

Association of Texas Appraisers (ATA)

Board of Director's Annual Meeting

August 9, 2019 morning session

President Ian Martinez called the meeting to order at 9:03 a.m. at the Sheraton Hotel and Conference Center, Georgetown, TX.

Roll call of the Directors was conducted by Secretary Cathy Harper. Present Directors were: President Ian Martinez, Vice President Ken Pruett, Secretary Cathy Harper, Treasurer Steve Kahane, Dennis Crawford, Laurie Fontana, Pam Teel, Kathy Tredway, Roy Thompson, Curt Myrick, Bobby Crisp and Teresa Walker.

Also attending: Bryan Reynolds, Rick Neighbors, others not identified.

APPROVAL OF MINUTES

Cathy Harper presented the minutes from the board meeting on February 15, 2019. Pam Teel made a motion to approve the minutes as presented. Steve Kahane seconded. All were in favor – motion carried.

FINANCIAL REPORTS

2018-2019 Income and Expenses

Steve Kahane presented the 2018-2019 Income & Expense report. Steve stated membership income is down because membership declined.

Bobby Crisp stated Expenses for the Chairman of the Board should be \$6,000 across all years proposed and actual. Executive Director proposed and actual for 2018-2019 is \$24,000.

The budget for meeting materials increased because of the USPAP books. The budget for president's travel varies because some submit their expenses and others don't. The \$600 expense for TAFAC for Sam Henderson will remain in the budget.

Motion to approve Income and Expenses as presented by Steve Kahane. Second by Pam Teel. All were in favor. Motion carried.

Audit Report

ATA Member Brandi Dunagan performed ATA's annual audit. Brandi Dunagan has stated the finances were in good order. She will present a written stated to Teresa Walker.

Bobby Crisp stated that in order to remain as a nonprofit, we need to have a non-Board member review our finances. Teresa Walker will ask our CPA if they can perform this function.

Proposed Budget for Fiscal Year 2019-2020

Steve Kahane presented the 2019-2020 budget. Meeting fees are higher in new USPAP years because we have more meetings. Generally, in USPAP years we hold 4-5 meetings.

Teresa Walker stated that we need to review meeting locations. This meeting in Georgetown cost ATA \$10,000. We may need to increase fees.

Bobby Crisp asked Bryan Reynolds (guest) if we are competitive. It was suggested that we advertise ours courses include meals.

Laurie Fontana made a motion that ATA raise its meeting fees to \$125 for one day meetings and \$150 for 1.5 day meetings. Dennis Crawford seconded. All in favor, motion carried.

Pam Teel made a motion to accept the proposed budget with the adjustments. Laurie Fontana seconded. All in favor. Motion carried.

PROPOSED DUES STATEMENTS

Nothing to report. If we are going to raise dues, it should be proposed at our February board meeting. Laurie asked about auto renewal. Teresa Walker stated it hasn't been incorporated yet, but it should be feasible in the future.

DIRECTORS CHECKS

Teresa Walker issued the checks.

MEMBERSHIP AND DESIGNATIONS REPORTS

Teresa Walker presented the membership statistics: 313 members (4% increase over February 2019). This number is down from last August 2018. We have 88 Designations: 2 ATA-L, 63 ATA-R, 23 ATA-G. 28% of our members are Designated, which is the highest ever.

Steve Kahane spoke about ways to increase membership. Social media, Brand Soup and socials. Laurie Fontana stated that when a new member joins, she sends a welcome email encouraging them to apply for designation.

Future meetings we can use new member ribbons for acknowledgement at a meeting. Also recognize non-members with a ribbon "future" member.

OLD BUSINESS

HYBRID APPRAISALS

Tabled from February.

Some appraisers have done a couple of hybrid reports. Bryan Reynolds does Bifurcated appraisals.

NEW BUSINESS

UPCOMING ATA MEETINGS

RIO GRANDE VALLEY (JANUARY 2020)

FRIDAY AFTERNOON

ATA will offer two courses in the Valley. Teresa will follow-up with Bryan Reynolds or Sam Henderson and the new education chair to create an income class.

Pam Teel made a motion for us to pursue an intro to income class that would be received by residential and commercial appraisers. Laurie Fontana seconded. All in favor, motion carried.

SATURDAY 2020-2021 USPAP UPDATE COURSE

DFW (TBD) we haven't had much participation in the past. Steve Kahane shares DFW attendees have gone down every year. As a USPAP year, we may be more successful.

Pam Teel stated that if we can push the new form, Dallas would work. We call it North Texas.

Pam Teel made a motion to postpone scheduling North Texas until we have a hard release date for the FNMA forms. Kathy Tredway seconded. All in favor, motion carried.

NEW BRAUNFELS (FEB 21-22, 2020)

FRIDAY AM TREC LEGAL I

FRIDAY PM

Option one: New form, if available. Option two: Intro to Income.

Cathy Harper made a motion to plan Friday p.m. FNMA if out, if not, have the income class. Laurie Fontana seconded. All in favor, motion carried.

We had 154 in New Braunfels for 2018-2019 7-Hour USPAP Update course. It is already booked.

SATURDAY 2020-2021 USPAP UPDATE COURSE

HOUSTON/GALVESTON (MAY/JUNE 2020)

FRIDAY PM

Steve Kahane made a motion to repeat the same plan for Houston/Galveston. Kathy Tredway seconded. Teresa and Laurie will work on getting location.

Laurie Fontana made a motion to have the Houston/Galveston meeting in Galveston on May 8-9, 2020 with the same education offerings as the other meetings with location to be determined. Pam Teel Seconded. All in favor, motion carried.

SATURDAY 2020-2021 USPAP UPDATE COURSE

ANNUAL MEETING TBD- August 2020

We need a location for Annual meeting in August.

Laurie Fontana proposed that the Annual meeting in August 2020 be at the Georgetown Sheraton, with an optional location to be determined by Teresa Walker in the general Austin area. Steve Kahane seconded. All in favor, motion carried.

Dennis Crawford asked the board to have a meeting in Abilene. Dennis can provide a free location, free food, with 35 attendees.

Cathy Harper made a motion to have a class in Abilene in October (TBD) on the Residential Sales analysis and the adjustment process. Laurie Fontana seconded. All in favor, motion carried.

Laurie Fontana would like ATA to offer a cruise for CE in 2021.

Laurie Fontana proposed hosting an approved webinar for use on social media. Teresa Walker believes it is cost prohibitive. Bryan Reynolds shared that having a platform could make it limited due to cost. Laurie Fontana stated ZOOM appears to be adequate. Teresa will investigate and get back to us. Ken Pruett suggested that we focus on one suggestion at a time to grow membership. If he is willing, Bobby Crisp could create a short webinar on completing the form and invite attendees to ATA's website for more information.

Pam Teel made a motion to table this issue until Teresa Walker investigates the costs. Kathy Tredway seconded. All in favor, motion carried.

Bryan extended the opportunity for any ATA board member to promote the association on one of his webinars.

OTHER INDUSTRY MEETINGS

September 15-17 Appraisal Summit & Expo, Las Vegas

Ian Martinez will be attending. Teresa Walker noted there is a \$100 discount code off registration.

April 3-5 Association of Appraisal Regulatory Officials, San Antonio

Spring meeting of regulators from across the country. This is an opportunity for the board and members to hear industry speakers from other areas. We can discuss this at February board meeting.

April 22-24 NAA Appraisers Conference, Bay St. Louis MO

ATA is a member of the NAA Board of Governors. Any board member can attend at a discount.

Spring 2021 NAA Appraisers Conference, San Antonio, TX

Teresa Walker suggested that we consider NAA bringing their ACTS conference to San Antonio It doesn't have to be 2021 but we should think about recommending Texas as a future location.

BREAK 10:34-10:42 a.m.

Teresa Walker reported that TALCB is now going to charge us to become a course provider. It's \$200 every 2 years and they will also charge for course approvals. Bobby Crisp states that ATA will no longer issue course certificates. Teresa Walker will input student info into the States website. When requested, she will email certificates.

COMMITTEES

Professional Standards Committee

Bobby Crisp, nothing to report.

Program Committee

Ken Pruett is building a folder to keep information going forward. Ken Pruett has a list of all courses ever offered and those available.

As an organization, we need to be forward thinking and know what education appraisers need. We can present more information on Bifurcated Appraisals. Possibly send someone to ACTS from education committee. FNMA started the new forms in April. Appraisers can all use more information on the Income Approach.

2-hour courses in Metro areas

Ken Pruett discussed holding 2-hour classes in conjunction with luncheons like the Appraisal Institute. Bobby Crisp stated that 2-hour live classes are much easier to get approved than web classes.

Laurie Fontana stated they tested putting information regarding joining ATA at the Social, with no reaction. Laurie stated that the Board needs to be active.

Possibly Bobby just talk about Standard One for a two hour meeting.

Online offerings were considered

Already discussed, not feasible at this time. See "Annual Meeting TBD".

Cross-marketing courses with other providers

Discussion was conducted regarding cross marketing courses with other providers, no action taken.

Bylaws Committee

Proposed changes

Bobby Crisp. No proposed changes submitted.

Membership Committee

Membership Recruitment Ideas

Laurie Fontana stated we hit a couple of things. Laurie's term as chair and board member expire today. Brandi and Laurie will share info with incoming membership chair.

We are losing most members due to death and retirement.

With the changing AQB requirements, Bryan Reynolds suggested ATA increase membership by soliciting the general masses and offering qualifying education to become an appraiser. He also that suggested ATA offer a course to help sponsors with Trainees.

Laurie Fontana made a motion to create an ad hoc committee to encourage and train appraisal sponsors. This program would also allow ATA to produce a list of willing sponsors for trainees and allow trainees and sponsors to connect with our association for membership growth.

Kathy Tredway seconded. All in favor, motion carried.

Nominating Committee

Outgoing Directors – Ian Martinez, Ken Pruett, Laurie Fontana.

Ian Martinez's term on the board expires today and he is not seeking reelection but will remain on the board as past president. Ken Pruett is currently the vice president his term also expires today but is on the ballot.

Bobby Crisp stated Bylaws were changed to two year from one year. If a board member gets reelected, they have the opportunity to take on the new position, but it is not required.

The Bylaws Committee needs to address what happens when a current vice-president's term is up.

Board of Director nominees are: Laurie Fontana, Ken Pruett, Anna DeMoss, Kim Mitchell and Roy Thompson.

TAFAC REPORT

Bobby Crisp has nothing to report. No communication regarding meeting. He will talk to Sam Henderson about becoming our TAFAC representative.

Designation References from Board Members

As chairman of the board, Bobby Crisp does not feel it is appropriate for him or any board member to write designation reference letters for members.

Laurie Fontana made a motion that Board members should no longer be allowed to write the recommendation letters for members seeking a designation. Curt Myrick seconded. All in favor. Motion carried.

Measurement Standards

Pam Teel stated that she and Laurie Fontana worked as an ad hoc committee to come up with a recommendation to bring to TALCB. They recommend that Laurie Fontana attend the next available TALCB meeting and present that ATA is in support of the adoption of a standard of measurement to be utilized for appraising single family residences. At a minimum, ANSI should be considered by the State. Beyond that, Pam and Laurie recommend that ATA partner with the State to draft a Texas measurement standard. Kentucky and other states have adopted ANSI as a measurement standard.

After much discussion, Pam Teel made a motion that Laurie Fontana be able to open a conversation with the State regarding a potential standard of measurement for single family residences in the State of Texas. Steve Kahane seconded the motion. Vote eight ayes, one nay. Motion carried.

Bryan Reynolds has been asked to serve on a committee for the ANSI guide. Current guide is dated 2013. New guide in 2020.

Standards for Evaluation

The Appraisal Standards Board is considering the creation of standards for Evaluations. Bobby Crisp believes any time an Appraiser comes up with an opinion, it is an appraisal. The ASB could consider moving forward with a discussion draft later this year. It is unknown if ATA will have representative at the next ASB meeting.

September and December Newsletter Submissions Volunteers

Steve Kahane will write one. Greg Stevens could possibly write one on the statute of limitations.

Other New Business

Date and Time of next meeting

February 21, 2020, New Braunfels

Executive Session

Compensation – Chairman and Executive Director

No record of motions to adjourn.

Meeting over at approximately 11:15

RESPECTFULLY SUBMITTED,

Cathy L. Harper, ATA Secretary