

**MEETING OF OCTOBER 23, 2007**  
**Minutes of Meeting of Oct. 16, 2007**

- President Freddy Walter presided over the meeting.
- Larry LeBlanc offered the invocation.
- Bill Scruggs led the Club in the Pledge of Allegiance.
- Thanks to Conrad Welker and James Duncan for serving as our Greeters today.
- Kris King welcomed guests including:

Harold Nicholson was a guest of Johnny Stevens.

Denise Marshall was a guest of Ric Corts.

Jonnie Ray was a guest of Bob Riley.

Chris Martin was a guest of Dan Kibodeaux.

**ANNOUNCEMENTS**

Freddy announced that Charles Short, who has been very active in the Area Development Partnership and other community events died recently.

Conrad Welker announced that David Thoms' father died this week.

Freddy reminded members to mark **the date of December 11 for the Christmas party.** Details will follow. He also reminded members that the club will feature **a Bake Sale on the first Tuesday in November.** Members are encouraged to bake a cake and bring it for sale that day. Proceeds will go to the Rotary Foundation.

**LAST WEEK'S PROGRAM**

Kris King introduced Stephanie Mayfield, Director of Sales for Bellegrass. Stephanie distributed information on a new residential and commercial development under construction near Old Highway 24 and Highway 589. The development will consist

of 347 lots in Phase One. When completely built out the project will have almost 1,000 residential lots. Of the 347 lots in Phase One, 210 have already been sold. Anyone interested in the development is encouraged to contact Stephanie at [Stephanie@bellgrass.com](mailto:Stephanie@bellgrass.com) or call (601) 329-9717.

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Kris then introduced Ric Corts for part two of today's program.

Ric presented a number of slides informing members of the differences in the U.S. housing market and the Hattiesburg area housing market. He reported that 2005 was the best year ever nationwide for house sales. 2006 was the third best year on record and he predicts that 2007 will be the 5<sup>th</sup> best year in U.S. home sales history. Nationally, the residential sales in the southern region of the country are down 12 percent thus far this year. However, sales in the Hattiesburg market are down only 1 percent from sales last year.

In 2006 1,435 homes were sold in the Hattiesburg market. Thus far in 2007 1,413 have been sold. The average selling price for the Hattiesburg market is currently \$157,771 compared to \$156,930 last year. Ric reports that most of the homes selling this year have sold very close to the listing price. Homes priced correctly and in good shape will generally bring close to the asking price according to Ric.

One area that is of concern to the housing industry locally is the high number of homes that are now on the market. In 2006 2,575 homes were actively listed through the MLS. As of this date 3,355 homes are on the market, representing a 30 percent increase in inventory. Ric also reports that of the 1,156 homes remaining on the inventory list that 302 of those are new homes. Only 32 of the



personally involved in, those which have been a life-changing experience for you and for those helped by the project.

4) *People give to people.* When Rotarians contribute to our Rotary Foundation, they are supporting the programs and projects identified, developed and managed by their fellow Rotarians throughout the world. Other charitable organizations do not inspire their members or donors to participate in both giving and the decision-making on how their contributions are spent. This is unique only unto Rotary. Encourage Rotarians to get involved in their Rotary Foundation. Involved Rotarians, remain Rotarians for life.

5) *Fundraising is about needs, not achievements.* While we talk often of setting Annual Programs Fund Goals, achieving a US\$100 per capita or more, or achieving 100% participation in *Every Rotarian, Every Year*, the real goal is identifying a need and then taking the necessary actions to fulfill that need – and just making the world a better place today than it was yesterday.

6) *Realizing that there are more needs in the world than we can fulfill but we can make a difference.* Sadly, we could never fulfill every need that is out there, but if we don't continue to encourage *Every Rotarian* to contribute *Every Year*, we won't accomplish anything. Through our collective contributions to The Rotary Foundation, we continually find meaningful ways to help others.

7) *Share the Foundation message with every Rotary club.* Make every effort to work with other senior leaders, district governors, district governors-elect, district Rotary Foundation chairs, annual giving subcommittee chairs, permanent fund chairs, to ensure that every Rotary club contributes something to the Foundation. In 2004-2005, there were nearly 8,000 Rotary clubs who did not contribute to the Foundation. Look to see how many noncontributing clubs you had in your zone(s). Find out the reasons why. Do they really know what The Rotary Foundation is all about?

8) *Share the messages with The Rotary Foundation.* We appreciate the fundraising ideas you give us to share with others on our website and in our publications. One great idea can generate ten more. We take your suggestions seriously. We can't always put them into action as quickly as we would like, but they are not forgotten. Keep those ideas coming.

The success of our Foundation programs depends on the work we do to increase awareness and educate the Rotarians in our zones, districts and clubs about The Rotary Foundation. You are the lead fundraiser in your Zone. You attained that position within the Foundation because you care.

**Editor: Gary Garner**