



Blue Ridge Association of REALTORS®, INC.



Clarke, Frederick, Warren Counties and Winchester, VA

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BOARD OF DIRECTORS MEETING M I N U T E S March 2008

BOD Present: Anna McDonald, Diana Cleveland, Roger Lamborne, Traci Shoberg, E. E. Bayliss, III, Bradley Boland, Hazel Marie Boyd, Donald Butler, Holly Clark, Lea Glembot, Kathye Stratton, and William Hall

BOD Absent: Richard Cockrill

Staff: Winsome Earle-Sears

Members: Katrina Smith

The March meeting of the Board of Directors (BOD) of the Blue Ridge Association of REALTORS® (BRAR) was held at the Association's office on March 20, 2008, and was called to order at 9:03 a.m. by President Anna McDonald.

MINUTES & FINANCIALS

- It was motioned, seconded, and approved that the minutes of the February meeting were approved with the correction that Traci Shoberg was present at the February BOD meeting.
- It was motioned, seconded, and approved that the trade show expenses be moved from the P&L sheet to the balance sheet.
- It was motioned, seconded, and approved to accept the Treasurer's report as presented.
- CEO REPORT: The CEO's report was previously distributed and she reported on the NAR Advisory Group Council meeting that she attended on 3/12/08 in Washington, D.C.

OLD BUSINESS

1. It was motioned, seconded, and approved that the snow policy be revised to include the Executive Committee's recommendation that the CEO have discretion of enforcement.

2. It was motioned, seconded, and approved that REALTOR® Katrina Smith is to be added to the Grievance Committee.

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3. It was motioned, seconded, and approved that REALTOR® Richard Cockrill be approved as another mediator for the association.

PRESENTATIONS:

1. The Winchester Star presented the redesigning of their website to the BOD. There are only five slots to purchase at \$50/week.

2. The multiple listing service, MRIS, also made a presentation to the BOD of recent upgrades to system. The BOD voiced concerns about compliance issues such as days on market, owner of record as Seller, and more. Lamborne will bring this issue up at the next MRIS Supervisory Council Meeting.

NEW BUSINESS:

1. The BOD discussed the Volume Awards. There were sixty-three (63) applicants last year and only forty-three (43) this year, out of which only twenty (20) award recipients showed up for the event. The event cost the association approximately sixteen-hundred dollars (\$1600) after expenses/income were tallied up. The Awards Committee will look at changing the event and present it to the BOD at a future meeting.

2. At 9:55 a.m. the BOD moved into executive session regarding a BOD email issue and also met regarding staff issues. The board came out of executive session at 10:25 a.m.

3. It was motioned, seconded, and approved that the BOD approve a VIP Sponsorship Agreement with Moseley at the \$10,000 level, provided there is no exclusive education agreements contained in the document with Moseley and to agree to rescind the current Moseley contract with all documents being approved by legal counsel before signing.

4. Tabled until the next meeting: Interboard Ethics Agreement with NVAR.

OTHER BUSINESS

1. Committee reports were previously distributed.
2. The next BOD meeting:

ADJOURNMENT

There being no further business, it was motioned, seconded, and approved to adjourn the meeting at 11:27a.m.

Respectfully submitted,

Roger Lamborne, Vice President

Traci Shoberg, Immediate Past President