

HUNTSVILLE AREA ASSOCIATION OF REALTORS®
BOARD OF DIRECTORS MEETING AGENDA
535 Monroe Street, Huntsville, AL
Tuesday,
May 21, 2012
8:30 AM

CALL MEETING TO ORDER

JULIE LOCKWOOD

- I. INVOCATION
- II. PLEDGE OF ALLEGIANCE
- III. CONSENT AGENDA
a) Motion to approve the HAAR Consent Agenda/Minutes
JULIE LOCKWOOD
- IV. TREASURER'S REPORT
a) March Financials
KATHY MANN
- V. PRESIDENT REMARKS
a) NAR Midyear
b) Broker Meeting May 23
c) AAR Secretary
d) Nominating Committee
JULIE LOCKWOOD
- VI. CEO UPDATE
a) Updates
b) Jackson County Lock Box/ Key Request
KIPP COOPER
- VII. COMMITTEE REPORTS
a) ARPAC
b) Governmental Affairs
c) Affiliate Director
d) North Alabama CRS
e) WCR
f) YPN Huntsville
g) Building Rental Task Force
h) REALTORS in Action
SHA JARBOE
STEVEN LAMAR
CRAIG PAULUS
BONNIE BALLARD
CINDI PETERS
JOHN EVANS
ZELDA LANZA
BETTY HUGHES
- VIII. OTHER BUSINESS

ADJOURN MEETING

IMPORTANT DATES

May 23	Broker Breakfast
June 17	Finance & Budget Meeting 9am
June 18	HAAR & NALMLS O&D
June 24-26	ABR/SFR Designation Courses
July 31 st	HAAR Technology Expo
May 20 th	Finance & Budget Meeting 9am
October 24-25	CRS Core Classes



BOARD OF DIRECTORS MEETING

OF

THE HUNTSVILLE AREA ASSOCIATION OF REALTORS®

May 21, 2013

CONSENT AGENDA

(Items listed on the Consent Agenda are expected to be routine and non-controversial and, unless the Board directs that an item be held for further discussion, the entire CONSENT AGENDA will be acted upon for block approval. If the Board directs that an item listed on the CONSENT AGENDA be held for further discussion, the item will be addressed under “Other Business.”)

HAAR Consent Agenda May 21, 2013

ITEM	PAGE
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HUNTSVILLE AREA ASSOCIATION OF REALTORS®
OFFICERS & DIRECTORS MEETING MINUTES
Tuesday, April 23, 2013
9:30 AM

PRESENT: President Julie Lockwood, President-Elect Bill Stewart, MLS President Opie Balch, Secretary/Treasurer Kathy Mann, Attorney Bo Harrison, Bonnie Ballard, John Evans, Betty Hughes, Lynn Kilgore, Steven LaMar, Zelda Lanza, Terry Lewis, Valerie Miles, Craig Paulus, Landa Pennington, Cindi Peters, Tommy Pruett, Michael Rosenblum, Rod Schumann, Robert Simons, Regina Underwood, Rod Weaver, Jan Wells, Mark Williams

ABSENT: Ginny Brandau, Larry Carroll and Clif Miller

STAFF: CEO Kipp Cooper, Christina Hearne, Rhonda Ricketts, Katy Fitzgerald, Tammy Owen

At a meeting of the Officers and Directors, held at the Huntsville Area Association of REALTORS, 535 Monroe Street, Huntsville, AL., 35801, the meeting was called to order by President Julie Lockwood at 9:19am, Central Standard Time.

Invocation was led in previous NALMLS meeting by Julie Lockwood.

Pledge of Allegiance was led in previous NALMLS meeting by Kathy Mann.

MOTION: To approve the motions from the NALMLS meeting. (see Attachment A)

Motion Carried.

MOTION: To approve the HAAR Consent Agenda with two changes to the Minutes.

- 1) On page 4 in the CEO Update it reads "that that" and there should only be one "that"
- 2) Under CEO Update there is a sentence that starts with "Finance and Budget Chair..." and it should be removed.

Motion Carried.

TREASURERS REPORT

Secretary/Treasurer Kathy Mann presented the February 2013 Financials.

HAAR Balance Sheet

The HAAR balance sheet currently reflects total assets of \$1,189,279 compared to \$11,635 in liabilities. 99% of the current assets are in cash, CD, money market or restricted reserves.

Deferred Income of \$468 are overpayments on dues which members want held on their account

HAAR Profit and Loss Statement / Income Statement

The HAAR Income Statement reflects total income of \$234,072.98 and total expense of \$83,610.17 as of February 2013

resulting in a Net Income of \$150,462.81.

Income line 152513 - HAAR Dues 2013 reflects dues collection for 1,598 members (only 1,440 members were budgeted for 2013). This exceeds the 2013 budgeted amount by 10.91%.

Income line 1527 - Education shows a negative \$125. This is attributed to members who paid for an education class in 2012 but had to cancel thus creating a credit on their account. In 2013, the credit was applied to their HAAR dues.

Income line 15291 - Banquet Sponsorships & Ticket Sales is underbudget by \$3,220 and the expense line 1786 - Installation Banquet is also underbudget by \$5,593. This resulted in a profit of \$2,373.

Expense line 1743 - ARPAC Golden R is HAAR's investment in ARPAC to maintain our Golden R level

Expense line 1867 - Strategic Planning is the final allocation of the Strategic Planning Session held in 2010 at the Monte Sano Lodge

Expense lines 18271-18276 consist of purchases of Supra items to be sold to the member. The corresponding

income

lines are 1552 - 1556. Netted income for keyboxes, fobs & adapters reflects a loss for February, however this is attributed to the purchase of items for inventory.

The Net Income is \$150,462 which is \$23,700 more than the February budget.

CONTRACT RENEGOTIATIONS:

The janitorial contract was renegotiated mid-2012 for a savings of \$8,844. The window cleaning contract was cancelled in 2013 for a savings of \$600. **Net Savings is \$9,444.**

Secretary/Treasurer Kathy Mann presented a motion from Finance and Budget Committee.

Motion from the F&B meeting held April 16, 2013

MOTION: To reduce our budgeted HREGI investment of \$10,000 to \$2,500. To utilize the remaining \$7,500 for other Chamber / Economic Development Initiatives.

Rationale:

HREGI is budgeted for \$10,000. By investing \$2,500, we will be a Progress Investor. This will allow for participation in other Chamber events and initiatives.

Motion Carried.

PRESIDENT'S REMARKS

President Julie Lockwood reminded everyone that the NAR Midyear meeting is May 13-18 in D.C. She said that they will collect as much information as they can and report back.

President Julie Lockwood also reminded everyone that there will be a Broker Meeting on May 23rd and if anyone had anything specific that needs to go on the agenda to let her know.

CEO UPDATE

CEO, Kipp Cooper shared that the new Member Service Center should be completed in the next week or so.

CEO Kipp Cooper reported that we will be having a Technology Expo at HAAR July 30th -August 1st. More details will be released soon.

CEO Kipp Cooper said we are working on getting quotes for the repair of the back wall of the conference rooms and we will share those once they are in.

CEO Kipp Cooper reminded everyone that this weekend (April 26 – 28) is Panoply Weekend and HAAR has donated its parking lot to Boy Scout Troop 400 for fundraising. The cost for parking will be \$5 per car, but HAAR members may park free if they wish, pending available space. You may be asked to supply a business card or NAR membership card identifying yourself as REALTOR®.

COMMITTEE REPORTS

Forms Committee Chair Rod Schumann presented the Limited Consensual Dual Agency agreement changes and the Final Inspection changes from the April 15th Forms Committee Meeting.

The changes to the **Limited Consensual Dual Agency** changes are as follows;

New Version

By signing below, you agree that Broker and its agents may act as dual agents in this transaction. Should you not understand this agreement, consult an attorney before signing.			
Purchaser _____	Seller _____		
Purchaser _____	Seller _____		
Selling Company_ID# _____	Company _____	Listing ID# _____	
Selling Salesperson _____	ID# _____	Listing Salesperson _____	ID# _____

Current Version before change

By signing below, you agree that Broker and its agents may act as a dual agent in this transaction. Should you not understand this agreement, consult an attorney before signing.			
_____	Date _____	Seller _____	Date _____
Purchaser _____	Date _____	Seller _____	Date _____
BROKERAGE REPRESENTATIVES			
_____	Date _____	Listing Agent _____	Date _____
Selling Agent _____	Date _____		

There were several changes on the **Final Inspection** form and the new version is attached for review. (see Attachment B)

MOTION: To approve the changes to both the Limited Consensual Dual Agency and Final Inspections Forms.

Motion Carried.

Governmental Affairs Committee Chair Steven Lamar reminded everyone to continue to respond to Calls for Action in regards to HB257, the ban to per unit licensing for rental units.

Affiliate Director Craig Paulus told everyone that Affiliates are very pleased with the banner ads on ValleyMLS.com

CRS Chair Bonnie Ballard told everyone that their next meeting is on May 14th from 11:30m -1:00pm and that Cynthia Walker will be speaking on "How to take good Real Estate Photos". She also reminded everyone that they are selling tickets for their annual "Be a Santa to A Senior Charity Event" (Tickets are 10 for \$30,) and that the CRS Core Class will be October 24-25.

WCR President Cindi Peters reminded everyone about the First Huntsville Derby Event on May 8th from 11:30-1:00pm. There will be a unique horse race, derby pies and mint juleps!

YPN Chair John Evans said the Lunch and Learn on the History of Huntsville went well and they are starting the planning of their next event.

Building Rental Task Force Chair Zelda Lanza presented the new HAAR Building Rental Agreement. (see Attachment C)

MOTION: To approve the HAAR Building Rental Agreement.

Motion Carried.

Bill Stewart Education Committee Member told everyone that they have 30 people on the committee and they have had 3 meetings so far. They have narrowed down topics to subcommittees so they can focus their efforts more. They have also looked into options for Dotloop training and have taken an initiative with that.

NEW BUSINESS

MOTION: To clarify the travel policy to show that each eligible traveler will be reimbursed one-half of the amount of the lesser of either the conference hotel bulk rate or the Staff Liaison Select Room Rate regardless of where they stay, even if they go to a non-conference hotel.

Motion Carried.

Meeting adjourned at 10:36 am

Minutes submitted respectfully by Christina Hearne for Kathy Mann.

Attachment A- Motions from the 4/23/13 NALMLS Meeting

Opie Balch

MOTION TO APPROVE CONSENT AGENDA

MOTION To approve the April 23, 2013 Consent Agenda.

MOTION passed.

MLS Committee Motions from the NALMLS Committee Meeting, April 16, 2013

MOTION

To approve changing current Handicap fields to a feature called "Special Needs" and add options as determined by staff.

No Discussion and no second needed.

MOTION passed.

MOTION

To approve sending the "Special Needs" feature to www.realtor.com.

No Discussion and no second needed.

MOTION passed.

MOTION

To postpone decision on allowing Trulia to use the ListHub data feed to populate their new mobile app until after a decision is made on syndication.

No Discussion and no second needed.

MOTION passed.

MOTION

The MLS Vendor subcommittee has recommended that we hire Clareity Consulting to create a MLS vendor RFP for NALMLS and to assist in the final contract negotiations at a fee of \$6,000. This is a non-budgeted item. It is requested that \$6000 come from Restricted Reserves.

No second needed.

MOTION passed unanimously.

Final changes requested by NAR for all of our Bylaws and Rules and Regulation to be in compliance (April 5, 2013):

NALMLS Rules and Regulations

Section 2.5 Reporting Sales to NALMLS

Status changes, including final closing of sales, (to include sales price) shall be reported to the multiple listing service by the listing broker within 48 hours after they have occurred. If negotiations were carried on under Section 2 a. or b. hereof, the cooperating broker shall report accepted offers and sales prices to the listing broker within 48 hours after occurrence and the listing broker shall report them to the MLS within 48 hours after receiving notice from the cooperating broker. (Amended 2-13)

When requested by NALMLS, the HUD-1, sales contract, any counter offer forms, and all addendums are to be provided to the MLS within 24 hours in order to avoid a \$100.00 fine. NALMLS is authorized to randomly audit broker loaded sold data for accuracy and compliance for the most recent 3 years. (4-13)

Section 18.3.4 and 18.3.11 can be deleted as they are duplicative of other up to date sections:

Section 18.3.4

All listings displayed pursuant to IDX shall show the MLS as the source of the information.

~~**Section 18.3.11** Listings obtained through IDX must be displayed separately from listings obtained from other sources, including information provided by other MLSs. Listings obtained from other sources (e.g., from other MLSs, from non-participating brokers, etc.) must display the source from which each such listing was obtained. Displays of minimal information (e.g., "thumbnails", text messages, "tweets", etc., of two hundred (200) characters or less are exempt from this requirement but only when linked directly to a display that includes all required disclosures. (Amended 05/12)~~

Section 18.3.5

Participants (and their affiliated licensees, if applicable) shall indicate on their websites that IDX information is provided exclusively for consumers' personal, non-commercial use, that it may not be used for any purpose other than to identify prospective properties consumers may be interested in purchasing, and that the data is deemed reliable but is not guaranteed accurate by the MLS. The MLS may, at its discretion, require use of other disclaimers as necessary to protect participants and/or the MLS from liability. Displays of minimal information (e.g., "thumbnails," text messages, "tweets," etc., of two hundred [200]

characters or less) are exempt from this requirement but only when linked directly to a display that includes all required disclosures. (4-13)

MOTION to approve Rules and Regulations as presented.

MOTION was seconded.

MOTION passed.

MOTION

To clarify the travel policy to show that each eligible traveler will be reimbursed one-half of the amount of the lesser of either the conference hotel bulk rate or the Staff Liaison Select Room Rate regardless of where they stay, even if they go to a non-conference hotel.

Discussion – Director requested that the policy be readdressed in general. The policy was taken to the extreme low end and should be reviewed.

MOTION was seconded.

MOTION passed.

Attachment C- HAAR Rental Agreement

HUNTSVILLE AREA ASSOCIATION OF REALTORS
BUILDING RENTAL CONTRACT

Contact Information:

REALTOR/AFFILIATE MEMBER responsible for event: _____

Member #: _____ Telephone: _____

Email: _____

Organization (Lessee): _____

Alternate REALTOR/Affiliate Member responsible: _____

Member #: _____ Telephone: _____

Email: _____

Event Information:

Date of Event: _____ Time: _____ Requested Time for Set-up: _____

Type of Event: _____

Category: () Member () Institute/Society/Council () Community/Civic
Categories are more fully described on the Building Rental Policy on the reverse side of this Contract

Section/Room Information:

Number of Sections (Rooms) Required:

- | | | |
|--|---|---|
| <input type="checkbox"/> 1
Maximum 60 | <input type="checkbox"/> 2
Maximum 120 | <input type="checkbox"/> 3
Maximum 180 |
|--|---|---|

Type of Seating:

- | | | |
|------------------------------------|------------------------------------|----------------------------------|
| <input type="checkbox"/> Classroom | <input type="checkbox"/> Lunchroom | <input type="checkbox"/> Theater |
|------------------------------------|------------------------------------|----------------------------------|

Equipment Needs:

Please indicate the equipment necessary for your event:

- | | | |
|--|---|--|
| <input type="checkbox"/> Laptop | <input type="checkbox"/> Mouse | <input type="checkbox"/> Power Point Remote |
| <input type="checkbox"/> Long video cable | <input type="checkbox"/> Short video cable | <input type="checkbox"/> Audio Cable |
| <input type="checkbox"/> Wired Internet cable | <input type="checkbox"/> Wireless connectivity | <input type="checkbox"/> HDMI Cable |
| <input type="checkbox"/> Projector Room A | <input type="checkbox"/> Projector Room B | <input type="checkbox"/> Projector Room C |
| <input type="checkbox"/> Remote Projector Room A | <input type="checkbox"/> Remote Projector Room B | <input type="checkbox"/> Remote Projector Room C |
| <input type="checkbox"/> Wireless Hand-held Microphone | <input type="checkbox"/> Lavalier Microphone | <input type="checkbox"/> Hard Wire Transmitter |
| <input type="checkbox"/> Transmitter Hand-held Mic | <input type="checkbox"/> Transmitter Lavalier Mic | |

REALTOR/Affiliate Member is responsible to return all items listed above in good working order. Otherwise, additional charges will apply.

The Association reserves the right to deny rental to any party at its sole discretion.

Building Rental Policy

Policies:

- Soft drinks, food, cups, utensils, etc. to be provided by renter. HAAR will provide coffee and coffee supplies for a charge as listed below.
- The Renter may bring prepared food/light snacks or hire a licensed caterer.
- If alcoholic beverages are served at your event, the following will apply:
 - The Renter must hire an off duty uniformed law enforcement officer who must arrive prior to the start time and who is in attendance during the event and until all those present have vacated the premises. One officer for every 100 attendees. The Renter is responsible for making payment directly to the officer(s) or their agencies.
 - The Renter is required to provide a Certificate of Liability Coverage (issued by your insurance company) naming Huntsville Area Association of Realtors (HAAR) as additional insured. The certificate must accompany the signed rental contract.
 - Under no circumstance will alcoholic beverages be allowed to be brought in or taken off the premises by individuals attending the event.
 - Under no circumstance will alcoholic beverages be served to anyone under the age of 21.
- This contract must be signed by all parties and kept on file with the Association office.
- Officers and Directors may waive building fees at their discretion when deemed beneficial to the Association (i.e., reciprocal parking, charitable event, etc.)
- The Association is not responsible for damages to vehicles and/or personal property occurring on the premises.
- This is a non-smoking facility. Receptacles are placed at the entrances to the building for disposing of cigarette butts.
- A security deposit is due with the room reservation and may be carried forward.
- Anything affixed to the walls, ceilings or doors, or any other Board property, will be affixed only using materials which allow for removal without damage to the surface.
- The use of wax candles, confetti, or glitter is strictly prohibited in all meeting spaces.
- With the exception of service animals, no animals are allowed on HAAR property.
- The Responsible Member must be on the premises and present at the event at all times.
- Existing furniture and/or seasonal decorations are not to be moved or rearranged without prior consent.
- The stage may not be moved.

Fees:

Fees for All Events:

- Set-up fee: \$50.00
- Fee to Open/Close facility for an event when office is closed: \$50.00
- 50% of the total rental fee is due at the time of the request of the facilities and is NON-REFUNDABLE.
- Remaining 50% of total rental fee plus a \$100.00 security deposit is due 1 month prior to the event and must be made by the responsible REALTOR/Affiliate Member. No checks or credit cards will be accepted from Non-Members.
- \$50.00 fee will apply for all instances a staff member is called to the facility to offset the alarm or when the alarm is not properly set.
- If maintenance/cleanup is necessary, an additional surcharge of \$75.00 for the first hour and \$50.00 per hour for each subsequent hour is applied.

Fees by Category of Event:

- Member Activities (Limited to REALTOR-related events)
 - One Section: \$25.00 per hour, 3 hour minimum required \$75.00

- Two Sections: \$35.00 per hour, 3 hour minimum required \$105.00
- Three Sections: \$40.00 per hour, 3 hour minimum required \$120.00
- Institute/Society/Council
 - NAR Institutes, Societies and Councils
 - \$100.00 Refundable Security Deposit per year
 - \$50.00 for cleanup, if necessary
 - \$50.00 for use of HAAR staff for registration services
 - 5% payment processing fee
 - AAR, Appraisal Institute, and Educational Activities
 - \$150.00 per day, 4 hours or over (1, 2 or 3 Sections)
 - \$75.00 for half day, up to 4 hours (1, 2, or 3 Sections)
- Community Service/Civic-related Activities
 - One Section: \$35.00 per hour, 3 hour minimum required \$105.00
 - Two Sections: \$45.00 per hour, 3 hour minimum required \$135.00
 - Three Sections: \$55.00 per hour, 3 hour minimum required \$165.00

Equipment/Service Fees:

- Laptop Rental: \$25.00 per hour, per laptop
- Projectors: \$25.00 per hour, per projector
- Coffee service \$10.00 per urn (includes coffee and coffee supplies)

Rental Rules

The responsible party must read and acknowledge an understanding of the rules by initialing each.

1. If alcoholic beverages are served:
 - a. A Certificate of Liability Insurance (obtained from your insurance company) naming The Huntsville Area Association of REALTORS as a holder must accompany the rental contract. _____ Initial
 - b. The Renter will hire an off duty uniformed law enforcement officer who is in attendance during the event and until all those present vacate the premises. _____ Initial
 - c. Alcoholic beverages will not be brought in or taken off premises by those in attendance. _____ Initial
 - d. Alcoholic beverages will not be served to anyone under the age of 21 years. _____ Initial
2. Beverages, food, cups, utensils, etc. are provided by users of the rooms. _____ Initial
3. Responsible member must be present at all times and ensure building is secure. _____ Initial
4. The Association is not responsible for damages to vehicles and/or personal property occurring on the premises. _____ Initial
5. Smoking is not allowed anywhere inside the building. _____ Initial
6. All trash inside and outside must be placed in the outside dumpster and trash can liners replaced. _____ Initial
7. All lights, audio, projectors, and video equipment in the conference rooms are turned off at the conclusion of the meeting. _____ Initial
8. All areas must be presentable for the next day's activities. If not, the responsible party will be responsible for the cleanup fees on Page 2 of this contract. _____ Initial
9. All keys and security information must be returned by responsible REALTOR to the Association office the next business day after the event. _____ Initial

10. A \$50.00 fee is assessed to open or close the building for an event, during non-business hours. _____ Initial
11. A \$50.00 fee is assessed for all instances a staff member is called to the premises to offset the alarm or when the alarm is not properly set. _____ Initial
12. The security deposit collected in advance will be held until the facilities are inspected by staff and approved for a refund. The deposit will be held and the responsible member will be invoiced for any missing equipment or damage in excess of the security deposit. _____ Initial
13. All security deposit refunds are issued to the Responsible REALTOR regardless of whom payment was received from. It is the member's responsibility to distribute to the proper person. _____ Initial
14. All rental fees and security deposits must be paid in full one month prior the event. _____ Initial
15. The contract and Rental Rules must be signed by all parties and returned before the event will be placed on the Association Calendar. A valid contract must be on file one month prior to the event/meeting or rental is subject to cancellation. _____ Initial
16. Equipment Rental
Microphone, Power Point remote and necessary cables are included in facility rental
Laptop rental is \$25.00 per hour, per laptop
Projector rental is \$25.00 per hour, per projector _____ Initial
17. No modifications or adjustments can be made to the projectors. _____ Initial
18. Any violation of these rules will result in a forfeiture of the security deposit _____ Initial
19. The maximum number of occupancy in all three rooms is 180 people. _____ Initial
20. The use of this facility for any purpose other than as stated on Page 1 of this Contract may result in a fine up to \$500.00 plus the cost of any necessary repairs or clean up. _____ Initial

The undersigned Realtor/Affiliate Member is personally responsible for any amounts due under the terms of this Agreement if the Organization (Lessee) he/she is signing for does not pay.

A violation of any of the policies and rules outlined in this Agreement may result in additional fees and the denial of future rental requests by the Association.

By execution hereof the undersigned Lessee agrees to and does hereby indemnify and hold the Huntsville Area Association of Realtors harmless of any cost, including attorneys' fees, or liability arising out of any injury to any individual or damage to the property of the Association or any individual who attends the function for which this Agreement is entered into.

Lessee understands that the Executive Officer of the Association or his or her designee will inspect the premises at the first reasonable opportunity after the conclusion of the event and notify the Lessee of any charges assessed for damage or cleanup.

Signature of REALTOR/Affiliate Member
On Behalf of (Organization): _____

Date

Association Representative

Date

April Committee Reports

ARPAC

The ARPAC Committee met last on Friday the 10th and reviewed the following:

As of the end of April, we were at 39% of our goal for this RPAC fundraising year!!

-Major Donor/Top Producer Event: We had a great time at our first event! The Embassy was great as usually to work with. Despite having fewer attendees than expected, through donations and pledges we ended with a total of \$21,250. The event was at no cost to us as NAR will help host an event once a year like this. Not only do we consider it a great evening from pledges and donations, but we received lots of great info from Ed Lawler for boosting this event in the future, as well as how NAR can help us reach out to our Brokers and company owners about ARPAC!!

-2nd Fundraising Event: A date has been set for Thursday September 26th at HAAR and a 70's Theme has been chosen. We are currently selecting our event title and what all we will be doing during the event. We will be gathering information and pricing as to start getting out our "save the date" soon with more details of the event.

-October Membership Luncheon: We are working to be able to have time at this luncheon to make a last minute ARPAC push of education and for a little more fundraising through a few auction items!!

Our next meeting will be held on June 20th at HAAR.

BYLAWS

Nothing to report.

CARAVAN

No report.

FINANCE & BUDGET

No report.

FORMS

No report.

GRIEVANCE

No report.

GOVERNMENTAL AFFAIRS

A letter from Pam Segars-Morris (AAR Governmental and Political Affairs Chair)

To All: I want to personally express my sincere appreciation to each and everyone who contributed to the success of HB140, "Historic Tax Building Credit".

The Historic Building Tax Credit will motivate Restoration, Revitalization and Preservation of our Alabama History, Historic communities and Historic Residential and Commercial structures.

I thank each and every one who contacted Representatives, Senators, lobbied the Statehouse, served on our AAR Bill Read, spoke at the Public Hearing and literally helped us push this through.

Special recognition to our AAR Governmental Affairs Director, Carl Clark, our AAR Lobbyists, Miller Development Group (Deborah and Jeff Miller, Bill Goolsby and Staff) and our AAR Attorney, Ham Wilson.

For over ten years, we have dreamed of this day. Thank you, Sandra Nickel, for steadfastly beating the drum for Historic Tax Credit.

Last and not least, THANK YOU to Legislators and Senators who worked with us to make this "Dream become a Reality". Please, join me by calling your Representatives and Senators and expressing our REALTOR(R) gratitude.

What a GREAT SUCCESS for REALTORS(R), Alabama and our Historic communities.

REALTORS(R) working to Protect and Promote Home Ownership and Private Property Rights, including Commercial!!

THANK YOU!!!

*Pam Segars-Morris
AAR Governmental and Political Affairs Chair
AAR President Elect*

P. S. We are fighting until the end for HB257 "Ban Per Unit License TAX"

Education Committee

No report.

ORIENTATION

No report.

PROFESSIONAL STANDARDS

No Report.

REALTORS in Action

No report.

Apr.-May, 2013 HAAR MEMBERSHIP REPORT

The Huntsville Area Association of REALTORS® has received 3 Designated REALTOR® Applications, 15 REALTOR® Applications, 1 Affiliate Application and 2 Member Benefits Partners Applications from Apr. 17, 2013 thru May 15, 2013.

DESIGNATED REALTOR®

Jonathan Broadway
Brenda G. King
Neysa Leicher

LHT Commercial Real Estate, LLC
Re/Max Heritage
Re/Max Legacy Madison

REALTOR®

Brian D. Bishop
J. Scott Carden
Glinda Clardy-Wagner
Valerie L. Cortez
David "Dave" Fleming
Tiquina C. Hines
Patricia Hurston
Wesley Jones
Lori C. Kegley
Barbara Kennedy
Christine Killimayer
Glen McAlpin
Glenna "Gayle" Milberger
Sandra Jane Tompkins
Charles "Chuck" Valosen
Laura Katherine "Katie" Word

Wagner Appraisal Company
Appraisal Services of N.A.
Amanda Howard Real Estate
Exit Total Realty
Exit Total Realty
Weichert Realtors, The Space Place
Weichert Realtors, The Space Place
Rosenblum Realty, Inc.
Griffin Appraisals
Griffin Appraisals
Amanda Howard Real Estate
C-21 Steele & Assoc. Madison
Crye-Leike Realtors
Re/Max Alliance-Madison
Rise- Parkway Plaza Branch
Keller Williams Realty-HSV

AFFILIATE

Thomas Lemieux

Win Home Inspection Madison

MEMBER BENEFITS PARTNERS

Otis Moore
Cuan Tregelles

D & D Floors and Moore, LLC
Valley Hill Country Club

Alabama Housing Statistics Reporting Form
North Alabama Multiple Listing System, Inc. ([NALMLS](#))

Board: HUNTSVILLE AREA ASSOCIATION OF REALTORS

Month: April, 2013

MONTHLY TOTALS (This represents our previous form.)					
	# Sold This Month	Average Selling Price	Median Selling Price	Average Days On Market	# of Units on the Market
Total	412	\$176,850	\$151,860	113	3052
	# Pending This Month	Average Pending Price	Median Pending Price	Average Days On Market	# of Units Currently Pending
Total	321	\$177,252	\$154,900	109	575

BY PROPERTY TYPE (Please mark "NR" if MLS cannot retrieve these figures)					
	# Sold This Month	Average Selling Price	Median Selling Price	Average Days On Market	# of Units on the Market
Existing SF (Single Family, Garden & Townhomes):	310	\$157,935	\$134,000	122	2,465
Condo(New & Existing):	11	\$96,619	\$58,000	108	104
New Construction: (Single Family, Garden & Townhomes)	91	\$250,984	\$234,450	93	483

PRICE DISTRIBUTION			
Price Range:	# of Total Sales:	AVG DOM	# of Current Active Listings
\$99,999 OR UNDER	115	91	514
\$100,000 - \$124,999	41	102	277
\$125,000 - \$149,999	48	94	312
\$150,000 - \$199,999	75	117	570
\$200,000 - \$249,999	43	98	420
\$250,000 - \$299,999	39	78	351
\$300,000 - \$349,999	23	92	156
\$350,000 - \$399,999	7	91	144
\$400,000 - \$449,999	3	259	68
\$450,000 - \$499,999	8	112	65
\$500,000 - \$549,999	4	33	30
\$550,000 - \$599,999	1	52	39
\$600,000 - \$649,999	2	148	13
\$650,000 - \$699,999	0		16
\$700,000 - \$749,999	1	101	15
\$750,000 - \$799,999	1	60	12
\$800,000 OR OVER	1	42	50

From an email dated April 23, 2014

Good Morning Everyone:

The Cullman Association is proud to support Cindy Dyer in her run for the 2014 AAR Secretary.

She has also received endorsements from:

Marshall County Board of REALTORS
St. Clair Association of REALTORS

Cindy is a caring individual who wants only the best for the all REALTORS and the AAR. If you would like for her to meet with your Board, please contact her at cindydyer@mail.com, by phone at 256/709-9979 or through the Cullman Association office. A copy of her resume is attached for your information.

We hope that you will consider Cindy for the 2014 Secretary.

Beverly Hinkle, AE

Cindy Dyer

2649 County Road 1492 ■ Cullman, Alabama 35058 ■ 256-709-9979 ■ Cindy.Dyer@crye-leike.com

A passionate commitment to unsurpassed service.

"I value leadership and service because it really makes the public feel important if I go the extra mile. I believe that if you don't know something, ask."

Service

- 2007-2012 State Leadership Meetings
- 2008 NAR Orlando Convention Meetings
- 2010/12 NAR Convention
- 2007-2012 Cullman Association of REALTORS® ARPAC & Governmental Affairs Committee
- 2009-2013 Cullman Association of REALTORS® ARPAC & Governmental Affairs Committee Chair
- 2007-2009 Cullman Association of REALTORS® Public Relations Committee
- NAR Housing Opportunity Committee
- NAR Employer Assisted Housing Class
- 2007-2011 Cullman Association of REALTORS® Education Committee
- 2011 Alabama Association of REALTORS North Central Region VP
- 2007-2009 Cullman Association of REALTORS® Executive Committee
- 2008 Cullman Association of REALTORS® Advertising Task Force Chair
- 2008 Brokers Summit
- 2009-2011 AAR Planning Committee
- 2009-2011 AAR Professional Standards
- Habitat for Humanity in Cullman Board Member
- 2011 AAR Disaster Relief Task Force
- NAR Workforce Housing Forum in Washington DC
- 2009 AAR Leadership Class
- 2010-12 NAR Mid-Year Meeting
- NAR Surround Sound Meeting
- 2010/12 Cullman County Home Builders Association Board Member
- Cullman Chamber of Commerce Ambassador and Governmental Affairs Committee
- Committee for Auction for Sherriff's Rodeo, Kid One and Phone Cards for Soldiers
- Cullman County Home Builders Association and Board Member (community events: Children's Rodeo, Skeet Shoot, Birdhouse Building for Summer School Project, Children's Playhouse, Christmas Love Program)
- AAR Honor Society 2012, 11, 09,08
- **ARPAC Sterling R Contributor**
- 2013 HAAR MLS Committee
- 2012-13 HAAR MLS Task Force

Experience

Broker, Owner 6/2005-present Crye-Leike Realty, Inc. – Cullman, AL

Manage a real estate office and I am very active in my community.

Office Manager/Draftsman Lifestyle Real Estate and Home Builders

Prepared working drawings of custom homes, and worked as a real estate agent

- Helping clients select specifications for homes.
- Scheduled inspections and financing
- Accounts payable and accounts receivable

Draftsman, Addison Fabricators

Prepared working drawings for pressure vessels.

- Running calculations according to specifications required by purchaser
- Worked closely with shop and clients to build custom tanks
- I was a project engineer of a set of 13 vessels that were shipped to California. I did the material take-off, bid the materials, got the bid, drew the 4 different tanks, watched it built and coordinated shipping the over height, over width, over weight vessels to California.

Education

WALLACE STATE COLLEGE, HANCEVILLE, ALABAMA, DRAFTING 1982, DEANS LIST, SGA 1981

Personal

I have two grown children: Leslie is a REALTOR in Panama City, FL and James has a family. I have a background in building and know what is expected of me as a business owner. I also love to cook and entertain. And, I recently got married to Michael Shewbart.

References

Furnished upon request.

HUNTSVILLE AREA ASSOCIATION OF REALTORS
As of March 31, 2013

Notes to March 2013 Financial Statement

HAAR Balance Sheet

The HAAR balance sheet currently reflects total assets of \$1,201,186 compared to \$4,956 in liabilities. 99% of the current assets are in cash, CD, money market or restricted reserves. Deferred Income of \$468 are overpayments on dues which members want held on their account

HAAR Profit and Loss Statement / Income Statement

The HAAR Income Statement reflects total income of \$287,232.97 and total expense of \$118,184.32 as of March 2013 resulting in a Net Income of \$169,048.65.

Income line 152513 - HAAR Dues 2013 reflects dues collection for 1,636 members (only 1,440 members were budgeted for 2013).

Income line 1530 - Miscellaneous Income includes sponsors for Realtor Day and Past President / Brokers Breakfast.

Expense lines 18271-18276 consist of purchases of Supra items to be sold to the member. The corresponding income lines are 1552 - 1556.

The Net Income is \$169,048 which is \$25,626 more than budgeted for March.

CONTRACT RENEGOTIATIONS:

The janitorial contract was renegotiated mid-2012 for a savings of \$8,844. The window cleaning contract was cancelled in 2013 for a savings of \$600. **Net Savings is \$9,444.**

HUNTSVILLE AREA ASSOCIATION OF REALTORS

Balance Sheet

As of March 31, 2013

	<u>Mar 31, 13</u>
ASSETS	
Current Assets	
Checking/Savings	776,811.80
Accounts Receivable	312.15
Other Current Assets	<u>1,547.00</u>
Total Current Assets	<u>778,670.95</u>
Fixed Assets	421,515.28
Other Assets	<u>1,000.45</u>
TOTAL ASSETS	<u><u>1,201,186.68</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	<u>4,956.12</u>
Total Current Liabilities	<u>4,956.12</u>
Total Liabilities	4,956.12
Equity	<u>1,196,230.56</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,201,186.68</u></u>

HUNTSVILLE AREA ASSOCIATION OF REALTORS

Balance Sheet

As of March 31, 2013

	<u>Mar 31, 13</u>
ASSETS	
Current Assets	
Checking/Savings	
1101 - Petty Cash	300.00
1102 - Petty Cash - Key System	147.00
1103 - Regions Operating Account #0700	161,165.81
1105 - Restricted - Operating Reserves	579,385.11
1108 - Restricted - Bldg Maint Reserve	25,581.64
1109 - Restricted - Computer Reserve	10,232.24
Total Checking/Savings	<u>776,811.80</u>
Accounts Receivable	
1121 - A/R - from MLS	312.15
Total Accounts Receivable	<u>312.15</u>
Other Current Assets	
1190 - Prepaid Expenses	975.00
1194 - Prepaid Income Tax	572.00
Total Other Current Assets	<u>1,547.00</u>
Total Current Assets	778,670.95
Fixed Assets	
1202 - Building Accessories	3,875.54
1203 - Land (Purchased July 1980)	130,722.50
1204 - Furniture & Equipment	8,697.84
1215 - Land Improvements	4,253.91
1217 - Computer Equipment	982.45
1218 - Original Building	0.12
1219 - Building Addition	134,386.86
1220 - Trademark	6,089.16
1230 - Copyright	268.69
1250 - HAAR Logo	2,956.90
1221 - Leasehold Improvements	129,281.31
Total Fixed Assets	<u>421,515.28</u>
Other Assets	
1225 - Investment in MLS	1,000.45
Total Other Assets	<u>1,000.45</u>
TOTAL ASSETS	<u><u>1,201,186.68</u></u>

HUNTSVILLE AREA ASSOCIATION OF REALTORS

Balance Sheet

As of March 31, 2013

Mar 31, 13

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

130913 · Payable - ARPAC 2013	385.00
1315 · Accrued Income Tax Payable	798.00
1317 · Atrium Fund	2,501.36
1320 · Deferred Income	468.50
1324 · Building Use - Refundable Dep	800.00
1380 · Sales Taxes Payable	3.26

Total Other Current Liabilities 4,956.12

Total Current Liabilities 4,956.12

Total Liabilities 4,956.12

Equity

3900 · Fund Balance 1,027,181.91

Net Income 169,048.65

Total Equity 1,196,230.56

TOTAL LIABILITIES & EQUITY 1,201,186.68

HUNTSVILLE AREA ASSOCIATION OF REALTORS

Profit & Loss
As of March 31, 2013

	Jan - Mar 13	Budget	Variance	% of YTD Budget	2013 Budget
Ordinary Income/Expense					
Income					
1502 - Interest Income	333.90	335.00	1.10-	99.67%	3,000.00
1503 - Application Fees	17,600.00	18,000.00	400.00-	97.78%	60,000.00
1510 - Affiliate Sponsorship	0.00	0.00	0.00	0.0%	0.00
1511 - Gift Card Sponsor Income	50.00	0.00	50.00	100.0%	0.00
1515 - Member Benefits Partner Program	550.00	0.00	550.00	100.0%	0.00
1520 - Late Fees	6,475.00	11,000.00	4,525.00-	58.86%	11,000.00
1524 - Annual Key Maintenance	2,396.00	2,300.00	96.00	104.17%	31,500.00
152513 - HAAR Dues 2013	180,716.21	159,840.00	20,876.21	113.06%	159,840.00
1526 - Rent Income - MLS	20,250.00	20,250.00	0.00	100.0%	81,000.00
1527 - Education Income	25.00-	100.00	125.00-	25.0%-	11,600.00
1527.1 - Orientation Income	300.00	350.00	50.00-	85.71%	4,125.00
15291 - Banquet Sponsorships	11,780.00	15,000.00	3,220.00-	78.53%	15,000.00
1530 - Misc Income	2,812.43	1,000.00	1,812.43	281.24%	1,000.00
1531 - Building Rental Income	1,540.00	1,500.00	40.00	102.67%	4,000.00
1533 - REALTOR Expo	0.00	0.00	0.00	0.0%	11,480.00
1535 - ARPAC Event Income	0.00	0.00	0.00	0.0%	15,000.00
15351 - Arbitration/Mediation Fees	250.00	250.00	0.00	100.0%	1,500.00
1538 - Maps Income	252.45	162.50	89.95	155.35%	350.00
1539 - GMM Luncheon Income	5,330.98	5,550.00	219.02-	96.05%	22,789.00
1546 - Royalties from NALMLS	9,060.00	8,640.00	420.00	104.86%	34,560.00
1547 - POC from NALMLS	18,675.00	18,000.00	675.00	103.75%	72,000.00
1552 - KeyBoxes	6,980.00	7,100.00	120.00-	98.31%	44,625.00
1553 - Supra Activekey Car Charger	25.00	75.00	50.00-	33.33%	375.00
1554 - Supra Ekey Fob	1,140.00	1,200.00	60.00-	95.0%	3,000.00
1555 - Supra Replacement Key Container	33.00	35.00	2.00-	94.29%	100.00
1556 - Supra iPhone Adapter	708.00	820.00	112.00-	86.34%	7,080.00
Total Income	287,232.97	271,507.50	15,725.47	105.79%	594,924.00
Gross Profit	287,232.97	271,507.50	15,725.47	105.79%	594,924.00
Expense					
1735 - Accounting	200.00	200.00	0.00	100.0%	1,500.00
1735.1 - Audit	115.48	150.00	34.52-	76.99%	27,000.00
1736 - Dues & Subscriptions	1,040.00	1,100.00	60.00-	94.55%	2,000.00
1740 - Advertising	0.00	0.00	0.00	0.0%	6,120.00
1743 - ARPAC (Golden R \$2000)	2,000.00	2,000.00	0.00	100.0%	2,000.00
1743.1 - ARPAC Event Expense	0.00	0.00	0.00	0.0%	12,500.00
1756 - Bank Svc Charge & CC Processing	2,548.07	3,100.00	551.93-	82.2%	6,000.00
1766 - Copier/Fax	428.42	450.00	21.58-	95.2%	1,800.00
1771 - Chamber of Commerce-HREGI (15K)	0.00	0.00	0.00	0.0%	10,000.00
1773 - Depreciation Expense	8,415.00	8,415.00	0.00	100.0%	35,000.00
1774 - Amortization Expense	183.00	183.00	0.00	100.0%	0.00
1776 - Education & Seminars	434.73	500.00	65.27-	86.95%	10,000.00
1785 - Grievance Committee	0.00	0.00	0.00	0.0%	500.00
1786 - Installation Banquet	9,406.05	15,000.00	5,593.95-	62.71%	15,000.00
1806 - Insurance	3,500.00	4,000.00	500.00-	87.5%	5,000.00
1825 - Hospitality	0.00	0.00	0.00	0.0%	1,000.00
18271 - Lockbox-SUPRA	3,865.55	4,000.00	134.45-	96.64%	40,000.00
18272 - Lockbox Buyback	1,200.00	1,300.00	100.00-	92.31%	5,000.00
18275 - EKey Fob	1,090.77	1,000.00	90.77	109.08%	1,000.00
18276 - iPhone Adapter	824.54	1,000.00	175.46-	82.45%	6,500.00

HUNTSVILLE AREA ASSOCIATION OF REALTORS

Profit & Loss
As of March 31, 2013

	<u>Jan - Mar 13</u>	<u>Budget</u>	<u>Variance</u>	<u>% of YTD Budge</u>	<u>2013 Budget</u>
1831 - Legal	0.00	0.00	0.00	0.0%	4,000.00
1838 - Member Profitability	0.00	0.00	0.00	0.0%	1,000.00
1839 - Member Relations	944.26	750.00	194.26	125.9%	2,000.00
1840 - Governmental Affairs	400.00	400.00	0.00	100.0%	15,000.00
1843 - Membership Meetings	584.51	600.00	15.49-	97.42%	19,000.00
1845 - Office Expense/Supplies	561.02	600.00	38.98-	93.5%	5,460.00
1846 - Open House	0.00	0.00	0.00	0.0%	5,000.00
1847 - Business Meetings	694.43	750.00	55.57-	92.59%	4,500.00
1848 - Network Server Maintenance	1,327.67	1,310.00	17.67	101.35%	4,160.00
1850 - Postage	441.45	876.00	434.55-	50.39%	3,500.00
1853 - Professional Standards Comm	0.00	0.00	0.00	0.0%	500.00
1854 - REALTOR Expo Expense	0.00	0.00	0.00	0.0%	7,750.00
1855 - Printing	0.00	0.00	0.00	0.0%	1,500.00
18560 - Security System	93.00	93.00	0.00	100.0%	960.00
18561 - Janitorial Services	1,556.63	2,255.00	698.37-	69.03%	10,620.00
18562 - Landscaping & Lawn Care	1,017.00	1,020.00	3.00-	99.71%	4,080.00
18563 - Pest Control	409.02	394.00	15.02	103.81%	1,576.00
18564 - Electrical	372.05	400.00	27.95-	93.01%	1,000.00
18565 - Plumbing	0.00	0.00	0.00	0.0%	500.00
18566 - Heat & A/C	1,015.10	1,025.00	9.90-	99.03%	2,296.00
18568 - Repairs and Maintenance	327.51	350.00	22.49-	93.57%	2,850.00
18569 - Waste Dumpster Services	234.00	234.00	0.00	100.0%	1,236.00
1861 - Special Projects	0.00	0.00	0.00	0.0%	1,000.00
1864 - Orientation	826.27	850.00	23.73-	97.21%	4,125.00
1865 - Service from MLS	60,441.24	60,441.24	0.00	100.0%	241,765.00
1867 - Strategic Planning	3,333.34	3,000.00	333.34	111.11%	3,000.00
1870 - Taxes - Property	0.00	0.00	0.00	0.0%	14,450.00
1873 - Travel	2,607.26	4,000.00	1,392.74-	65.18%	53,763.00
1874 - Telephone	750.00	840.00	90.00-	89.29%	3,360.00
1880 - Utilities	4,844.95	5,499.00	654.05-	88.11%	22,000.00
1892 - Miscellaneous	0.00	0.00	0.00	0.0%	1,000.00
1990 - Provision for Income Tax	0.00	0.00	0.00	0.0%	16,000.00
Total Expense	118,032.32	128,085.24	10,052.92-	92.15%	646,871.00
Net Ordinary Income	169,200.65	143,422.26	25,778.39	117.97%	51,947.00-
Other Income/Expense					
Other Expense					
1997 - State Income Tax Expense	152.00				
Total Other Expense	152.00				
Net Other Income	152.00-				
Net Income	169,048.65	143,422.26	25,626.39	117.87%	51,947.00-

**HUNTSVILLE AREA ASSOCIATION OF REALTORS
2013 Budget**

	Jan - Dec 13
Ordinary Income/Expense	
Income	
1502 - Interest Income	3,000.00
1503 - Application Fees	60,000.00
1510 - Affiliate Sponsorship	0.00
1520 - Late Fees	11,000.00
1524 - Annual Key Maintenance	31,500.00
152513 - HAAR Dues 2013	159,840.00
1526 - Rent Income - MLS	81,000.00
1527 - Education Income	11,600.00
1527.1 - Orientation Income	4,125.00
15291 - Banquet Sponsorships	15,000.00
1530 - Misc Income	1,000.00
1531 - Building Rental Income	4,000.00
1533 - REALTOR Expo	11,480.00
1535 - ARPAC Event Income	15,000.00
15351 - Arbitration/Mediation Fees	1,500.00
1538 - Maps Income	350.00
1539 - GMM Luncheon Income	22,789.00
1546 - Royalties from NALMLS	34,560.00
1547 - POC from NALMLS	72,000.00
1552 - KeyBoxes	44,625.00
1553 - Supra Activekey Car Charger	375.00
1554 - Supra Ekey Fob	3,000.00
1555 - Supra Replacement Key Container	100.00
1556 - Supra iPhone Adapter	7,080.00
Total Income	594,924.00
Gross Profit	594,924.00
Expense	
1735 - Accounting	1,500.00
1735.1 - Audit	27,000.00
1736 - Dues & Subscriptions	2,000.00
1740 - Advertising	6,120.00
1743 - ARPAC (Golden R \$2000)	2,000.00
1743.1 - ARPAC Event Expense	12,500.00
1756 - Bank Svc Charge & CC Processing	6,000.00
1766 - Copier/Fax	1,800.00
1771 - Chamber of Commerce-HREGI (15K)	10,000.00
1773 - Depreciation Expense	35,000.00
1774 - Amortization Expense	0.00
1776 - Education & Seminars	10,000.00
1785 - Grievance Committee	500.00
1786 - Installation Banquet	15,000.00
1806 - Insurance	5,000.00
1825 - Hospitality	1,000.00
18271 - Lockbox-SUPRA	40,000.00
18272 - Lockbox Buyback	5,000.00
18274 - ActiveKey Car Charger	0.00
18275 - EKey Fob	1,000.00

**HUNTSVILLE AREA ASSOCIATION OF REALTORS
2013 Budget**

	Jan - Dec 13
18276 · iPhone Adapter	6,500.00
1831 · Legal	4,000.00
1838 · Member Profitability	1,000.00
1839 · Member Relations	2,000.00
1840 · Governmental Affairs	15,000.00
1843 · Membership Meetings	19,000.00
1845 · Office Expense/Supplies	5,460.00
1846 · Open House	5,000.00
1847 · Business Meetings	4,500.00
1848 · Network Server Maintenance	4,160.00
1850 · Postage	3,500.00
1853 · Professional Standards Comm	500.00
1854 · REALTOR Expo Expense	7,750.00
1855 · Printing	1,500.00
18560 · Security System	960.00
18561 · Janitorial Services	10,620.00
18562 · Landscaping & Lawn Care	4,080.00
18563 · Pest Control	1,576.00
18564 · Electrical	1,000.00
18565 · Plumbing	500.00
18566 · Heat & A/C	2,296.00
18567 · Ice Maker	0.00
18568 · Repairs and Maintenance	2,850.00
18569 · Waste Dumpster Services	1,236.00
1861 · Special Projects	1,000.00
1864 · Orientation	4,125.00
1865 · Service from MLS	241,765.00
1867 · Strategic Planning	3,000.00
1870 · Taxes - Property	14,450.00
1873 · Travel	53,763.00
1874 · Telephone	3,360.00
1880 · Utilities	22,000.00
1892 · Miscellaneous	1,000.00
1990 · Provision for Income Tax	16,000.00
Total Expense	646,871.00
 Net Ordinary Income	 51,947.00-
 Net Income	 51,947.00-

HUNTSVILLE AREA ASSOCIATION OF REALTORS
Information Sheet
As of March 31, 2013

HAAR Membership Count:	Projected Dues Income	90% retention
As of March 29, 2013: 1524 Primary Realtors and Designated Realtors	\$ 165,834.00	\$ 149,250.60

Other Notes		Member Count for HAAR as of 5/14/2013	
Number of members who terminated since 2012	0	Active Primary Realtor/DR	1537
Number of members who went inactive since 12/31/2012	130	Active Affiliates	83
Number of members on medical/military leave in 2013	1	Member Benefits Partner	12
Active Primary Realtor/DR count as of 12/31/2012	1571		
Active Primary Realtor/DR count as of 4/30/2013	1533	Member Count for NALMLS as of 5/14/2013	
Suspended Realtor/DR as of 4/30/2013	1	Active Realtor/DR	2301
Member Benefits Partner as of 4/30/2013	10	Suspended Realtor/DR	14
Active Affiliates as of 4/30/13	76	Active Affiliates	40

Renewable Contracts:	Purpose	Term	Expires	2013 Amount
UTC (formerly Supra) - Income	ActiveKEY	6 years	2/1/2015	ActiveKEY \$21/holder annually
UTC (formerly Supra) - Income	eKEY	6 years	2/1/2015	eKEY \$2/holder monthly
UTC (formerly Supra) - Expense	Lockboxes	6 years	2/1/2015	\$89 new / \$69 refurb + s/h & tax
UTC (formerly Supra) - Expense	Lockbox key container assembly	6 years	2/1/2015	\$9.30 + s/h & tax
UTC (formerly Supra) - Expense	iPhone adapter	6 years	2/1/2015	\$49.95 + s/h & tax
UTC (formerly Supra) - Expense	eKEY fob	6 years	2/1/2015	\$49.95 + s/h & tax
Chamber of Commerce	Chamber website	annually	12/1/2012	\$ 1,470.00
Chamber of Commerce	HREGI		5/1/2012	\$ 10,000.00
Elavon	Credit card processor	3 year	4/1/2015	\$66 base fee + % on card type (1.39% - 3.21%)
AON Insurance	Professional Liability insurance	annually	4/1/2014	\$ 4,600.00
C.N.A. Insurance	Building insurance	annually	6/1/2013	\$ 1,679.00
Frank Riddick	Governmental Affairs	annually	annually	\$ 12,000.00
Guardian Storage Unit	offsite storage	monthly	monthly	\$ 2,460.00
Intermedia Exchange	Email & shared calendar hosting. Shared w/ NALMLS	annually	2/1/2014	\$ 936.48
Professional Security System	quarterly monitoring	3 year	5/31/2015	\$ 372.00
Jani-King	janitorial service	monthly	monthly	\$ 5,820.00
Elite Pest Control	monthly pest control service	annually	8/1/2013	\$ 900.00
Cooks Pest Control	quarterly termite service	annually	11/1/2013	\$ 676.00
Conditioned Air Solutions	quarterly preventive maintenace on air units	annually	8/1/2013	\$ 3,888.00
Fish Window Cleaning	quarterly window cleaning service	quarterly	quarterly	\$ 600.00 cancelled
Koorsen Fire Protection	annual fire extinguisher inspection	annually	4/1/2014	\$150 basic charge
NALMLS	Intercompany services & allocation of salaries	annually	1/1/2014	\$ 20,147.08
NALMLS - POC	Point of contact fee & royalties	annually	1/1/2014	POC will start in 2013
Huntsville Utilities	monthly	monthly	monthly	\$1800 average
Waste Away	monthly	monthly	monthly	\$ 936.00
Superior Trimmers	monthly	monthly	monthly	\$ 4,080.00

Capitla Items Purchased:	Amount	Purchased Date
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Non Budgeted Items Purchased:	Amount	Vendor	Purchased Date
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Transfers from Reserves	Date	Purpose
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April 8, 2013

President Julie Lockwood
Huntsville Area Association of REALTORS®
204 Gates Avenue
Huntsville, AL 35801

Dear President Lockwood,

“Can Do” is the unofficial motto of the Sea Bees and the slogan I chose as 2013 President of the Montgomery Area Association of REALTORS®. These two small words have special meaning to me as a former Sea Bee and Desert Storm veteran. They mean anything is possible when a focused, well organized, prepared, trained, unified team works together. That “Can Do” spirit is what drives me every day and what I want to continue to offer to the Alabama Association of REALTORS®

I am fortunate to have joined another team that illustrates the “Can Do” spirit, and that team is the Montgomery Area Association of REALTORS®. Our members, leadership, affiliates and staff go to work every day as a team for the betterment of our Association. They do not for themselves, but for the entire team. Having seen and been a part of this commitment and experienced the results I look forward to implementing the same philosophies at the Alabama Association of REALTORS® as your 2014 Secretary.

Since announcing my decision to run for Secretary I have been honored with endorsements from the following Associations:

Montgomery Area Association of REALTORS®
Phenix City Association of REALTORS®
Mobile Area Association of REALTORS®
Wiregrass Association of REALTORS®
Lake Martin Association of REALTORS®

and I look forward to the opportunity to speak with additional Associations in the near future.

With your help we “Can Do” more at the Alabama Association of REALTORS®. All we have to do is adhere to our own Mission Statement:

The Alabama Association of REALTORS® exists to organize, serve, and unite its membership in areas where it can be more effective than local boards and the National Association of REALTORS® and shall, as its primary mission: Provide professional opportunities; Foster the highest standards of ethical conduct and enforce the Code of Ethics of the National Association of REALTORS®; Protect and promote the political, legal, and business interests of its members; Promote and enhance the image of REALTOR® and REALTOR-ASSOCIATE® members; and Safeguard the rights of private property ownership.

Montgomery Area Association of REALTORS®

and the Multiple Listing Service

4280 Carmichael Road • Montgomery, AL 36106
tel: (334) 396-0256 • fax (334) 396-5516
www.afaMLS.com

Thank you in advance for your time, support and your faith in the Alabama Association of REALTORS®. Together we "Can Do" more.

Sincerely,

A handwritten signature in blue ink that reads "Mugs Mullins". The signature is written in a cursive style with a large, sweeping "M" and a long, horizontal flourish at the end.

Mugs Mullins

MAAR and MLS Participation

Finance & Insurance	MAAR	01/01/12	12/31/14	Member
Board of Directors	MAAR	01/01/13	12/31/13	President
Governmental Affairs	MAAR	01/01/08	12/31/13	Member
MLS Board of Directors	MAAR	01/01/13	12/31/13	Past President
Board of Directors	MAAR	01/01/12	12/31/12	President Elect
Bylaws Task Force	MAAR	01/01/12	12/31/12	Member
Grievance Committee	MAAR	01/01/12	12/31/12	Chairman
MLS Board of Directors	MAAR	01/01/12	12/31/12	President
Board of Directors	MAAR	01/01/11	12/31/11	Treasurer
Finance & Insurance	MAAR	01/01/11	12/31/11	Chairman
Grievance Committee	MAAR	01/01/11	12/31/11	Vice Chairman
Investment Task Force	MAAR	01/01/11	12/31/11	Member
MLS Board of Directors	MAAR	01/01/11	12/31/11	Treasurer
Board of Directors	MAAR	01/01/10	12/31/10	Secretary
Finance & Insurance	MAAR	01/01/10	12/31/10	Vice Chairman
MLS Board of Directors	MAAR	01/01/10	12/31/10	Secretary
Board of Directors	MAAR	01/01/07	12/31/09	Director 3 years
MLS Technology Committee	MLS	01/01/08	12/31/09	Member
Education	MAAR	01/01/08	12/31/09	Member
Public Relations	MAAR	01/01/07	12/31/09	Director Liaison
MLS Technology Committee	MLS	01/01/07	12/31/07	Chairman
Education	MAAR	01/01/07	12/31/07	Chairman
MLS Technology	MLS	01/01/05	12/31/06	Member
Education	MAAR	01/01/06	12/31/06	Vice Chairman
Public Relations	MAAR	01/01/06	12/31/06	Chairman
Public Relations Social TF	MAAR	01/01/06	12/31/06	Member
Education	MAAR	01/01/05	12/31/05	Member
Public Relations	MAAR	01/01/05	12/31/05	Member

AAR Participation

Planning Committee	12/22/2011 - 12/31/2013
Planning Committee	12/17/2009 - 12/31/2011
Board of Directors	12/12/2006 - 11/10/2008
Board of Directors	12/10/2010 - 12/31/2012
Executive Committee	11/12/2012 - 11/11/2013
Information & Member Services Committee	11/10/2008 - 12/31/2011
Board of Directors	11/10/2008 - 12/31/2010
NAR Convention Attendees	11/01/2011 - 11/15/2011
NAR Convention Attendees	10/31/2006 - 10/31/2007
NAR Convention Attendees	10/23/2012 - 11/12/2012
Convention Program Advisory Group	10/05/2009 - 10/05/2010
Convention Program Advisory Group	10/04/2010 - 09/30/2011
Meetings Program Advisory Group MPAG	10/01/2011 - 10/01/2013
Meetings Program Advisory Group MPAG	10/01/2011 - 10/01/2012
AAR Members Meetings Planning PAG	10/01/2011 - 09/30/2012
Convention Program Advisory Group	10/01/2008 - 10/01/2009
Leadership AAR ALUMNI GROUP	09/30/2008 -

Golden "R"	06/08/2012 - 12/31/2012
NAR Mid-Year Meeting Attendees	04/06/2012 - 05/19/2012
Salesmanship Conference Task Force	03/01/2011 - 03/01/2012
Salesmanship Conference Task Force	03/01/2009 - 04/01/2010
Salesmanship Conference Task Force	03/01/2008 - 02/28/2009
Golden "R"	01/31/2011 - 12/31/2011
Golden "R"	01/29/2010 - 12/31/2010
Sterling Members	01/28/2008 - 12/31/2008
Sterling Members	01/26/2009 - 12/31/2009
Sterling Members	01/24/2007 - 12/31/2007
Grassroots Committee	01/05/2010 - 12/31/2011
Board of Directors	01/01/2013 - 12/31/2013
Board Presidents Advisory Group	01/01/2013 - 12/31/2013
AL REALTOR® Political Action Committee	01/01/2012 - 12/31/2014
Awards Task Force	01/01/2012 - 12/31/2013
Governmental & Political Affairs Committee	01/01/2012 - 12/31/2013
Grassroots Committee	01/01/2012 - 12/31/2013
Convention Program Advisory Group	01/01/2012 - 12/31/2012
Members on NAR Committees	01/01/2012 - 12/31/2012
President-Elects	01/01/2012 - 12/31/2012
Information & Member Services Committee	01/01/2012 - 12/01/2013
Site Selection Task Force	01/01/2011 - 12/31/2011
Members on NAR Committees	01/01/2011 - 01/31/2011
Honor Society Members	01/01/2010 - 12/31/2010
Leadership AAR	01/01/2008 - 12/31/2008