THE BERKSHIRE COUNTY BOARD OF REALTORS
MINUTES OF THE MEETING OF MARCH 13, 2002

ATTENDANCE:

PRESENT: Sherry Street - President, Jonathan Hankin - Treasurer, Lynne Blake - Secretary, Elizabeth Randall - Past President, Barbara Hassan - Director, Sandy Drager - Director, David Walker-Price - Director, Sandra Carroll, CEO, Sue O'Brien – Exectuive Assistant, Stacy Radzick – Bookkeeper **GUESTS**: William Brinker, MLS President, Debbie Dwyer - State Director, Eva Wainrib - Education Chair, Lynn Arseneau - Computer Chair, Sue Parsley – Equal Opportunity Chair

EXCUSED: Mary Field - Director, Charlotte McCarthy - Director, Sandra Preston - Director,

ABSENT: Judy Peabody - Director, Marji West - Director, Charles Sawyer - Vice President, Mary R. White - President Elect

CALL TO ORDER:

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

MINUTES OF PREVIOUS MEETING:

Motion to approve the minutes as presented. Seconded and approved unanimously *(note: later in the meeting it was noted that Ellen Greenberg was listed as absent, when it should have been Marji West)*

TREASURER'S REPORT:

Sandra Carroll presented the Treasurer's report noting an increase in dues revenue due to a stable membership base at 380 and increasing cost of goods sold for MAR and NAR dues. The net income from last year is up approximately $4,000 so far. The balance sheet was also presented for review.

Sandy Drager made a motion to approve the Treasurer's Report as presented, seconded by Lynne Blake and approved unanimously.

PRESIDENT'S REPORT:

Sherry Street reported that she has been attending President's meetings at the Massachusetts Association and reported on the new NAR ad campaign that will be launched in the next month.

MLS PRESIDENT REPORT:

2002 MLS President Will Brinker reported that they have been working to get the bankers on-line with ProMatch and expect it to be in place within a month. Sandy reported that there will be three levels of service that the banks can choose from and that books distribution will be stopped, as requested by the Board of Directors at the February meeting.

COMMITTEE REPORTS:

COMPUTER OPERATIONS: Lynn Arseneau reported that she is having trouble getting members to meetings. The membership is confusing the committee with the MLS Board and are notifiying her with ProMatch issues. She expressed her interest in working with the MLS Board.

EDUCATION COMMITTEE: Eva Wainrib reported that the committees first meeting is scheduled for March 21, 2002. In the meantime, she is seeking any volunteers to moderate the programs offered in June, and also on April 18th from 2:30 – 4:30 (21E)

GOVERNMENT AFFAIRS COMMITTEE: Sandy Carroll reported for Pam Roberts that the committee has scheduled another meeting in April and are trying to coordinate a legislative event in the fall, provided that it will have Board support. Sherry encouraged all members to attend REALTOR® Day on the Hill.

MEMBERSHIP COMMITTEE: Lynne Blake reported that the letter to explain the affiliate drive will be mailed shortly.

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RCS COMMITTEE: Sue O'Brien reported for Dan Boulais that we sold 49 bouquets for Hearts in Bloom of the American Heart Assocation and 2 cash donations were received. The daffodil drive netted 78 bouquets sold, and they will also be sold at the Bekrshire Mall on March 29th. Offices have been contacted about Easter dinner baskets, to be delivered March 28th.

COUNCIL REPORTS:

NORTH COUNCIL: No Council meeting held – Lynne Blake and Mary Field will be meeting with Dan Boulais of RCS about a possible dinner for the homeless in Northern Berkshire.

CENTRAL COUNCIL: No report

SOUTH COUNCIL: David Walker Price reported that there last meeting was held 2/19 with a representative from the Berkshire Bank mortgage department speaking. The next meeting will be held 3/19 with Dan Boulais as a guest speaker.

STATE DIRECTORS REPORT:

Elizabeth Randall reported that there were no meetings, and therefore no report

NEW BUSINESS:

APPRAISER APPLICATION WAIVER: Brad Doerle of Richamond Appraisers requested that the Board consider him for provisional membership until the next orientation program. As an appraiser, he will not be practicing real estate, and waiting until a few months for access to MLS until the next orientation program will be a hardship for his new company.

> ***A motion was made to allow provisional approval of REALTOR® membership for Brad Doerle , provided that all association dues are paid, written receipt of government documents is placed on file and applicant attends the next orientation. If orientation is not taken, dues paid will be non-refundable and all MLS and Board services will immediately terminate.***

ERRORS AND OMMISSIONS INSURANCE COVERAGE: The NAR E&O insurance coverage was briefly discussed and the Board elected not to change our current limits at this time.

FRANKLIN HAMPSHIRE & GSAR MERGER: Susan Kline, EVP of the Franklin Hampshire Association of Realtors asked that the Board of Directors briefly consider if there will be any opposition to a merged name to be "Western Massachusetts Association of REALTORS®" All directors agreed that we would have to lodge an objection, if presented.

OLD BUSINESS:

AFFILIATE MEMBERSHP GUIDELINES: As requested at the last meeting, Sandy Carroll reported on the process for denying an affiliate member, with cause. The process was reviewed, which is similar to that of denying REALTOR® membership. Due process must be fulfilled and in some cases a judicial ratification is suggested.

GOOD NEIGHBOR AWARD: Sandy reported on the NAR 2002 Good Neighbor nomination process and encouraged the directors to nominate someone from the Board for this honor.

RELAY FOR LIFE: Debbie Dwyer reminded everyone that the Relay for Life is slated for 6/15 and 6/16. She anticipates 20,000 luminaries. Volunteers are needed to load computers with label information,

NEXT MEETING

The next meeting is scheduled for April 10, 2001

ADJOURNMENT:

The meeting was adjourned at 10:44 a.m.

Respectfully submitted,

Sandra Carroll & Lynne Blake

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