

HIGHLAND LAKES ASSOCIATION OF REALTORS®, INC.

BOARD OF DIRECTORS MINUTES

Tuesday April 17, 2007

CALL TO ORDER: Meeting was called to order at 9:00 a.m.

ROLL CALL: Pat Burton, Terry Tuteur, Chad Thibodeaux, Dale Riley, Sherry Raymer, Charley Swift, Iva Weston, Caryn Paye, Janet Henley, and Linda Ferguson were present for the meeting.

MINUTES: The minutes from the March meeting were approved as presented.

FINANCIAL REPORT: The financials were reviewed and accepted as presented. A suggestion was made to add the rates to the CD's as show on the balance sheet.

- 1) We have a CD with Hill Country Bank in the amount of \$103,531.93 that will automatically renew on 4/18/07. If we do not wish to renew we have until 4/28/07 to redeem without penalty. **A motion was made, seconded and accepted to renew the CD for a term of 1-year in the amount of \$100,000.00 wherever we can get the highest rate. The amount redeemed above \$100K will be deposited into the checking account.**
- 2) We had a discussion item that members of committees must go to the board for approval if they need additional money for their respective committees, functions, etc.
- 3) It has come to the attention of the board that there are a number of MLS only brokers and agents that join for the term of one listing then quit then join again the next time they get a listing. This in and out is very taxing on the resources of the association. **A motion was made, seconded, and accepted to change the joining fee for MLS only members to \$750.00 for the designated broker and \$1,000.00 for agents.**
- 4) Accounts Receivable – We have a number of members that have small balances due that are in the 31-60 day late category. In an effort to keep receivables to a minimum **a motion was made, seconded and accepted to give 2 notifications by telephone and 1 notification by email to the designated broker within 10 days of the bill being due. If not paid on the 11th day the designated broker and the agents of that broker will be turned off from Paragon and removed from the system. To be turned back on they must pay all rejoining fees and fines applicable.**

AE REPORT

- Linda reported that we have a total of 677 Board &/or MLS members
- Approximately 458 Board Members
- Linda reported that the MCE on CMA was very well attended – 45 people.
- Linda reminded everyone of the upcoming luncheon, chamber mixer, and TREPAC night at the races.
- Motion was made to endorse Dwight Hale for 2008 – Motion was seconded and accepted

OLD BUSINESS

- Task Force on Land and Building Improvements – No Meeting

NEW BUSINESS

- Region 8 report – No rendition necessary any longer. Discussed appraisal caps all of which we will get a recap from Elizabeth James at the general membership meeting.
- Staff Bonus – A motion was made, seconded, and accepted that Linda would receive a quarterly bonus equal to \$5.00 per board member (\$2,290.00) and Melinda would receive a quarterly bonus equal to \$3.00 per board member (\$1,374.00).

COMMITTEE REPORTS

- MLS – The MLS committee made numerous board recommendations which are outlined below:
 - 1) Lake Name – The MLS committee came to the conclusion that most Realtors search under “waterfront” and not “lake name” and that “lake name” is not necessary given that waterfront has the option for the lake name. **A motion was made, seconded and accepted to remove the “lake name” and “river name” field from the MLS system.**
 - 2) Virtual Tours – The committee recommended that virtual tours be unbranded and want to limit virtual tours in the MLS to non-branded tours only. After much discussion **a motion was made, seconded and accepted to table the discussion and to have the committee get additional information and document complaints.**
 - 3) IDX Sorting – The suggestion was made that IDX should sort by agent numbers rather than by agent names. In order for this to happen FNIS would need to make “user code” a downloadable field. There were concerns expressed that this may incur an expense and/or interfere with other existing members systems. **A motion was made, seconded, and accepted to table while Dale Riley gets additional information.**
 - 4) Withdrawing & reentering active listings – **Committee recommends that any listing withdrawn from the MLS may not be reentered by the same Realtor within 30 days without the written consent of the seller. A motion was made, seconded and accepted.**
- MEMBERSHIP – A motion was made, seconded, and accepted to accept the new members.
- PUBLIC RELATIONS – Soliciting for supplies for schools (Granite Shoals & Kingsland Elementary); Reminder May 3 we will plant tree at Packsaddle Elementary in Kingsland.
- TREPAC – TREPAC night at the races is less than 3 weeks away and we still need auction items or donations from offices.

ADJOURN – Motion made, seconded, and accepted.