

ASSOCIATION OF TEXAS APPAISERS (ATA)

MINUTES – MORNING SESSION

BOARD OF DIRECTORS

AUGUST 2, 2013

President Rick Neighbors called the meeting to order at 9:01 a.m. at the Crowne Plaza Hotel, San Antonio, Texas. Directors present at the time of Roll Call were Arturo Palacios, Mava Jalufka, Frank Baker, Bobby Crisp, Donna Green, Mike Braught, Mike Plumlee and Executive Director Teresa Walker. Noted as absent were Dennis Crawford and David McInturff. Also in attendance as guests were Andy Arledge, Bobby Shafer, Stacey Cartwright and Tony Palacios.

President Rick Neighbors introduced the minutes of the previous board meeting from the February 22, 2013 mid-year meeting in New Braunfels. With there being no corrections deemed necessary, Donna Green made the motion to have the minutes approved as written and her motion was seconded by Mike Plumlee. The vote was unanimous and the motion passed.

FINANCIAL

President Neighbors called upon Frank Baker for the Finance Report. Tom Shirley performed the audit report and each member had a copy of the report in their Director's packet to review.

Arturo questioned Teresa if she knew the average cost of each conference. She said she could have those numbers by the afternoon meeting. His question was asked in reference to securing future sponsors and funding for upcoming conferences statewide.

With no further discussion on the Finance Report, President Neighbors asked for a motion that was made by Arturo Palacios to accept the report as presented with a second being received from Frank Baker. The motion carried unanimously.

Rick Neighbors asked the Board if anyone had any comment on the dues statements that are due to go out in August to membership. Since they were discussed at a previous board meeting, there was no action taken and they will be sent out as scheduled.

The next item discussed was the Proposed Budget for 2013-2014. Frank Baker asked Teresa if she found anything on the budget that she saw as an issue and she stated that due to the continued growth of the ATA, the venues have to be larger, therefore they are more expensive. Meeting fees were increased last year and we may need to increase fees again next year. Also, meeting materials are also increasing. Overall, costs are increasing.

Concerning USPAP, ATA has underwritten the cost of USPAP books and offered the course for a minimal charge. Previously, the books have cost \$75 if the order is 260 books or less. The cost of the books goes to \$60 per book once the order is 261 books or more. The ATA has the option to become an education provider or enter into an agreement with the Foundation, etc.

However, purchasing a large amount of books without knowing if we will actually need them is not a good option. There is the option to purchase USPAP books from Columbia as in the past.

We know as an organization we will have two classes offering USPAP and the opportunity to sell the books but the question remains if we will actually use 251 books and what would we do with any remaining books? The possibilities of prospective buyers are Columbia or another education provider.

Discussion was then held on the amount that the ATA would underwrite on the books when Frank Baker suggested that each person should pay for their own book totally. Arturo suggested pre-payment of books. Teresa pointed out that it has not been announced how much the books were going to cost for this printing. To collect money before having this knowledge would generate a lot of additional paperwork and confusion. The final decision was to purchase only the amount of books that we would need for each class, regardless of the cost, and then re-sell the books at our cost with the class fee to remain at \$99.

Meeting registration fees were then discussed. Arturo asked about late fees being charged due to the additional work it causes when someone registers on the day of the conference. Rick suggested the fee be called an "at the door fee" to avoid the feeling of being penalized. This was tabled to be discussed later under New Business.

Bobby Crisp made the recommendation to reduce the projected cost of meeting materials from \$15,000 to \$7,500. Frank Baker interjected asking if that amount could possibly be reduced to \$5,000 and Teresa stated it was much better to have the money budgeted to work with than to have to get it approved later in the year. Frank was also concerned about having now added \$7,500 to the bottom line and being a non-profit organization. Teresa explained that the ATA will be celebrating its 10th Anniversary and there are special plans in the works to commemorate the event. Above normal expenses will be incurred and a buffer, of sorts, is needed. As long as the funds are designated toward a project or projects for the benefit of the Association, there should be no eyebrows raised.

Arturo asked if all of the equipment has been replaced that was stolen in Austin 2 years ago at the Holiday Inn. Teresa stated that all needed equipment has been replaced. She did not feel the need to replace the microphone/speaker system since the venues we engage now are larger and have their own systems. She did inform the Board that she is in need of a new laptop and has been researching for one to fit her needs. She has chosen an I-5 and will purchase it in the near future and it is in the proposed budget for her to do so.

After more discussion, Bobby Crisp made the motion to accept the Amended Budget and a second was made by Mike Plumlee. The motion passed with a unanimous vote.

At this time, Teresa distributed checks to all of the Directors present.

OLD BUSINESS:

Membership totals stand at 305 members with 42 having the ATA-R Designation and 19 having the ATA-G Designation and 1 with ATA-License. This is a 9% increase since February 2013. These numbers were as of July 31 with one new member having been added since and a prospective member in the wings.

NEW BUSINESS:

REGISTRATION:

President Neighbors asked Teresa as to the additional amount of work involved when someone registers last minute or the day of the conference. Teresa responded that it is monumental on top of the ordinary order of business that has to happen to organize and run the conference. Discussion was held on time limitations for registration. It was decided that Early Registration would end two weeks before the conference. The Early Registration fee is to be \$99 with a \$20 fee increase after that. It has always been the policy of the ATA to give a full refund for cancellations. Frank Baker motioned to implement the \$20 increase two weeks prior to the conference date beginning with the next conference. There was a second by Bobby Crisp, all voted in favor and the motion passed.

By-Laws (Changes & Revisions):

Bobby Crisp explained the recent revisions and why they were made. These were made in: **Article I, Section 2; Article III, Section 1; Article III** with the addition of **Section 4; Article III, Section 1d; Article V, Section 1;** and **Article IX, Section 1.**

Bobby explained that many of the revisions were necessary due to the continued growth of the organization. The needs and interests of the organization have changed with growth. A motion was made by Arturo Palacios to adopt the revisions and a second was made by Frank Baker. The motion passed without opposition.

Arturo asked Teresa if she thought it would make a difference if the President of ATA was in attendance of all 5 of the ATA meetings within the state. And what expenses are covered by ATA? Teresa explained that there is money in the budget for the President's travel expenses and additional expenses can be reimbursed.

Arturo announced that he felt someone from ATA should be in attendance at every one of the TALCB meetings including the four committees that meet in addition to the main meeting. These are held once every quarter. He recommended that as a Board member, we each pick a committee we would like to be on and attend those meetings. This would keep our membership better informed as well as give us the opportunity to have input at the state level. With this recommendation came the question of reimbursement to Board Members for expenses. After more discussion, a stipend of \$200 per committee meeting was agreed upon with no compensation being considered for a TALCB Board meeting. At this time, the monies are to be taken from the budget out of the "uncategorized expense" and "other Association

Meetings” categories. It can be re-addressed at the next budget meeting. A motion was made by Mike Plumlee and a second was made by Arturo Palacios. The motion passed.

SCHOLARSHIP:

Bobby discussed the lack of interest in the Scholarship. Only 2 have been awarded previously, one to a trainee and one to an appraiser. There have been no nominations for this meeting. He said it needs more promotion including email. It has been enlarged on the website. Possibilities were discussed. Teresa suggested she put it into every issue of “Connections” and on every email she sends out. Deadlines for the scholarship were discussed. Should all efforts fail, it may fall upon the Board to appoint recipients of the scholarship.

President Neighbors called for a short break at 10:15 a.m. and called back to order at 10:24 a.m.

TAFAC:

Diana Jacob came in after the break and gave a verbal presentation on the events at TAFAC. She has recently received an email asking her to be on the Executive Board; however she has declined due to personal obligations. She announced the next meeting dates are Sept. 19-20, 2013. She also said they cut the TAFAC meetings to two a year. She reported the Foundation is getting more involved in the education end of appraiser issues and being more involved than USPAP. Diana explained that she has been in contact with Sam Henderson, head of the Appraisal Practice Committee, and has presented the idea that only those with a college degree be educators.

Diana needs additional help with this committee and is requesting to have Bobby accompany her to these meetings. Since the meetings have been cut from three to two a year, the money is already in the budget.

PRESENTATION BY TONY PALACIOS:

Tony Palacios, a long-time member of the ATA, explained that he had 3 complaints turned in on him in October, 2012. At one time, it was mentioned at a meeting about forming a peer committee that would support an ATA member should they be turned into the state for whatever reason. In his case, he had hired an attorney and had the help of several appraiser friends including Arturo but he was standing alone without the help of a group behind him. He believes we need to bind together with the “Foundation Appraiser Coalition of Texas (FACT)” and other appraisal organization who are trying to protect the appraisers. The Board agreed and had in fact, spoken about this earlier during the TAFAC discussion.

FUTURE MEETINGS:

September 27-28, Ft. Worth, TX –

Meeting to be held at Holiday Inn Airport South, 14320 Centre Station, Ft. Worth, TX. The course set for Friday afternoon is “The Appraisal Process - Mobile Appraising” presented by Dustin Harris, No. 079. The courses scheduled for Saturday are “Interagency Guidelines, No.

078 in the morning presented by Diana Jacob, ATA-G and “Overview of the Complaint Process – What You Should Know”, No. 077, being presented by Troy Beaulieu, lead attorney for TALCB.

October 30-November 1, 2013, Las Vegas, NV

January 24-25, 2014, South Padre Island, TX –

Classes being offered will be Contract Analysis by Candy Cooke on Friday afternoon and USPAP Update on Saturday. The facility was not announced.

February 14-15, 2014, San Marcos, TX –

Classes being offered will be Contract Analysis by Candy Cooke on Friday afternoon and USPAP Update on Saturday. The conference will be held at the Embassy Suites located at 1001 E McCarty Lane, San Marcos.

June, 2014, Galveston, TX –

-proposed-

Friday afternoon – Harris County / Port Authority/ FEMA

Saturday Course – New Construction by Diana Jacob

August, 2014 – 9th Annual Meeting – TBD, TX (Austin / San Antonio / Marble Falls)

-proposed-

Friday afternoon – FBI / Bigger Waters Act –FEMA

Saturday -

Bring up at General Membership meeting about possible locations for August 2014 meeting

Suggestion to look at resort areas in the off season for lower rates for members and for larger available venues. Also, Teresa had a list of suggested courses such as Dustin Harris with a technology class.

NEWSLETTER:

Donna Green volunteered to do an article for the September newsletter and Mike Plumlee volunteered to do the December newsletter.

OTHER NEW BUSINESS:

Frank Baker suggested we add to the agenda, possibly right before New Business, a time period for general membership can come speak to the Board with a specified time limit, such as 3 minutes.

Guest Andy Arledge asked about the ATA possibly establishing a peer group that would review reports for a nominal fee for fellow members. The process would be to send in a sample report or two for scrutiny and critiquing to help improve the quality of their reports.

Arturo spoke about the average age of our current educators and to start thinking of ideas in how to get the younger appraisers interested and involved in the education process and also writing new courses. Diana Jacob offered her assistance in getting this type of program off the ground. Arturo's vision for the ATA would be to have the most USPAP Instructors and to continue educating others as to keep the level of education high in the ATA. Bobby and Diana explained about the AQB/USPAP Certified Instructors qualifications. They also explained that many have taken the courses that will never teach any classes. It was agreed that a poll was to be taken to see what the level of interest would be for this level of education.

Frank Baker commented that ATA needs to create a Lobby Group for appraisers. When we have folks who have the passion to go fight for all appraisers' rights, we need to support them financially, even if that means increasing fees. That is the power of being part of a large organization such as the ATA.

Tony Palacios said he felt that using an attorney made the difference in getting his complaints dismissed against the AMC.

Teresa said her vision for the ATA is to keep growing and when the membership starts closing into 500 members, she feels an Appraiser should be running the ATA as Executive Director. She said she could remain as an Administrator but she does not have the knowledge of an appraiser as far as going to state meetings.

President Neighbors asked for a motion to adjourn the meeting at 11:22 a.m. The motion was made by Bobby Crisp and a second was made by Frank Baker. The motion carried.

Respectfully submitted,

A handwritten signature in cursive script that reads "Mava Jalufka".

Mava Jalufka
ATA Secretary