

**THE BERKSHIRE COUNTY BOARD OF REALTORS
MINUTES OF THE MEETING OF FEBRUARY 13, 2002**

ATTENDANCE:

PRESENT: Sherry Street - President, Charles Sawyer - Vice President, Jonathan Hankin - Treasurer, Lynne Blake - Secretary, Elizabeth Randall - Past President, Mary Field - Director, Barbara Hassan - Director, Sandy Drager - Director, David Walker-Price - Director, Sandra Preston - Director, Sandra Carroll, CEO **GUESTS:** William Brinker, MLS President, Debbie Dwyer - State Director, Eva Wainrib - Education Chair, Dan Boulais - RCS Chair, Lynn Arseneau - Computer Chair, Tim Jack Carroll - Computer Committee

EXCUSED: Charlotte McCarthy - Director, Mary R. White - President Elect

ABSENT: Judy Peabody - Director, Marji West - Director

CALL TO ORDER:

The meeting was called to order at 9:30 a.m. Introductions were made.

MINUTES OF PREVIOUS MEETING:

No meeting minutes were submitted for approval because in December the Directors only met for a holiday appreciation luncheon.

TREASURER'S REPORT:

Jonathan Hankin presented the Treasurer's report noting a loss of \$1,665.52. The year end adjustments are not yet made, so the Board expects to break even or register a minimal profit when completed. Two reasons for the reduction in income were due to unrealized CD interest income and payroll expenses that were not split evenly with MLS.

Elizabeth Randall made a motion to approve the Treasurer's Report as presented, seconded by Charley Sawyer and approved unanimously.

PRESIDENT'S REPORT:

Sherry Street extended her welcome to the 2002 Leadership team and thanked past and current Board members for their service. Sherry offered a recap of the Roundtable event held in January and reported a comfortable profit due to the number of sponsors who participated. Mediation in 2002 is required and Sherry indicated that affiliate attorneys may choose to be appointed to this volunteer service if desired. She reported that Michael Shepard has already offered to donate his time and will attend any training we offer to serve on this sub-committee of Professional Standards.

MLS PRESIDENT REPORT:

2002 MLS President Will Brinker reported that their revenues are up due to the 431 members currently accessing the service. This reflects 11 new offices joining the service in 2001. The ProMatch upgrade was discussed and he explained the Board's decision to eliminate the pending status in the system. Will briefly touched on IDX (Internet Data Exchange) and the MLS Board's interest in a "smart-frame" website service offered by ProMatch. More details will be forthcoming and the IDX member forum scheduled for April 5th should offer much need clarification of this concept. Will discussed the MLS Board's goal of eliminating the MLS Books for Affiliates and getting the Banks on-line with ProMatch to enter their bank rates.



COMMITTEE REPORTS:

COMPUTER OPERATIONS: Lynn Arseneau reported on the feedback from the roundtable event. Discussion from the members centered around the following: Improvements to ProMatch, Bank rates integrated with ProMatch, templates for Berkshire Eagle ads (open House line ads), and hosting a Technology fair. The members expressed interest in more computer training as well, focusing on ProMatch for Dummies, basic e-mail and how to build a website.

EDUCATION COMMITTEE: Eva Wainrib reported that the committee was just getting started and has not met year. They will kick off in April to plan the June - December course schedule. In the meantime, she is seeking any volunteers to moderate the programs offered in the Jan-June class cycle, as outlined in the education booklet mailed to all realtors. It was reported that there was interested in hosting a CRS program in the Berkshires, if possible.

EQUAL OPPORTUNITY & ORIENTATION: Sherry Street reported that on the Equal opportunity section in the New member Orientation class. She moderated the first program held this year and found it to be a long day.

GOVERNMENT AFFAIRS COMMITTEE: The Big Grab is still a pivotal issue in the Federal legislative agenda. One minute messages can be easily sent by going to the Board's website or directly to the www.naractioncenter.com. The Mid-year legislative meeting will be held May 14-18th. Chair Pam Roberts was not in attendance because she was representing the Berkshires at the first state Government Affairs meeting of 2002.

MEMBERSHIP COMMITTEE: Lynne Blake reported on her roundtable experience. It seemed that the membership and Member services committees should be combined. The committee is currently working on an Affiliate member drive and wants to open recruitment up to all Board Members by offering an incentive.

Motion to open affiliate recruitment to all Realtor Members by offering a free 2 credit continuing education class with the Berkshire County Board of Realtors for every brand new, paid-in-full affiliate member. Seconded by Charley Sawyer and approved.

RCS COMMITTEE: Dan Boulais reported that the Hearts in Bloom campaign for the American Heart Association was successful with 47 bouquets sold compared to 5 last year. The committee has scheduled the following events and encourages your participation: Daffodil days flower sales in March, food pantry collections in April, Tag Sale at the Jennifer House in June, a blood drive in July, a neighborhood cleanup in August, our annual golf tourney in September, homeless dinner in October, thanksgiving food baskets in November and Red Cross Wrapping in December.

COUNCIL REPORTS:

NORTH COUNCIL: Mary Field reported that the North Council finished the year with a holiday social at the Williams Inn,

CENTRAL COUNCIL: No report

SOUTH COUNCIL: David Walker Price reported the the January meeting was brief. The 2002 schedule for council meeting will be the 3rd Tuesday of each month, except July, Aug and Dec. They are held at Berkshire Bank in Great Barrington. Refreshments are served and a guest speaker is usually invited. The Assistant Vice President of Berkshire Bank will present a talk on unusual mortgages at the February meeting. Debbie Mielke will be reminding all about the 3 week broker open house schedule.

NEW BUSINESS:

BANK RESOLUTIONS: Sandy Carroll presented the annual bank resolution for approval by the Directors:

A motion was made to authorize 2002 President Sherry Street and 2002 Treasurer Jonathan Hankin to act as authorized signatories for any Board financial document in 2002, in addition to the standing authorization granted to Chief Executive Officer, Sandra Carroll. Seconded by Charley Sawyer and approved unanimously.

ARBITRATION ESCROW ACCOUNT: Sherry Street asked the board to consider forming an Arbitration Escrow account to hold disputed funds until the professional standards process is exhausted. After much discussion the directors decided that the Board should not pursue this matter.

COOPERATIVE ENFORCEMENT AGREEMENT: Sandra Carroll reported that all associations have to have at least one cooperative enforcement agreement in place for the 2002 Professional Standards Committee to be in compliance with NAR Rules. The State association drafted a sample agreement that we can use to enter into such an agreement that would allow for the sharing of panelist. Sandy recommended that we, at minimum, enter into an agreement with the Franklin Hampshire Association and also consider an agreement with the Greater Springfield Association of Realtors.

Motion to allow Sandra Carroll to enter into a the state approved Cooperative Enforcement Agreement with the Franklin Hampshire Association of Realtors. Seconded and approved.

Motion to allow Sandra Carroll to enter into a the state approved Cooperative Enforcement Agreement with the Greater Springfield Association of Realtors. Seconded and approved.

MLS BOOKS: The Board expressed their displeasure that some bank affiliate members receive the MLS books. After much discussion the following motion was make:

Motion to recommend to the MLS Board of Directors that they submit a letter to any affiliate member receiving bi-monthly MLS Books stating the National Association of Realtors prohibition of this practice along with a copy of the stated policy. Seconded and Approved.

OLD BUSINESS:

There was no old business before the Board of Directors.

OTHER:

The Board considered the approval process for affiliate members and were unsure of the Board's right to refuse membership to affiliates. Sandy Carroll will check into the requirements for application approval and will report back at the next meeting.

NEXT MEETING:

The next meeting is scheduled for 9:30 a.m., on March 13 at the Board Office.

ADJOURNMENT:

The meeting was adjourned at 11:15 a.m.

Respectfully submitted,

Sandra Carroll