GABB General Membership Meeting Minutes
Tuesday, March 31, 2015 10:30 a.m.
South Terraces Conference Center

**Call to Order**
Greg DeFoor, President

**Recognition of Meeting Sponsor:** Chris Fonzi, Logic Environmental. Chris highlighted the fact that his business does a lot of work for SBA lenders throughout the Southeast. He reminded members to consider calling him early in the sales process to prevent potential problems with the sale.

**Recognition of Platinum Meeting Sponsors:**
Sarah Wheeler of the law firm Moore & Reese
Chris Fonzi of Logic Environmental
Cheryl Beer of The Piedmont Bank.

**Introduction of guests:** 14 present
**General membership and affiliates:** Approximately 33 attendees

**Introduction of Guest Speaker:** Lennie Shewmaker, the Georgia Governmental Affairs Director of the Atlanta Commercial Board of REALTORS®

**Speaker Overview:** Lennie highlighted that she “represents 7500 members of shared boards” and that she is the “translator for the state lobbyists in DC.”

- Advocacy and Lobbying: Protecting and defending our business.

- **Who gets a say?**
  - Grassroots
  - Media
  - Money
  - Lobbying-Membership

- **The most impactful things happening to our business is local**
  - Most recently issued state law that said you did not need an individual license per jurisdiction
  - Johnny Isakson is a champion for real estate

- **Realtor Political Action Committee**
  - #1 direct donor to candidates since 2010

- **Realtor Party Activity**
1 million members strong

Current Policy Issues
  - Federal
    - Net Neutrality
    - Real Estate Lending Policy
      - Mortgage interest deduction
      - Commercial lending
    - Protecting 1031 exchanges
  - Georgia Current Policy Issues
    - Unauthorized practice of law
    - Financing of solar technology
    - First Time homebuyers savings accounts
    - Permit real estate funds to be held in federally insured accounts
  - Metro Atlanta
    - Commercial building efficiency ordinance
    - Transportation
    - Code enforcement policy
    - Office of buildings and permitting
  - DeKalb County
    - Permit fee increase
    - Fiscal oversight
  - Dunwoody
    - Building code amendment

General Discussion Items:

Greg DeFoor, President

☑ Motioned and approved meeting minutes from February 24, 2015.

☑ Awarded Charles Jay with the 2014 Lifetime Achievement Award since he was not able to attend the 2014 Christmas party.

☑ Noted that the Securities and Exchange Committee (SEC) has a proposal update that would exempt licensing on an M&A deal as a business broker unless you held money for transaction. Greg sent comments on behalf of GABB in support of this ruling.

☑ Highlighted that we would increase networking time from 9:30-10:30 prior to meetings beginning in May.

☑ Reviewed that we would be changing format of May-July meetings to be more transaction related. The May case study will benefit the broker.
✓ Suggested usage of both Genius Scan and Sperry – converts Outlook emails to PDF files

✓ Encouraged networking among members after meetings by having lunch. Noted that “sharing knowledge is powerful.”

Marla Brown, Secretary

Reminded membership of Spring Conference, April 28 at the Georgia Institute of Real Estate. The sessions will include: 1) Objections to listing sales contracts; 2) Pricing a business to sell. Instructor is Russ Bieber from Murphy Business, CBI, BCI, IBBA. Conference time is 8-5 and registration fee is $149 members and $199 non-members. IBBA and Real Estate credits will be issued to attendees.