084.27	0.00	1,589.25	0.00	1,589.25
Office Supplies **	547.79	791.63	7,955.87	9,500.00	(1,544.13)

Orientation	0.00	0.00	5,000.00	5,500.00	(500.00)
Other Meetings Expense	10,252.70	0.00	20,698.00	1,000.00	19,698.00
PossibleNow.com	0.00	0.00	0.00	12,000.00	(12,000.00)
Postage and Shipping	452.82	416.63	926.21	5,000.00	(4,073.79)
Postage Meter	0.00	0.00	1,556.28	1,700.00	(143.72)
Printing	0.00	0.00	152.60	500.00	(347.40)
Rapattoni MLS **	25,446.56	27,989.20	327,884.40	335,870.40	(7,986.00)
Refunds Paid	(90.00)	0.00	(90.41)	0.00	(90.41)
Salary-Casual Labor	250.00	996.63	10,390.23	11,960.00	(1,569.77)
Software License & Upgrades **	0.00	133.37	106.74	1,600.00	(1,493.26)
Strategic Plan	0.00	0.00	22,562.36	10,000.00	12,562.36
Supra Key Expense **	(21,706.57)	28,028.70	214,669.10	336,344.40	(121,675.30)
Taxes-Employers FICA **	4,030.13	2,439.52	32,843.76	29,274.79	3,568.97
Taxes-Employment Security	105.16	64.51	3,393.63	806.90	2,586.73
Taxes-Franchise	0.00	0.00	0.00	735.00	(735.00)
Taxes-Income	8,951.00	0.00	70,651.00	20,011.95	50,639.05
Taxes-Property Business Equip	0.00	0.00	1,895.75	0.00	1,895.75
Tax-NC Sales	0.00	0.00	0.01	0.00	0.01
Taxes-NC Unemployment	(0.04)	0.00	(2.51)	0.00	(2.51)
Taxes-FUTA	16.32	98.00	744.54	392.00	352.54
Technology Seminar	0.00	0.00	0.00	5,000.00	(5,000.00)
Telephone/Computer Lines **	1,903.98	515.50	8,941.44	6,186.00	2,755.44
Tokens for MLS (Net)	2,495.88	0.00	(4,214.21)	0.00	(4,214.21)
Travel & Education CEO	(449.84)	0.00	2,482.89	3,000.00	(517.11)
Staff Development & Travel	5,996.07	0.00	17,868.21	18,463.17	(594.96)
Website Creation & Promotion	18,672.00	0.00	91,578.02	80,000.00	11,578.02
Wages Expense **	53,010.04	31,400.61	429,542.79	376,806.88	52,735.91
Total Expenses	235,906.53	119,089.64	1,747,411.42	1,810,412.37	(63,000.95)
Net Income	(\$ 84,544.88)	\$ 31,004.87	\$ 67,123.17	\$ 30,720.21	36,402.96

Membership Report July 19, 2009 – August 20, 2009

ALLIED MEMBERS

Vickie Edwards, Dover Mortgage

DESIGNATED REALTORS®

Jennifer Garay, Exit Coastal Connection Realty
Michael Harper, Harper Auction & Realty (Secondary)
Loran Johnson, Cape Fear Real Estate Solution
Nelson Macrae, The Oleander Company
Andrea West, Hagood Homes Realty, Inc.

NEW OFFICE: Harper Auction & Realty (Secondary)

NEW REALTOR® MEMBERS

Robin Ange, Intracoastal Realty Corp.
Wiley L. Brown Jr., Intracoastal Realty Corp.
Karen Lea Carter, Keller Williams Realty
Braxton Fussell, Brunswick Forest Realty, LLC
Fred M. Gainey, Coldwell Banker Sea Coast Realty
Ira Jean Harley, Intracoastal Realty Corp.
Michael Harper, Harper Auction & Realty (Secondary)
Allen Joseph LaCoe, Coldwell Banker Sea Coast Realty
Cecilia Litvak, Century 21 Sweyer & Associates
Katherine L. Ross, Intracoastal Realty Corp.
Sean D. Scanlon, Intracoastal Realty Corp.
Joan Sibbald, Premier Homes and Properties LLC
Thomas M. Smith, Cape Fear Real Estate Solution (Secondary)
Steve Willetts, Intracoastal Realty Corp.

REINSTATEMENTS

William Boyer, Brunswick Forest Realty, LLC
Joanne Britt, Premier Homes and Properties LLC
Debbie Foote, Wilkinson & Associates
Jane Powell, Intracoastal Realty Corp.
Rudy Smithwick, Keller Williams Realty

RESIGNATIONS

Pamela Adams, Exit Homeplace Realty
Bailey Allman, Sinnen-Green and Associates, Inc.
William Phillip Basistreri, Keller Williams Realty
Charlotte Bennett, Bennett Appraisal
Richard Bridwell, Blue Shore Realty
Rebecca Creech, Prudential Laney Real Estate
Patricia Guilliams, Century 21 Sweyer & Associates
John Hinnant, III, Appraisal & Consulting Realty
Joseph Wright Holman, Intracoastal Realty Corp.
Samm Jernigan, Realty World Cape Fear
Gwen Johnsen, Prudential Laney Real Estate
Craig Julian, (Secondary), 2nd Mile Services
Milton Langston, Wilmington Commercial Real Estate
Cynthia D. McPherson, Port City Properties
William Montague, Blue Channel Properties
Sean Scanlon, Intracoastal Realty
Ashley Seitter, Prudential Laney Real Estate

Kathy Small Shell, Dewitt Real Estate Services
 Debra Stubbs, Dewitt Real Estate Services

TRANSFERS

Patti Archibaud, Wilkinson & Associates
 Ruth Bradley, Coldwell Banker Sea Coast
 Heather Carroll, Wilkinson & Associates
 Dorothy Kilpatrick, Premier Homes and Properties LLC
 Teresa Ledford, Wilkinson & Associates
 Janice Pendergrass, Intracoastal Realty Corp.
 Thomas Prince, Wilkinson & Associates
 Joel Roney, Exit Homeplace Realty
 JoLynn Roney, Exit Homeplace Realty
 Lorraine M. Rooker, Exit Homeplace Realty
 Meredith H. Rouse, Autumn Hall
 Benjamin Szafran, Life Properties
 Bettielou Weddle, Wilkinson & Associates

TERMINATIONS (For Nonpayment of Fees) 07/01/09

John Avera, Pointe South Realty, LLC
 Sheena Bailey, Keller Williams Realty
 Demetria Padgett, Century 21 Sweyer & Associates

TERMINATIONS (For Failure to Resign or Transfer After 30 day Drop)

Donna Rushing, Brunswick Forest Realty, LLC

Member Totals As of	Aug 13	July 16	June 13	May 22	April 11	Mar 14	Jan 10 2009	Dec 13	Nov 15	Oct 10	Sept 13
Designated REALTORS®	411	415	421	420	426	428	421	440	448	454	454
Pending REALTORS®	0	0	2	2	5	4	2	1	1		0
REALTORS®	1,427	1,433	1,442	1,440	1,442	1,444	1,432	1,502	1,578	1,605	1,644
Subtotal	1,838	1,848	1,865	1,862	1,873	1,876	1,855	1,943	2,027	2,059	2,098
Non REALTOR® Licensees	29	28	24	26	28	26	60	37	38	47	47
Secondary REALTORS®	89	83	93	91	93	91	96	105	115	121	120
Allied	109	110	111	109	109	106	113	113	114	114	113
Total	2,065	2,069	2,093	2,088	2,103	2,099	2,124	2,198	2,294	2,341	2,378
							Fiscal Year 2009				

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
MEMBER SERVICES COMMITTEE
August 3, 2009 – 9:30AM
MEETING REPORT

Chair – JD Terry

Co Chair – David Dougherty

The meeting began at 9:30a.m.

Committee Members Present: Dana Scalici, Linda Mehner, Sharon Laney, Terry Milam, Gail West, Adell Bernard and Melissa Primm

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions

II. Annual Meeting & Election:

- **A MidSeptember Night at Airlie**
- Thursday, September 17th
- Airlie Gardens
- 6pm to 9pm
- Allow Beer & Wine – 2 tickets per attendee, 17 bottles of wine (red & white) and 80 bottles of water remain from RW&B Bash
- Catering – Pete Daniels w/ Atlantic Quest – Dayma will talk to Pete about bartenders, menu ideas are a chicken dish and a vegetable lasagna or some type of pasta, tossed salad, rolls/bread, steamed or grilled vegetables, dessert, sweet and unsweetened tea
- Decorations – use vases and white candles
- Charge guests \$15.00 to attend w/ member
- Entertainment – Trey Hamlin, guitarist (\$350)
- L & L Rentals – tent, tables & chairs have been ordered, Dayma will speak to them about most economical way to do lighting under the tent
- Each committee member will try to bring in one sponsor for the event
- Dayma will contact Sheila Anderson & Patrick Moore re: sponsorship levels
- Sponsors –
 1. National City Mortgage - \$250
 2. Wells Fargo Mortgage - \$1,000
 3. Mortgage Bankers - \$250
 4. State Farm Insurance - \$250
 5. Cunningham & Associates - \$500
 6. Premiere Homes & Properties - \$1,000

III. 4th Quarterly Meeting & Holiday Luncheon

- Holiday Inn Sunspree
- Wednesday, December 2nd
- 11:30am to 1:30pm
- Holiday Inn Chef
- Holiday Inn giftbox centerpieces
- Charity – REALTORS Helping REALTORS
- Sponsors – TBD
- Speak to Tim Milam – ask him to speak about someone who received help through the Foundation

- Mary is deciding whether to combine the Installation Banquet w/ the 4th QM or cancelling the 4th QM to save money

IV. Wrap-up/Questions/Comments

- New Member Orientation – Committee members agree the orientation needs to be updated
 1. Take the current binder and put into CD format
 2. Offer only the 4 hr Ethics course and not the pm session
 3. Remove all excess information given on that day and place in CD format or video on the website
 4. Tests should still be required but done online
 5. Consider offering the other portion of the day at New Member Sign-up
 6. Do NOT offer the 4 hr Ethics
- Designated REALTOR Orientation – Continue to require the DR Orientation but update program and place binder onto CD format

V. Next Meeting

- Monday, September 14th
- WRAR Conference Room
- 10:30AM

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
EQUAL OPPORTUNITY & CULTURAL DIVERSITY COMMITTEE

August 10, 2009 – 9:00AM
MEETING REPORT

Chair – Michelle Roberts

Vice-Chair – Eliza Santos

Committee Members Present: April McDavid, Emi Whetsel, and Doc Hamm

Staff Member(s) Present: Dayma Edwards

Welcome & Introductions:

What's Next for Diversity:

- ★ April suggested that everyone attend the Annual Meeting & Election scheduled for Thursday, Sept. 17th and be the welcome committee to all attendees
- ★ April suggested that we have a speaker come in to discuss dealing with international clients, like a Morning Buzz.
- ★ Doc had some great information to share about international clients/deals and agrees.
- ★ Dayma has contacted Jose Hernandez, Associate Provost Institutional Diversity & Inclusion at UNCW and will continue to invite to attend the next meeting.

Wrap-up/Questions and Comments:

- ★ Doc suggested that we consider changing the date and/or time of the meetings to have better attendance
- ★ April suggested we do conference call meetings
- ★ Both items will be discussed at the next meeting when more are in attendance
- ★ April asked Brian Pilon to tape Doc and Emi to say a short blurb about the WRAR Diversity Committee
- ★ The tape will be sent to NCAR's Diversity Committee and place on our website to try and increase involvement and attendance to the meetings

Next Meeting:

When: **Monday, September 14th**

Where: **WRAR Conference Room**

Time: **9:00am**

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
YOUNG BROKERS COUNCIL
August 12, 2009 – 3:00PM
MEETING REPORT

Chair – Ryan Crecelius

Vice Chair – Nick Silivanch

Purpose of Committee – TBD

Committee Members Present: Ryan Crecelius

Staff Member(s) Present: Dayma Edwards

VI. Welcome & Introductions

VII. Fall Networking Social:

- YBC Fall Oyster Roast
- Thursday, November 5th
- 5:30 to 7:30
- Arbor Park in Autumn Hall - \$700.00 refundable deposit
- Sponsors needed to cover costs
- Ryan agreed to hire caterer to do the purchase/cook and serve oysters – Dayma will contact caterers and have estimates for available for next meeting. Order BBQ, coleslaw, potato salad etc.
- Paper towels/washcloths/rags
- Oyster Buckets/bins for tables
- Tables? – Dayma will contact Lisa at Autumn to see where they got their tables for their oyster roast
- Oyster knives - \$1.00 ea to rent (\$40.00), L&L Rentals
- Lighting – Tiki torches \$2.50 ea to rent (\$20.00), L&L Rentals, votives will be used on the tables for extra lighting.
- Bins to collect shells to recycle, need volunteers to take the shells to WB's recycling center
- Bar – serve beer & wine only, 2 tickets per guest, need volunteers to man the bar. Ryan suggested kegs (less cost) and wine.
- Autumn Hall will provide wood for fireplace – need volunteers to maintain fire
- Music/entertainment – Ryan will contact a friend that plays guitar and find out the cost
- Parking – empty lot at the entrance to the right, need volunteer for the first 20 minutes to direct vehicles
- Port-A-John's needed:
 - A. Standard Unit x3 - \$65.00 ea. = \$195.00

VIII. Wrap-up/Questions/Comments:

IX. Next Meeting:

- **Wednesday, September 9th**
- 2pm
- WRAR Conference Room

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
PROFESSIONAL DEVELOPMENT COMMITTEE
August 13, 2009 – 10:30AM
MEETING REPORT

Chair – Rebecca Lawson

Vice-Chair – Russ May

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: Patti Archibaud, El Brant, Rebecca Lawson, Mary Jo Miller, Russ May, Ryan Crecelius and Faye Brock

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions:

II. Negotiation Seminar:

- Bill Gallagher is not available till after the first of the year
- Venue available is Holiday Inn Sunspree
- Dayma suggested Mike Hourigan, unfortunately his cost is \$8,000
- Faye Brock suggested Zan Monroe, Dayma will contact Zan this afternoon
- Consider a minimal charge for all attendees depending on the speaker fee
- Charge No-Show & Late Cancellation Fees
- Need Sponsors – each committee member will work on getting a speaker
- Open to other Associations only if registration is low but charge more for attendance
- Consider having the event in the afternoon or early morning to avoid purchasing a meal, only purchase drinks & light snack

III. 2010 REALTOR ReCharge:

- Kathleen Passanisi has been contracted for the RR 2010 - \$5,000 + expenses
- Holiday Inn Sunspree has been booked for Thursday, February 11th, the room fee is \$250 but they charge \$30 per vendor table
- Goodie bags - El will work on getting 250 bags and all other members will work on collecting promotional items
- Dayma will request that all goodies will be turned in at least one week prior to the event.
- Dayma will send out an email for sponsors, early bird is \$250 + \$100 in-kind gift, late entry is \$350. + in-kind gift. Also request items for the goodie bags to be turned in no later than 3 days prior to the event
- Brian Pilon came in and spoke to the committee about Cape Fear NOW and the possibility of them sponsoring the 2010 RR, committee members agreed not to charge them a fee but definitely request a prize and items for the goodie bags
- New location will allow us to have more vendor tables (20) than in the past

IV. Suggestions/Comments:

- All committee members is responsible for bringing at least one topic idea w/ action plan to the table at the next meeting for 2010

V. Next Meeting

Date – Thursday, September 10th

Time – 10:30 AM

Location – WRAR Office