

# Newsletter

## ***Harford County Association of REALTORS®***

Vol. 1, Issue 1

October 18, 2019

### **2018-2019 Wrap Up Message – Sandy Smith, Immediate Past President**

Oct. 1, 2018 - Sept. 30, 2019 was a year filled with growth for the Association. The YPN finalized their mission and goals and are well on their way, bringing energy, commitment and a heart of service to our Association.

Our Affiliate-sponsored Guest Bartender Event was a huge success raising funds for the Association's Charitable and Educational Foundation. I hope you'll join in the fun again this year on October 24th.

In 2018, for the first time in the history of the Association, we achieved the RPAC Triple Crown Award. In 2019, we held our first ever RPAC Bowling event which raised money, increased awareness and garnered participation in RPAC.

A wonderful Fair Housing Art Contest was held with more participants than ever before. Our Harford County art submission from Humberto Briceno was awarded 1st place at the State Level. This event helps define the importance of Fair Housing in our industry and lays the foundation of the REALTOR® platform. If you haven't ever taken part in this event, I'd encourage you to do so.

This June, we celebrated another REALTOR® Care Day with about 30 volunteers coming together at the Harford Family House to landscape and refresh their playground area. A huge thanks to all that took part. We are able to have such a profound impact on the lives of others when we all volunteer our talents.

I'm proud to report that we are now in full renovation mode at the Association office. We will be hosting a Member Appreciation Week to invite you all in to see the improvements and to show our appreciation for your membership and service to our profession.

It was my honor and privilege to serve as your President. Thank You. Sandy Smith

### **Message to the Members – George B. Hall, President**

I would like to thank the members of the Harford County Association of Realtors for the opportunity to serve as your 2019-2020 President. I am looking forward to working with the new Board of Directors and would like to thank those members whose term expired at the end of September. I believe we are going to have a progressive year and would like to encourage involvement from our members.

There are several new changes happening at the association, one of which has already taken place with the recent hiring of the new Association Executive, Kathy McFadden. Another change is the much-needed renovation of the office. Everyone has been very patient and understanding with the necessary closures during the various phases of construction. We can see the light at the end of the tunnel! Finally, we are eagerly anticipating an overhaul of the association website along with a more active social media presence as well as a quarterly association newsletter that will be circulated to the membership starting in October.

The committee appointments have taken place, but there is always room for additional members to sign up. The association is committee driven and your participation is vital.

By now you should have received your dues notice and we encourage you to pay before the October 31st deadline. The association is here to serve you so you can thrive in your business.

Please reach out to me or the association staff if you have any comments or questions.

Warm regards, George B. Hall, President

### **State of the Association – Kathy McFadden, Chief Executive Officer**

First and foremost, I want to thank the board, members, staff, partners and affiliates for such a warm welcome as the new CEO of the association. I have been here almost three months and it has gone by at warp speed! I have had the pleasure of meeting so many of our members over the past three months. The association office is a buzz of activities almost every day.

### **Installation of Officers**

The installation of officers last month was a major event for the association. Over two hundred people attended the installation of President George B. Hall, Coldwell Banker Residential Brokerage, on September 17 at Richlin Catering & Event Center. Included in the newsletter is a list of all the officers for 2019-2020 and award winners, plus the press release that was sent to the Aegis. A big thank you to all 2018-2019 Board of Directors, Committee Chairs/Vice Chairs and members.

### **Office Renovations**

If you didn't know, we are in the midst of an office renovation and the completion is in sight. There are a lot of moving parts in trying to renovate an office that has educational sessions and committee meetings on a weekly basis. With hundreds of people moving through our office weekly, it takes a great deal of coordination in scheduling office closures during critical phases of the construction project. The members and staff have been extraordinarily flexible throughout this process, and I thank you for your patience. Also, a big thank you to Immediate Past President, Sandy Smith, for her time and talents as the "project manager" on this undertaking. Having come in at the tail end of the project, I can appreciate how much work has been done to move this project

forward. *Coming soon...*a notice to come and visit our newly renovated association office.

### **Communications**

I am truly amazed at how much continuing education a realtor is required to take to keep their license. I can assure you that the general public is not aware of the rigorous criteria required by law and NAR for REALTORS® to maintain their license.

Speaking of the general public, one of my goals is to work with the Marketing and Communications Committee in reaching out to the local news media outlets to apprise them of all the good deeds this association does for the community on a regular basis. This is not about being boastful but about engaging with the public on how much we care about our county. If anyone has a personal connection to the area editors or reporters, please contact me. I would greatly appreciate the information.

The association is in the process of overhauling the website. The website will be much easier for members and visitors to navigate. Our goal is to provide relevant and timely information. Along with updating the website, we will add additional social media venues. Connecting with our members is important, and that means tapping into all the various resources.

### **Volunteers/Committees**

There is an abundance of talent on all 22 association committees. Are you aware that there are 210 positions that make up the committee roster? In many cases, there are members who signed up and were appointed to two or three committees. Hundreds and hundreds of hours are dedicated to the betterment of our association. The President and CEO are ex-officio of each committee, plus at least one or two association staff are assigned as the liaison to the committee. Please don't hesitate to contact us if we can be of assistance. It's never too late to join a committee.

### **Partners and Affiliates**

Our Partners and Affiliates play an important part in the success of our organization. They are very generous with their financial support and participation. When you are doing your business, please consider using theirs!

### **Leadership Training**

On October 9th, Chuck Kasky, CEO of Maryland REALTORS® spent the day training the association leadership (Board of Directors, Committee Chairs and Vice Chairs) and staff on all aspects of conducting a general committee meeting. The training also included various legalities of the operations for association board meetings and events. It is essential for our volunteer leaders and staff to have the right tools to perform their responsibilities successfully for the members.

Thank you for your continued support, and I encourage all members to get involved with the association. It has a direct impact on your livelihood.

### **Association Operations and Events – Laura Metz, Director of Operations**

#### **DUES**

Fall brings cooler temperatures, pumpkin spice everything, and membership renewals! Dues Season is upon us! REALTOR® Members - pay dues during the month of October to renew your REALTOR® membership. This applies to ALL REALTORS®. On November 1, 2019, a late fee of \$100 will be imposed on any accounts not paid. Affiliate Members – an email is sent to you approximately 1–2 weeks prior to your renewal month with instructions on how to renew. Affiliate members renew in accordance with the month that they joined. Any questions, email [laura.metz@harfordrealtors.com](mailto:laura.metz@harfordrealtors.com).

#### **COMMITTEES**

The 2019-2020 Committee Roster is complete and has been emailed to all committee members. Please be on the lookout for upcoming committee meeting notices. It is important that you attend meetings so decisions can be made. Our committees put together awesome programs and events throughout the year! Which leads me to ...

#### **UPCOMING EVENTS**

Mark your calendar for Thursday, October 24th, from 5:30-7:30 pm at 510 Johnnys in Bel Air for our 3rd Annual Battle of the Brokerages guest bartender event! Last year, we raised \$5,803 for the Harford County Association of REALTORS® Charitable and Educational Foundation! That was a phenomenal accomplishment. Please come out and support your brokerage and help them bring home the trophy!!

On November 21st, the Young Professionals Network (YPN) Committee is planning their 3rd Cornhole Tournament! Registration will take place from 4-5pm, and the tournament will start at 5pm. Check your inbox for further details.

### **Legislative Update – Veronica Rolocut, Government Affairs Director**

REALTORS® Political Action Committee (RPAC) – the RPAC Committee chaired by Veronica St. Clair, worked tirelessly this year by holding its first-ever bowling event and several phone bank events to reach the 2019 NAR RPAC goals. This means “unofficially” (as the award is announced at the end of the first quarter of the following year), the Association is once again a Triple Crown winner. The Triple Crown is an award presented by Maryland REALTORS® to MD associations that reach all three NAR-set RPAC goals - overall total of dollars/number of major investors/percentage of members participating in RPAC. Way to go!

#### **County Legislation**

As you may be aware, in Harford County, REALTORS® are unable to market “in-law” suites known as accessory dwelling units (ADUs) in the industry. ADUs are only able to be built with a waiver based on age or health. For two years, the association has worked with the County Council to develop legislation to change the Harford County code, so that homeowners who invest thousands of dollars making renovations to their home for loved ones, could keep the value of those renovations when it came time to sell. If all goes according to plan, legislation could be introduced some time in November 2019.

### **Mobile Alerts**

Did you know that there are more than 212,000 REALTOR Party Mobile Alert subscribers nationwide! Currently, NAR is running a \$250 Amazon gift card contest to get even more subscribers. Anyone that signs up for RPMA between October 1- November 30, 2019 will be entered to win the gift card. Signing up is easy, just text REALTOR to 30644 or press CTRL and click on [realtorparty.realtor/rpma](http://realtorparty.realtor/rpma).

### **Legislative Breakfast**

The annual legislative breakfast, called Coffee Talk, was held on October 15th. Over 50 members along with 16 legislators and VIPs were in attendance. Real estate industry and real property issues from clean water in the Susquehanna River to how funding the Kirwan Commission recommendations could impact affordable housing were discussed. After two years of working with the Harford County Council, it was announced that legislation to allow REALTORS® to market “in-law suites” in Harford County would be introduced by Councilman Chad Shrodes in early November. We will be alerting our members to attend this meeting in support of the legislation as soon as the specific date is released.

### **Education Update – Latipha Silver, Director of Education**

It is the goal of the Association to offer quality Continuing Education (CE) class, designation and certificate programs, and non-continuing education programs and events with the goal of upgrading professionalism and knowledge of the real estate business.

### **Increasing Class Size**

As the Director of Education, I’m proud to report that we’re doing exceptionally well in the Education Department. I’m happy to inform you that all classes we offer are very well attended. We have increased the class capacity to 40 attendees allowing more members opportunities to attend their desired classes.

### **Number of Classes and Attendance**

This quarter we hosted an average of 22 required and elective classes which averaged out to about 670 attendees. We also offered a host of Sharper Professional Courses, and Designation & Certification courses that included: Accredited Buyer’s

Representative (ABR), Pricing Strategies Advisor (PSA), and Housing Opportunity Certification (HOC) twice. We will offer at least two more Certification courses before the end of 2019 that will include; Sellers Representative Specialist (SRS), and Housing Opportunity Certification (HOC). All required CE for 2020 has been confirmed and scheduled through September 2020, and all Electives Classes through April 2020. We will continue striving to offer exceptional education opportunities to our members. We look forward to another great year!

**FOR IMMEDIATE RELEASE**

October 1, 2019

**CONTACT INFORMATION:**

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**ANNUAL MEETING OF THE HARFORD COUNTY ASSOCIATION OF  
REALTORS® ELECTS NEW OFFICERS**

The Harford County Association of REALTORS® installed their 2019-2020 officers on September 17th at their annual meeting.

George B. Hall, Coldwell Banker Residential Brokerage, was installed as the 2019-2020 President. Other officers installed: President Elect - Chris Drewer, Advance Realty; Vice President - Heather Schafer Adkins, Joan Ryder & Associates Real Estate; Secretary/Treasurer – Linda Greco Rich, Exit Preferred Realty; Immediate Past President – Sandy Smith, RE/MAX American Dream. Additional Board of Directors: Jackie Barbieri, Long & Foster Real Estate; Paula Diggs Smith, Coldwell Banker Residential Brokerage; Donna Spare, RE/MAX First Choice; Al Samm, Old Line Bank; Sandra Hopkins, Keller Williams American Premier Realty; Pat Lane, Long & Foster Real Estate, Inc.; Julie King-Schulz, RE/MAX Components; Margie Sturgill, Cummings and Company; Tracey Tenckhoff, Revol Real Estate. Outgoing Directors Kevin Barnaba, Dennis Bolen, and Deb Hutson, were recognized for their service on the Board.

Harford County Executive Barry Glassman, County Council President Pat Vincenti, and MD State Senator Jason Gallion helped recognize Marian Staab, Berkshire

Hathaway HomeServices Home Sale Realty, as our 2019 REALTOR® of the Year and Dennis Bolen, Coldwell Banker Residential Brokerage, as our 2019 REALTOR® Community Service Award recipient. Other Award recipients were Betty Wilson, Front Door Title, as our 2019 Affiliate of the Year, and Donna Spare, RE/MAX First Choice, as our 2019 REmarkable REALTOR® of the Year. Sandy Smith presented Chris Drewer, Advance Realty, with the President's Award.

Serving our members and the community since 1960! The Harford County Association of REALTORS® exists to provide the best available services, programs and education for our members to become and remain top professional real estate practitioners so they may serve their clients with the highest ethical standards and professional service they deserve.

### END ###

**Board of Directors:**

President (9/30/2020)

George B. Hall, Coldwell Banker Residential Brokerage

President Elect (9/30/2020)

Chris Drewer, Advance Realty

Vice President (9/30/2020)

Heather Schafer Adkins, Joan Ryder & Associates Real Estate

Secretary/Treasurer (9/30/2020)

Linda Rich, Exit Preferred Realty

Immed. Past President (9/30/2020)

Sandy Smith, RE/MAX American Dream

Director (9/30/2020)

Jackie Barbieri, Long & Foster Real Estate

Director (9/30/2021)

Sandra Hopkins, Keller Williams American Premier Realty

Director (9/30/2020)

Patricia Lane, Long & Foster Real Estate

Director (9/30/2020)

Paula Diggs Smith, Coldwell Banker Residential Brokerage

Director (9/30/2022)

Donna Spare, RE/MAX First Choice

Director (9/30/2020)

Margie Sturgill, Cummings & Co.

Ex-Officio Director (12/31/2019)

WCR President, Julie King-Schulz, RE/MAX Components

Ex-officio Director (5/30/2020)

MDREA President, Tracey Tenckhoff, Revol Real Estate

Affiliate Director (9/30/2020), Al Samm, Old Line Bank

Chief Executive Officer, Kathy J. McFadden, Harford County Association of REALTORS®