

Louisiana REALTORS®
Board of Directors
September 17, 2010 – Baton Rouge

MINUTES

The Fall 2010 regular meeting of the Board of Directors of Louisiana REALTORS® (LR) was called to order at the Heidelberg Ballroom at the Hilton Capitol Center in Baton Rouge on September 17, 2010, at 9:35am by Michael Indest, president. Shelly Bateman, recording secretary, was present.

Matt Ritchie led the assembly in prayer, and Emily Foreman Babineaux led the Pledge of Allegiance.

LR Leadership Chair Diane McAdams recognized the following members as Louisiana REALTORS® LR Leadership Graduates of 2010:

Debra Chauvin of Bayou Board of REALTORS®;
Eddie Allemond and Jon Norman of Central LA Board;
Branden Barker, Mary Helene Mason, Connie Mitchell, Missy Roberts, and Donna Villar of Greater Baton Rouge Board of REALTORS®;
Ron Mazier and Bob Stevens of New Orleans Metropolitan Association of REALTORS®;
Troy Hebert and Lori McCarthy of REALTOR® Association of Acadiana;
Tommy Eastman, Thomas L. Jones and Richman Reinauer of Southwest LA Association of REALTORS®;
Kevin Bayles and John Howard of Northeast LA Association of REALTORS®;
Jayne Tappe of Northwest LA Association of REALTORS®;

Ms. McAdams announced the LR Leadership Reunion scheduled for November 2-3, 2010 at the Maison Dupuy in New Orleans, LA. Ms. McAdams also conducted the LR Leadership 50/50 Alumni Event Raffle drawing for \$300. Ms. Jackie Kibodeaux was the winner of the raffle.

President Indest then asked all of the LR Leadership alumni to stand and be recognized.

The minutes of the April 30, 2010 meeting of the Board of Directors were approved as distributed.

The following members' absence from the meeting was excused by general consent: Jerry del Rio, Timothy Flavin, Barbara Hall, Connie Kyle, Kenneth Levy, Mark O. Rodi Norris Songe and Evelyn Wolford.

President Indest reported the passing of members Adam "Mike" Anthony Chargois, Jr., Charles Joseph Derbes, Jr., Shirley May Leieux Kirby, Rhonda Sutherland Lemoine, Janice Reeves Shiflett and Robert "Bobby" Tallo. The following resolutions in memoriam were then adopted by unanimous consent:

RESOLUTION

In Memoriam

Adam "Mike" Anthony Chargois

- WHEREAS, This Association and all of its members directly benefited from the friendship and loyalty of Mike Chargois; and
- WHEREAS, He proudly served the United States Army from 1966 to 1968 as a member of the 69th Engineer Unit in Vietnam; and
- WHEREAS, Mike was a valued member of his community where he was a nationally certified Sports Event Management & Youth Sports Coach, Hall of Fame and past board member of the Louisiana Special Olympics and member and past president of the Lafayette Civitan Club; and
- WHEREAS, He was highly respected in the real estate industry, receiving life membership in the RAA Honor Society, Club Membership as a Coldwell Banker Multi-Million Dollar Producer and the Coldwell Banker International President's Circle Award; and
- WHEREAS, Mike willingly shared his wisdom and experience with his local REALTOR® family and received the REALTOR® Association of Acadiana Peer Award in 2002; and
- WHEREAS, He was a valued member of the Louisiana REALTORS®; and
- WHEREAS, During his time, Mike proudly served the real estate industry as a REALTOR® for 13 year and graduated from the LR Leadership program in 2004; and
- WHEREAS, With great integrity, he led the REALTOR® Association of Acadiana as the 2005 board president; and
- WHEREAS, Mike was truly a selfless and valued member of the REALTOR® family dedicated to the highest standards of professionalism; now, therefore, be it
- RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its most sincere regrets and sorrow at the loss of one of its dedicated members and extends to his family and friends its deepest sympathy; and be it further
- RESOLVED, That this action be made a permanent part of the records of this Association and in the hearts and minds of all members of this Association.

RESOLUTION

In Memoriam

Charles Joseph Derbes, Jr.

- WHEREAS, This Association and all of its members directly benefited from the friendship and loyalty of Charles Derbes, Jr.; and
- WHEREAS, He proudly served the United States Army and was honorably discharged in March 1946; and
- WHEREAS, Charles was a devoted husband for 69 years and a loving father, grandfather and great-grandfather; and
- WHEREAS, He supported business and residential development serving as a founding member of Merchants Bank and First Metropolitan Bank and

spearheading Moisant Place, Sheryl Park, Colonial Club Estates, David Drive, Derbes Park and Providence Memorial Park; and

WHEREAS, Charles was a valued member of his community where he was a member of the Jesuit High School advisory board, the Knights of Columbus and the Archbishop's Real Estate Board; board chairman of First Metropolitan Bank and Hibernia Bank in Jefferson Parish and Director of Hibernia National Bank; and

WHEREAS, With great honor, he filled various leadership roles within the Catholic community, including General Chairman of the Archbishop's Community Appeal, board member of the Catholic foundation, Knight Grand Cross of the Equestrian Order of the Holy Sepulchre of Jerusalem and Board of Trustees member of the Academy of the Sacred Heart and of Loyola University; and

WHEREAS, During his time, Charles proudly served the real estate industry as a REALTOR® for 63 years; and

WHEREAS, He was highly respected in the real estate industry, serving as a founding member, 1965-1966 President and 1971 REALTOR® of the Year of the Jefferson Board of REALTORS® and later joining the New Orleans Metropolitan Association of REALTORS®; and

WHEREAS, Charles was a valued member of the Louisiana REALTORS®, serving as the 1970 President, 1973 REALTOR® of the Year and State Director for the National Association of REALTORS®; and

WHEREAS, He was truly a selfless and valued member of the REALTOR® family dedicated to the highest standards of professionalism; now, therefore, be it

RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its most sincere regrets and sorrow at the loss of one of its dedicated members and extends to his family and friends its deepest sympathy; and be it further

RESOLVED, That this action be made a permanent part of the records of this Association and in the hearts and minds of all members of this Association.

RESOLUTION

In Memoriam

Shirley May Leix Kirby

WHEREAS, This Association and all of its members directly benefited from the friendship and loyalty of Shirley Kirby; and

WHEREAS, She was a devoted wife for 52 years and a supportive mother, grandmother and great-grandmother; and

WHEREAS, She owned and operated Shirley Kirby & Associates for over 20 years; and

- WHEREAS, Shirley was proud to be a Certified Residential Specialist and a Graduate REALTOR® Institute designee; and
- WHEREAS, She was recognized as the Rookie of the Year and REALTOR® of the Year of the Livingston Board of REALTORS®; and
- WHEREAS, Shirley was a valued member of her community where she encouraged development and kindness for others; and
- WHEREAS, She was a dedicated supporter of St. Jude Children's Research Hospital; and
- WHEREAS, Shirley was a successful business woman, serving as an inspiration for her daughter and other company agents; and
- WHEREAS, She was a valued member of the Louisiana REALTORS®; and
- WHEREAS, Shirley was truly a selfless and valued member of the REALTOR® family dedicated to the highest standards of professionalism; now, therefore, be it
- RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its most sincere regrets and sorrow at the loss of one of its dedicated members and extends to her family and friends its deepest sympathy; and be it further
- RESOLVED, That this action be made a permanent part of the records of this Association and in the hearts and minds of all members of this Association.

RESOLUTION

In Memoriam

Rhonda Sutherland Lemoine

- WHEREAS, This Association and all of its members directly benefited from the friendship and loyalty of Rhonda Lemoine; and
- WHEREAS, She was a devoted wife, loving mother and proud grandmother; and
- WHEREAS, She maintained a positive, friendly demeanor and inspired others to reach for their highest goals; and
- WHEREAS, Rhonda was a supportive member of her community by assisting in the development and maintenance of the Spirit of Service Club at St. Aloysius Catholic School; and
- WHEREAS, Rhonda was an agent with C.J. Brown and dedicated REALTOR® for 20 years; and
- WHEREAS, She was a beacon of wisdom and encouragement to new agents; now, therefore, be it
- RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its most sincere regrets and sorrow at the loss of one of its dedicated members and extends to her family and friends its deepest sympathy; and be it further

RESOLVED, That this action be made a permanent part of the records of this Association and in the hearts and minds of all members of this Association.

RESOLUTION

In Memoriam

Janice Reeves “Mimi” Shiflett

- WHEREAS, This Association and all of its members directly benefited from the friendship and loyalty of Janice Shiflett; and
- WHEREAS, She was a devoted wife and loving mother and grandmother; and
- WHEREAS, Janice was the owner and co-founder of DSK REALTORS® and a dedicated REALTOR® for over 30 years; and
- WHEREAS, She was a respected member of the Greater Baton Rouge Association of REALTORS® and selected as the 1994 REALTOR® of the Year; and
- WHEREAS, Janice willingly served her community as a board member of the Salvation Army and UPLIFTED and member of the Baton Rouge General Foundation, Rotary Club and various real estate committees; and
- WHEREAS, Her professional success earned her recognition as a YMCA Woman of Achievement and a Baton Rouge Business Report Influential Woman in Business; and
- WHEREAS, Janice kindly shared her knowledge and experience with others; and
- WHEREAS, She was a valued member of the Louisiana REALTORS®; and
- WHEREAS, Janice was truly a selfless and valued member of the REALTOR® family dedicated to the highest standards of professionalism; now, therefore, be it
- RESOLVED*, That the Board of Directors of the Louisiana REALTORS® expresses its most sincere regrets and sorrow at the loss of one of its dedicated members and extends to her family and friends its deepest sympathy; and be it further
- RESOLVED*, That this action be made a permanent part of the records of this Association and in the hearts and minds of all members of this Association.

RESOLUTION

In Memoriam

Robert “Bobby” Tallo

- WHEREAS, This Association and all of its members directly benefited from the friendship and loyalty of Bobby Tallo; and
- WHEREAS, He was a devoted husband of 33 years; and

WHEREAS, Bobby was a valued member of his community where he was a board member for the Tangipahoa Economic Development Foundation and president of the Tangipahoa Home Builders Association; and

WHEREAS, He was highly respected in the real estate industry and community, where he demonstrated honesty and trustworthiness as a businessman; and

WHEREAS, Bobby was an involved and supportive member of the Tangipahoa Board of REALTORS®, the New Orleans Metropolitan Association of REALTORS®, and the Northshore Area Board of REALTORS®, which he led as the 2008 president; and

WHEREAS, He was the successful owner and broker of Coldwell Banker Bobby Tallo Realty; and

WHEREAS, Bobby was a valued member of the Louisiana REALTORS®; and

WHEREAS, He was truly a selfless and valued member of the REALTOR® family dedicated to the highest standards of professionalism; now, therefore, be it

RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its most sincere regrets and sorrow at the loss of one of its dedicated members and extends to his family and friends its deepest sympathy; and be it further

RESOLVED, That this action be made a permanent part of the records of this Association and in the hearts and minds of all members of this Association.

President Indest reported the officers' and CEO's attendance at the Texas Association of REALTORS 2011 Installation in Galveston, Texas. He expressed gratitude to our Texas counterparts for their attendance at today's meeting and for the good working relationship.

President Indest announced that on July 29th, by electronic votes of 45 affirmative votes and 0 votes in opposition, the Board of Directors authorized the following resolution and sent it, via the U.S. Senate Small Business Committee, to the president of the United States:

RESOLUTION

Louisiana REALTORS® Response to the President of the United States on the Six-Month Moratorium on Oil and Gas Exploration in the Gulf of Mexico

Louisiana REALTORS® and its 11,000 plus members urge President Obama to rescind the six-month moratorium on oil and gas exploration in the Gulf of Mexico in order to minimize the adverse economic impact caused by the moratorium on the already-damaged economies of the state of Louisiana and other Gulf Coast states.

WHEREAS, The moratorium on oil and gas exploration in the Gulf of Mexico has already harmed Louisiana citizens, who have lost their ability to work because of the moratorium; and

WHEREAS, The entire economy of the State of Louisiana is harmed by this loss of jobs by its citizens, with the impact felt everywhere from the housing market, state and local governments, and virtually all other sectors of the economy; and

WHEREAS, The continuation of the moratorium will result in further direct and indirect economic harm to individuals, communities, local retailers and small businesses; and

WHEREAS, The Louisiana economy – and the housing markets in particular – cannot avoid long-term devastation if the moratorium remains in effect; it is hereby

RESOLVED, That Louisiana REALTORS®, the voice for real estate in Louisiana, does hereby urge President Obama to rescind the moratorium on oil and gas exploration in the Gulf of Mexico so that countless citizens living in the Gulf Coast region can return to work, and our economy can resume its recovery from the recent recession; and it is further

RESOLVED, That a copy of this Resolution shall be forwarded to President Obama and the Secretary of the United States Department of Interior, Ken Salazar, and to each member of the Louisiana congressional delegation.

President Indest recognized the candidates for the seven At-Large and two NAR State Directors. He then briefed the assembly on election procedures and the appointment of tellers. Members then cast their votes on their designated ballots. The ballots for the election of association At-Large and NAR State Directors were collected, and the tellers retired to count the ballots.

President-elect Derenda Grubb reported, announcing the 2011 officers, division directors and team chairs.

- President-Elect – Rick Roberts
- Secretary-Treasurer – David McKey
- Region 1 RVP – Matt Ritchie
- Region 2 RVP – Tommy Eastman
- Region 3 RVP – Frank Trapani
- Region 4 RVP – Evelyn Wolford
- Immediate Past President – Michael Indest
- Professional Conduct DD – Gretchen Ezernack
- Professional Development DD – Carole Horn
- Legislative DD – Mark Rodi
- Commercial DD – Beth Cristina
- Marketing DD – Barbara Corbett
- Operations DD – Rick Roberts
- Grievance CH – Melanie Taylor
- Mediation CH – Regina Allemand
- Professional Standards CH – Eloise Gauthier
- Professional Development CH – Rosalind Allemond
- LR Leadership CH – Tony Cornner
- State Legislative CH – David McKey

- Federal Legislative CH – Mark O. Rodi
- Housing Opportunities & Cultural Diversity CH – James Keaty
- Risk Management CH – Barbara Trice
- Appraisal CH – Roland Hall
- Strategic Planning CH – Matt Ritchie
- Finance CH – Mark O. Rodi
- Commercial CH – Eddie Conner
- Marketing & Member Services CH – Linda Fredericks

Rolfe Miller with Morgan Keegan presented the Investment Update.

Secretary-Treasurer Rick Roberts reported on the association's financial activities through July 31, 2010. Mr. Roberts also announced the 2011 team vice-chairs.

- Grievance VC – Walter Campbell
- Mediation VC – Eloise Gauthier
- Professional Standards VC – Phoebe Whealdon
- Professional Development VC – Marge Garvey
- LR Leadership VC – Al Lopez
- State Legislative VC – Randy Perego
- Federal Legislative VC – Pam Testroet
- Housing Opportunities & Cultural Diversity VC – Cornelius Coleman
- Risk Management VC – Bill Bacque
- Appraisal VC – Ben Oubre
- Strategic Planning VC – Tom Giroir
- Finance VC – Marbury Little
- Commercial VC – Mark Inman
- Marketing & Member Services VC – Emily Foreman Babineaux

Conchita Sulli moved that all unbudgeted expenses approved to date without a designated funding source be funded from revenue in excess of expenses, with any shortfall to be funded from reserves. Those unbudgeted expenses are as follows:

1. NAR Convention reception at Ernst Café - \$3,388
2. Golden R Major Donor Contribution to RPAC - \$5,000
3. CCIM "Recharge Your Power Tools" Sponsorship - \$1,500
4. LA Legislative Black Caucus Silver Corporate Round Table Sponsorship – \$2,500

The motion passed.

In the absence of the Finance Team Chair, Secretary-Treasurer Rick Roberts presented the Finance Team report.

Region 1 RVP Gladys F. Smith reported, thanking the board for allowing her to serve as RVP this year.

Region 2 RVP David McKey reported, congratulating the elected 2011 Regional Vice Presidents.

Region 3 RVP Bill Boyd reported, announcing positive news from each local board in the region and the 2011 elected officers for the Northshore Area Board of REALTORS®.

Region 4 RVP Beth Cristina reported, thanking the board for allowing her to serve her region as RVP this year.

LARPAC Trustees Chair Fred Huenefeld reported on the activities of the committee since the last board meeting and stated that LARPAC is at 150% of the National Association of REALTORS® annual goal.

Professional Development Team Chair Wendy Howell reported on the activities of the team since the last board meeting. Ms. Howell, on behalf of the Professional Development team, moved the adoption of the following resolution:

Team Recommendation #1 - Resolution

RESOLVED, that the Board of Directors authorizes and directs the staff to develop a broker-targeted postcard mail awareness promotion for 2011 to inform members of the benefit and value of designation courses, at a cost not to exceed \$10,000, to be funded from reserves.

The motion was postponed to the January 2011 Board of Directors meeting.

Professional Development Division Director Frank Trapani reported on the activities of the division since the last board meeting.

In the absence of Legislative Division Director Connie Kyle, Senior V.P. of Governmental Affairs Norman Morris reported on the activities of the division since the last board meeting.

In the absence of Friends of Louisiana REALTORS® Chairman R. Patrick Diamond, Senior V.P. of Governmental Affairs Norman Morris reported on the activities of the committee since the last board meeting.

In the absence of Professional Conduct Division Director Evelyn Wolford, General Counsel Scott Johnson reported on the activities of the division since the last board meeting.

REALTORS® Commercial Alliance Division Director Matt Ritchie reported on the activities of the division since the last board meeting. Mr. Ritchie, on behalf of the REALTORS® Commercial Alliance team, moved the adoption of the following resolution:

Team Recommendation #1 - Resolution

RESOLVED, that the Board of Directors authorizes the sponsorship of a REALTORS® Commercial Alliance luncheon, at a cost not to exceed \$1,000 and to be funded from reserves, at the National Association of REALTORS® Annual Conference and Expo in November 2010.

The resolution was adopted.

President-elect Derenda Grubb reported on the activities of the Operations division since the last board meeting.

Marketing & Members Services Division Director Pamela Testroet reported on the activities of the division since the last board meeting.

President-elect Derenda Grubb reported for the EC and moved the adoption of the committee's recommendations. The recommended resolutions were adopted as follows:

EC Recommendation #1 – Resolution

RESOLVED, that the Board of Directors authorizes \$15,000 from Budget Line Item for SuperFund for transfer tax initiative study.

EC Recommendation #2 – Resolution

RESOLVED, that the Board of Directors amends the 2010 budget by increasing salary line item by \$7,500, to be funded from reserves.

EC Recommendation #3 – Resolution

RESOLVED, that the Board of Directors establishes a workgroup of the following members to review and revise the current Louisiana REALTORS® Association Relief Fund guidelines and application: Michael Indest, Derenda Grubb, Rick Roberts, Bill Boyd, Pam Testroet, Mark O. Rodi, Malcolm Young (CEO) and Kyra Triche (V.P. Finance & Operations).

EC Recommendation #4 – Resolution

RESOLVED, that the Board of Directors approves the 2011 budget, as recommended by the Finance Team, including a \$5.00 membership dues increase.

EC Recommendation #5 – Resolution

RESOLVED, that the Board of Directors approves the 2011 Capital Expenditures in the amount of \$82,400 to be funded from reserves. Those expenditures are as follows:

1. Server Operating System Upgrade
2. LR Business Continuity Plan
3. Replacement of LR Automobile
(Financial Policy allows replacement at 75,000 miles; current mileage is 122,000.)
4. Purchase of 2 Laptop Computers
5. Purchase of 2 Desktop Computers

President Indest presented, for adoption, the following EC motion postponed from the April 30, 2010 meeting:

Postponed EC Recommendation #1 – Motion

MOVED, that the Board of Directors reestablish the Executive Committee funding authority of an additional \$5,000 in between the September 2010 and January 2011 meetings due to previous authorized expenditures by the Executive Committee.

The motion was adopted.

Judy Holland moved that the Executive Committee appoint a task force to evaluate the possibility of a state level scholarship program for high school seniors and to report its recommendations to the board at the January 2011 meeting.

The motion passed.

CEO Malcolm Young, reported the voting results in the election of the following 2011 state directors:

For the position of At-Large Director:

Total votes cast: 59

Available positions: 7

Necessary to elect: 31 votes

Ms. Beasley received 39 votes.

Ms. Byrley received 16 votes.

Ms. Del Rio received 30 votes.

Ms. DeMarie received 39 votes.

Ms. Devillier received 47 votes.

Ms. Diamond received 34 votes.

Ms. Gauthier received 32 votes.

Ms. Hall received 28 votes.

Ms. Marcotte received 51 votes.

Mr. Mazier received 35 votes.

Mr. Stalter received 24 votes.

For the position of NAR State Director:

Total votes cast: 59

Available positions: 2

Necessary to elect: 31 votes

Ms. Butler received 31 votes.

Mr. Indest received 20 votes.

Ms. Nugent Smith received 27 votes.

Ms. F. Smith received 6 votes.

Ms. Testroet received 29 votes.

The following people were declared elected to their respective offices:

For the position of At-Large Director for the term beginning January 2011 and ending December 2011:

Ms. Nancy Marcotte, Ms. Synde Devillier, Ms. Paula Beasley, Ms. Tara DeMarie, Mr. Ron Mazier, Ms. Barbara Diamond, Ms. Eloise Gauthier;

For the position of NAR State Director for the term beginning January 2011 and ending December 2013:

Ms. Lynda Butler and Ms. Pamela Testroet.

There being no further business to come before the board, the meeting adjourned at 11:22pm.