

# **ASSOCIATION OF TEXAS APPRAISERS**

## **MINUTES – MORNING SESSION**

### **BOARD OF DIRECTORS**

**AUGUST 14, 2015**

President, Bobby Crisp called the meeting to order at 9:07 a.m. at the Omni Hotel in San Antonio, Texas. Roll call of Directors was then conducted by Secretary, Mava Jalufka. All Directors were present at that time: President, Bobby Crisp, Vice-President, Dennis Crawford, Secretary, Mava Jalufka, Treasurer, Ace “Curt” Myrick, Andy Arledge, AnnA DeMoss, Diana T. Jacob, David McInturff, Bobby Shafer, Past President Arturo Palacios and Executive Director, Teresa Y. Walker. Stacey Cartwright was noted as a visitor.

President, Bobby Crisp then asked for the approval of the minutes from the previous Board meeting from February 20, 2015. Bobby Shafer made a motion that the minutes be approved as written. The motion was seconded by Andy Arledge. The motion passed.

#### **FINANCIAL**

President, Bobby Crisp called upon Curt Myrick for the financial report. The cash in the bank is \$30,175.73 with the CD being \$5,441.35 bringing the total cash on hand at the time of this meeting to \$35,617.08. It was noted that none of this weekends’ expenses have been paid or reflected in these amounts.

Andy Arledge conducted the audit and reported that all is well and in order.

The proposed budget was discussed, noting that materials are going up because of USPAP. Some items will be addressed later at the General Membership meeting and will be voted on at the afternoon Board of Directors meeting. Arturo opened discussion on outlying meetings asking if free venues are helping the budget, which, of course, it does. Past meetings in McAllen and Abilene were discussed. Teresa explained that the smaller meetings generally cost less than \$3,000 per event with the larger venues costing more because expectations are higher from the membership. This particular event, being our 10<sup>th</sup> Anniversary celebration, will cost approximately \$25,000. However, the normal costs of the Annual and Mid-Year meetings usually cost between \$10k-\$15k with money being put into the bank. Diana also noted that the Regional Meetings are more personal and cost effective.

Teresa requested permission to send out dues statements. Diana Jacobs made a motion that the dues statements be sent out and Dennis Crawford seconded the motion. Motion passed unanimously.

#### **OLD BUSINESS:**

##### **Membership & Designations**

Teresa Walker reported that as of August 12, 2015, we have 347 members that is a 13% increase since February. There are currently 76 members having Designations with 1 Licensed, 54 Residential Designations and 21 General Designations.

There was no other old business

## **NEW BUSINESS:**

Proposed By-laws changes: The area of proposed changes in reference to the position of the Chairman of the Board was discussed with the topic being tabled until the afternoon meeting.

Future course topics were discussed next. Bobby Crisp said that John Dingman currently has a course on Home Measurement Basics that we may want to consider for a future class, being an 8 hour class. It is currently proposed for Sept. 26 in Dallas. Another course topic to be considered is "Overview of Common Appraisal Errors". This is a course that needs to be developed. "New NAR Code of Ethics for Appraisers" is yet another hot topic. NAR has always had a rule that Appraisers should take an NAR Code of Ethics class but is now being enforced. The class is exclusively for Appraisers. ATA may need to consider offering this course.

It was noted that TALCB will be able to start teaching courses as of Jan. 1, 2016. Anna DeMoss voiced concern over the way TALCB teaches courses and to possibly see if teaching materials could be obtained with one of our instructors presenting the material.

Upcoming meetings are: Dallas/Ft.Worth on September 25 & 26; El Paso – to be determined; New Braunfels on February 19 & 20, 2016; Rio Grande Valley & West Texas – to be determined; Houston in June 2016; Austin in August 2016 and Dallas/Ft.Worth in September 2016 in addition to any needed USPAP classes.

Bobby said he has received an email from Instructor Tim Anderson. Tim has written 2 new courses since February 2015. He agreed to work with ATA if they wanted to present these courses to the membership. The courses are "Does your Workfile Protect You?" and the second course is "Collateral Underwriter-Not as Evil as You Thought". Bobby Crisp pointed out that we have actually had both of these courses, just that Tim presents the information differently. Tim is now into writing classes which could be valuable in the future.

Bobby Crisp has been contacted by folks in El Paso, asking ATA to bring classes to that area. It is quite possible that people from New Mexico will attend and there is always the possibility of increasing membership. Response is expected to be overwhelming because of the current lack of "live" classes being presented in the area. The El Paso Board of Realtors has agreed to allow ATA the use of their conference room. The earliest dates to bring classes to *El Paso* would be January 2016. Bobby Crisp recognized a consensus of the Board to bring classes to El Paso. Proposed classes are: Friday – Overview of Common Appraisal Errors and on Saturday – USPAP update.

Proposed classes for the *New Braunfels* meeting on February 19 & 20 are: Friday morning-TREC Legal and possibly Appraisal Legal; Friday afternoon-Overview of Common Appraisal Errors and Saturday-7 hour USPAP. Proposed classes for the *Rio Grande/South Padre Island/Laredo* in April 2016, the *West Texas/Abilene* Area in May 2016 and the *Houston* Area in June 2016 are: Friday afternoon-Overview of Common Appraisal Errors and on Saturday-USPAP update.

The annual *Austin* (August 2016) and the *Dallas/Ft.Worth* (Sept. 2016) meetings are tabled until the February 2016 meeting.

Bobby Crisp mentioned that many ATA members have requested a course that would coincide with the ABC program offered to appraisers. He has started writing this course, much like the program given by Peter Christenson. The course would consist of various appraisal methods and pertinent topics. He wants to get this course approved for a 4-hour class. The next topic presented for discussion was the offering of the 15 hour USPAP courses during the past year and should it be continued. Attendance for the first class was 8 students and 5 for the second class held. A motion was made to discontinue the 15-hour course for one year, which failed. Advertising consisted of Teresa emailing all those who were on the trainee and disciplined lists, which is public information. The only other provider of the live, 15 hours USPAP is Champions who currently charge \$199 for the class. It was mentioned that offering this class in the beginning was ATA's way of reaching out and helping the appraiser without regards if we make money on the class or not. It takes 5 attendees to break even, less than that is a money losing proposition.

Andy Arledge made a motion to offer the 15 hour USPAP course "ala carte" or on an as needed basis. A second was made by Mava Jalufka. The motion carried.

We took a short break at 10:27a.m.; the meeting reconvened at 10:34 a.m.

#### **TAFAC UPDATE:**

Diana Jacob distributed handouts to each Director outlining activities of TAFAC since the last meeting. She mentioned highlights are much like the topics which the Board has previously discussed concerning education and topics.

Bobby Crisp thanked Arturo Palacios for keeping the Directors informed via email traffic as to changes in the industry.

Bobby also revealed that he had signed a "Statement of Support" representing the ATA stating that USPAP should be the sole standard by which Appraisers should follow. Bobby wanted to assure everyone that he did not take the responsibility lightly and that it was a mutual decision agreed upon with Diana Jacob and Dennis Crawford after in depth discussion. Immediate action was necessary due to the important nature of the matter.

#### **OUTSTANDING SERVICE AWARDS:**

Bobby Crisp announced that Eddie Garces won this award but has to be presented with it because he didn't attend the Rio Grande meeting. Therefore, he will be presented the award this afternoon during the break. Eddie is also in the running for the ATA Appraiser of the Year to be presented tonight at the Banquet.

Bobby also commented that there have only been 2 recipients since the inception of the Pospisil Scholarship plus there will be two announced tonight at the Banquet. Bobby encouraged everyone to submit applications to take advantage of the Scholarship.

Bobby announced that the ATA has been approached to participate in the Anow Partnership which is similar to the program we currently have with Alamode. Anow is a business management company. This topic was tabled until the February meeting.

## **NETWORK OF STATE COALITIONS & ORGANIZATIONS:**

Bobby has been contacted by an individual named Peter Gallow who has put together a group of State organizations and coalitions and written a letter to the Foundation concerning issues and has approached Bobby if the ATA would be willing to join this group. Next “in-person” meeting in October 2015. Diana Jacob suggested we decline at this time and then made that into a motion. The motion was seconded by Mava Jalufka and the motion carried unanimously.

## **ITEMS OF DISCUSSION:**

As presented to Bobby Crisp by Arturo Palacios:

1). Director Term limitations: previously discussed and is currently in the by-laws; 4). Chairman of the Board outline of rules, term, etc. which has also been previously discussed and is officially in the by-laws; 7). Consider having representation from each of the 6 or 7 regions in the state. It is not really possible at this particular time due to lack of representation and membership from the individual regions, however, it is a possibility as membership grows; 8). Proposed to have the different levels of licensing represented on the Board, having at least one of each from the General, Residential Certified and Residential Licensing categories. Again, due to membership restrictions, this isn't entirely feasible at this point. 9). to encourage current USPAP instructors to sponsor new teachers, however, this would have to be on a volunteer basis per each instructor's willingness & availability. 2). Possible restriction about having more than one person from any given office serving on the Board at once to avoid collusion of individuals before actual Board meeting – the Board discussed and observed that individuals in this situation and on the Board would actually be minorities in the voting process both on the Board and with overall membership. However, Andy Arledge suggested that this particular topic be tabled until the next meeting; 3). Suggested an Alternate Board Member in the event a current Director needed to step down for whatever reason, they would attend all Board meetings to be current on all events but not be able to vote. Bobby Crisp said this would require a by-law change. After much discussion, Diana Jacob made a motion to amend the by-laws to add an alternate who would serve in that capacity for a one year term with the remainder of the details to be defined in the by-laws. The motion was seconded by Bobby Shafer. The motion carried. 7). Begin having a discussion about acquiring a full time Executive Director. Bobby Crisp stated that Teresa Walker is vital to the ATA and would/could not be replaced. As she is also vital to the other organizations she serves, Bobby said he highly doubts that the ATA could entice her to actually become a full time Executive Director. The possibility of obtaining a Marketing Director was also discussed.

Teresa asked for volunteers to write articles for the upcoming ATA Connections. Diana Jacob volunteered for the September issue and Andy Arledge and Arturo Palacios both volunteered to write articles for the December issue.

Bobby Crisp announced the evening program: Reception @ 5:30, Dinner @ 6 that will include the Awards Presentation, give out the Scholarships, award the Appraiser Outstanding Service Award, recognizing the outgoing Directors and install the new Directors with a dance to follow.

The Appraisal Summit & Expo will be held on November 18-20 in Las Vegas at Planet Hollywood. The fee for ATA Board Members is \$325.

**CHAIRMAN OF THE BOARD** – At this time, Vice-President Dennis Crawford took over the meeting due to the personal content of the topic for Bobby Crisp. Dennis noted that the by-laws have been officially amended and the details of the office are now outlined in the by-laws. Andy Arledge made a motion to appoint Bobby Crisp as Chairman of the Board. Diana Jacob seconded the motion and the motion passed unanimously. Under the by-laws, Bobby will resign from the Board to assume his new position.

Compensation for the Chairman of the Board was discussed. The budget came under scrutiny and was reviewed to see what was affordable to pay Bobby. A motion was made to pay the Chairman of the Board \$1,000 per month, the motion failed. Andy Arledge made a motion to pay the Chairman of the Board \$500 per month. The motion was seconded by Dennis Crawford. The motion passed. The budget will be amended to reflect this change.

The next item for discussion was the Executive Directors salary. She is currently making \$1,600 per month. After much discussion, the Directors agreed to increase her salary to \$2,000 per month. The motion was put forth by Andy Arledge and was seconded by Mava Jalufka. The motion carried.

To end the New Business portion of the meeting, Andy Arledge discussed current Legislation and how it affects Appraisers. He feels we need to have a representative to represent Appraisers at the State level.

Bobby Shafer moved to adjourn the meeting. Diana Jacob seconded the motion. The meeting adjourned at 11:43 a.m.

Recorded by:

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

Mava Jalufka  
Secretary