

the B O T T O M line

MORTGAGE BANKERS
ASSOCIATION OF THE CAROLINAS, INC.

Volume XXVII, No. 4

August, 2006

MBAC members can "Sail Away" to a tropical island paradise during the 51st Annual Convention September 7, 8, and 9, at the Hilton Head Marriott Beach and Golf Resort.

Convention registration opens at 10 a.m. on Thursday. The Local President's Council will meet from 9:30 a.m. to 12:30 p.m. A four-credit-hour Continuing Education course on the Self-Employed

Borrower, conducted by MaryKay Scully of Genworth Mortgage Insurance, will run from 1 to 5 p.m.

There will be a private reception for members of the MAC-PAC Chairman's Club, at 5:30 p.m., followed by a cocktail reception for all attendees at 6:30 p.m. Dinner is on your own.

Steve Gilliland, one of the top-rated speakers in the country, will inspire and uplift members at the Scholarship and Recognition Breakfast Friday morning. David Berson, Vice President and Chief Economist for Fannie Mae, will

present an outlook on the housing and mortgage markets in 2007, at the annual business meeting. MBA Chairman Regina Lowrie will then present "MBA At the Helm".

The golf and tennis tournaments, the Snag 'N Drag fishing tournament and a sailboat cruise, will be offered in the afternoon, followed by a cocktail reception and a luau,

complete with hula and fire sword dancers. The new MBAC officers and directors will be installed, and the annual awards presented.

Dress for the luau is island casual.



Sail Away

**51st Annual
Convention
Sept. 7-9, 2006**

The convention will conclude Saturday with a breakfast meeting of the new MBAC Board of Directors and Committee chairs.

Registration packets have been mailed. If you have not received yours or need additional forms, contact the MBAC office at (704) 552-2860.

President's Message



Eugene H. Gaulin

The 1960s were a phenomenal decade. One of the most enduring aspects of that period in our history was the music that poured out of radio stations, in clubs, and from outdoor concerts, all over the country. The music was actually a reflection of a "revolution", of sorts, which drove young people to speak out with their ideas. The music also was a binding force which linked young people together.

A most popular song recorded in 1966, "Light My Fire" by The Doors, is still played in college bars and classic rock and roll radio stations to this day. The song, at its core, is a lament. It speaks of a dying love. The singer pleads to his partner to "light my fire"; that is, you are responsible for my happiness, my responsiveness and my ability to love you more.

You may remember a later version of "Light My Fire" recorded by the great guitarist, Jose Feliciano, in 1968. At the end of this version of the song, the singer reaches a crescendo by singing "light my fire" some ten or fifteen times in rapid succession; literally begging his partner to take responsibility for his waning desire and love for her. When the song is finally over, I can imagine the woman saying in response to his plea, "Hey . . . I've got an idea . . . Why don't you light your own damn fire!?!"

The future of the MBAC is totally dependent upon our young members to light their own fires!

This year, as your president, has been an extraordinary experience. Visiting the local associations, performing induction ceremonies, making new friends, and seeing long-time friends has been pure pleasure. I'm amazed at the tremendous community work that we do, the amount of money we raise, and most importantly, the positive difference our members make promoting the mortgage banking industry as a very vital part of the overall economic health in the Carolinas. Thank you for all the support you have given.

The challenge I see for the future of the MBAC is for our younger members and the local associations to assert themselves, not waiting to be asked to participate, nor sitting back waiting their turn, but rather stepping-out, pushing, pulling, and promoting new ways this organization can be refined and improved. Believe it or not, the current leaders of the MBAC want and need feedback and input from everyone, especially younger members.

The MBAC mission and purpose is as sound and relevant as ever. It is: "To unite as an organization of mortgage professionals, creating value for the membership through education, legislative representation, and communication, while promoting the highest level of ethical standards."

Our mission is a worthy and noble cause. We must light our own fire, feed its flame, and conduct our own revolution, of sorts, paving the way for a new generation of leaders to meet the challenges in this ever changing industry.

The Bottom Line

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Convention Speakers Share Wisdom, Inspiration



Gilliland

Steve Gilliland, one of the most sought-after speakers in the country, will present, "Enjoy The Ride", at the Scholarship and Recognition Breakfast Friday morning. By teaching others how to implement his motto, "If you take care of people, the business will follow," Gilliland has joined the exclusive ranks of Certified Speaking Professionals. He is a member of the International Federation of Professional Speakers, and has been recognized by Who's Who for Speakers and Business Professionals. Gilliland speaks to more than 250,000 people annually, and has influenced the lives of millions through his seminars, books, CD's and DVD's.



Berson

David Berson, Vice President and Chief Economist for Fannie Mae, will offer his Outlook for Housing and the Mortgage Markets in 2007, at the annual business meeting on Friday. Berson, who holds a doctorate of philosophy in economics and a master's of public policy from the University of Michigan, is responsible for managing Fannie Mae's economics department, interest rates, housing and mortgage finance markets, and advising Fannie Mae's chairman and senior management team on finance, economic, tax and housing policy issues.



Lowrie

Before joining Fannie Mae, Berson was a senior economist at the U. S. League of Savings Institutions, chief financial economist at Wharton Econometrics, and visiting scholar at the Federal Reserve Bank of Kansas City. His government experience includes staff economist on the Council of Economic Advisors, and positions in the Office of Tax Analysis at the Treasury Department and the Office of the Special Trade Representative.

Regina Lowrie, CMB, MBA Chairwoman and President and CEO of Gateway Funding Diversified Mortgage Services, will discuss, "MBA At the Helm", on Friday, as well.

Lowrie served as Chair of MBA's Residential/ Single-Family Board of Governors (RESBOG) before taking the helm, and has served as a member of the MBA Board of Directors since 1996. She has also served as MORPAC Chair and as a member of MBA's Strategic Planning Group, Audit Committee, State Legislative & Regulatory Committee and Residential Loan Production Committee, and is an MBA Legion Member.

Lowrie founded Gateway in 1994, with seven employees and \$1.5 million in startup capital. The company now has more than 800 employees and 58 offices, serving all of Pennsylvania, Delaware, New Jersey and Maryland, and originates \$2 billion in loans annually.

Talking Numbers - Pac A Punch



by *Rhonda B. Marcum, MAC-PAC Chair*

Those of you who know me, know I appreciate numbers. They're a universal language, a way of explaining, measuring and creating a clear image of "real" things, and the language we use when setting goals. As dates, numbers define when a mission is to be achieved. As monetary measures, they define our profitability, a major measure of success, and our market share. They convey, in degrees, the temperature of our seasons, and the state of our health. Holidays, the birth of our children, whether a cake turns out, or a golf game is won, all involve numbers. We identify our legislative bills with numbers and use numbers to measure our salaries, and compensation packages.

MAC-PAC goals are expressed in dollars, contributed by a number of people, concerned about numbered bills, that provide compensation for our lobbyists, all measured in or represented by, numbers.

Our goal for MAC-PAC contributions this year is \$55,000 with a stretch goal of \$65,000.

As of July 25, we had received \$41,072, \$13,928 short of our base goal of \$55,000 and \$23,928 short of our stretch goal. As I examined the real measure of what MAC-PAC has achieved as of that date, and

looked at a calendar showing 72 more days before the Convention in Hilton Head, I initially panicked. Now panic is not a real measure, only an emotional response and a terrible response to anything. Reason prevailed and I set about contacting each local association to ask for an update on their progress toward meeting the base and stretch goals each had established last fall.

Within minutes of my first emails, my phone rang and updates began arriving. Within a few days most of the associations had responded. I began to sleep better at night. You have demonstrated that you understand this is a team effort, that we all benefit from reaching our sizable goals, that you understand the numbers you set as your goals and have plans in place to make the numbers total our combined goals.

We understand the language of numbers. Those who have not yet contributed, please—write a check, send it MBAC, or to your local MAC-PAC chairperson. Numbers are a real language. Without \$53,000 in MAC-PAC funds, we fall short of what we need to accomplish our most basic goal, which is paying our NC and SC lobbyists. Without \$55,000, we fall short of any money beyond compensation to our lobbyists. We NEED to raise \$65,000 this year to allow us to go into 2007 prepared for the unexpected. Sooner or later, that unexpected will surface and where will we be? Being prepared is also measured in numbers.

Are you prepared for next year? Or the year after? PAC a Punch using numbers. Write a check today.



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NC Licensing Fees To Increase



*By Hank Cunningham, CMB,
North Carolina Legislative Chair*

Senate Bill 2043 will make the following changes to the existing Mortgage Lending Act:

- Increase the cost for initial licensure from \$1000 to \$1250 for a mortgage banker or mortgage broker
- Increase the cost for licensure as a loan officer or limited loan officer from \$50 to \$67.50
- Increase the cost of the initial filing fee for a branch office from \$100 to \$125
- Increase the cost for renewal of a license by a mortgage banker or mortgage from \$500 to \$625
- Increase the cost for renewal of a license for a branch office from \$100 to \$125
- Increase the cost for renewal of a license as a loan officer or limited loan officer from \$50 to \$67.50
- If a mortgage banker or mortgage broker license is not renewed prior to expiration, an additional fee of \$250 shall be assessed. If a loan officer or limited loan officer license is not renewed prior to expiration, an additional fee of \$50 shall be assessed.

Larger increases were initially proposed, but the Commissioner agreed to reduce the request for increase to a cost that supported the existing cost of regulating the industry.

The above increases reflect a cost justified by the budget of the Commissioner of Banks for regulating the mortgage industry. In addition, Senate Bill 2043 authorizes the Office of Commissioner of Banks to participate in the formation and operation of a centralized and automated licensing system and data depository funded by State mortgage regulators and law enforcement agencies. The Commissioner envisions a database funded by multiple states, creating a central database for licensing and renewal of licenses for mortgage bankers, mortgage brokers and individual loan officers.

This bill becomes effective October 1, 2006.

Rosario Named CEO of CP Mortgage, Inc.



Rosario

CP Mortgage, Inc. announced the appointment of George Rosario, Chief Executive Officer of the Charlotte-based firm. Rosario, a former Senior Vice President and Director of Retail Mortgage Lending with Wachovia Mortgage, will be responsible for residential loan originations in both Carolinas. CP Mortgage, Inc. operates offices in Charlotte, NC and Greenville, SC.

In announcing the appointment, CP Mortgage President Linn Miller, CMB, pointed to Rosario's longtime experience, expertise and success in mortgage banking. Rosario has 30 years of mortgage banking experience, is a past president of MBAC and was named Mortgage Banker of the Year in 1987.

In Memoriam

The mortgage banking community lost two of its members recently.

Audrey Lee Hewitt, with Bank of America, passed away in April. Before joining Bank of America, Hewitt worked in mortgage finance for First Union/Capital Markets for nearly a decade.

Tony Misenheimer passed away in June. A native of Salisbury, NC, Misenheimer had a long career in the Commercial Real Estate Division of First Union/Wachovia Bank.

Working together to make
homeownership dreams come true.

Together with our partners, we're working hard to make more homeownership dreams come true in cities and communities across the nation. And to do so, we're committed to developing the financing tools, mortgage options, and technology that will help you meet your changing needs and those of the borrowers you serve. Please contact our local representative, Mac Smith, at (404)398-6101 or mac_smith@fanniemae.com for more information on ways that we can work together.

 **FannieMae.**
www.efanniemae.com

2006-2007 Calendar of Events

2006

August

9

HUD Origination Secrets

Radisson Hotel
Columbia, SC

September

7-9

51st Annual MBAC Convention

Hilton Head Marriott Beach & Golf Resort
Hilton Head Island, SC

October

TBA

Loan Administration/ Servicing Clinic

Charlotte Marriott Executive Park Hotel
Charlotte, NC

22-25

93rd Annual MBA Convention

Chicago, IL

December

6

MBAC Quarterly Board Meeting

Rotunda Building
Charlotte, NC

2007

January

TBA

Fannie Mae/Freddie Mac Workshop

Charlotte Marriott Executive Park Hotel
Charlotte, NC

March

25-27

Single-Family Lenders Educational Conference

Embassy Suites Hotel
Myrtle Beach, SC

Additional educational seminars will be added throughout the year. For information, contact MBAC (704) 552-2860 or view the calendar on www.mbac.org.

Danis Appointed to MBA Board



James H Danis II, CMB, has been appointed to MBA's Residential/ Single-Family Board of Governors (RESBOG), for a three-year term that begins in October.

RESBOG oversees MBA's Loan Administration, Technology, Education, Loan Production, Legal & Regulatory Compliance, State Legislative &

Regulatory and Financial Management Committees.

Danis is Vice President of Residential Mortgage Corporation in Fayetteville, NC, and current President of the Fayetteville Mortgage Bankers Association.

Welcome New Members

The following members have been approved since the last issue of *The Bottom Line*.

MEMBER

(Regular)

1ST METROPOLITAN MORTGAGE

5821 Fairview Rd., Suite 200
Charlotte, NC 28209

(704) 552-0123

(704) 926-6124 (FAX)

Susan Dewar, National Recruiting Manager

Brenda Jarvis, Director, Lender Relations

sdewar@corporate-office.com

bjjarvis@corporate-office.com

FIFTH THIRD BANK/WHOLESALE MORTGAGE

10710 Sikes Pl., Suite 350

Charlotte, NC 28277

(704) 906-5085

(704) 543-9981 (FAX)

Bruce Berry, Regional Sales Manager

bruce.berry@53.com

GATEWAY FINANCIAL MORTGAGE

5623 Duraleigh Rd., Suite 151

Raleigh, NC 27612

(919) 787-7183

(919) 787-7893 (FAX)

Kevin Pack, President

kevinpack@gwfh.com

HOME123 MORTGAGE

193 Broadview Circle

Mooresville, NC 28117

(704) 907-0171

(949) 471-4600 (FAX)

Dave Ferguson, Regional Manager

dave.ferguson@home123.com

HEARTWELL MORTGAGE CORPORATION

7 Davis Keats Drive

Greenville, SC 29607

(864) 286-9849

(864) 286-9942 (FAX)

Rosalie Morgan, Manager

rosaliem@heartwell.com

(Affiliate)

KFORCE-ONSTAFF

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Charlotte, NC 28217

(704) 529-3207

(704) 529-7465 (FAX)

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HIB CONSULTING, LLC

11129 Air Park Road

Ashland, VA 23005

(804) 553-9933

(804) 553-9636 (FAX)

Jeff Brooks, Director, Data Management

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202 W. Firetower Road

Winterville, NC 28590

(252) 754-1622

(800) 873-5796 (FAX)

Clay Waddell, Account Executive

clay@onlineinfoservices.com

SPONSORS

David Cunningham
Cunningham & Company

Karen Irwin
MGIC

Rhonda Marcum
Carolina Mortgage Services

David Cunningham
Cunningham & Company

Ken Pack
SunTrust Mortgage

Lisa Rogers
Triad Guaranty Insurance

Vickie Wilkinson
Wells Fargo

Richard Davis
Wells Fargo

David Alexander
National City Mortgage

Bruce Berry
Fifth Third Bank/Wholesale

Re-instatement

Jason Bohrer, CMB
AIG United Guaranty

Dean Driskill
SunTrust Mortgage

Paul Jaber
First South Bank

Amy Mahar
Credit Suisse

Sail Away • 51st MBAC Annual Convention • September 6-9, 2006 • Hilton Head Marriott Beach and Golf Resort

WEDNESDAY, SEPTEMBER 6, 2006

3:30 – 5:30 p.m. 2006 Directors/Committee Chairmen’s Meeting

THURSDAY, SEPTEMBER 7, 2006

10:00 – 6:00 p.m. Convention Registration & Welcome Gift

9:30 – 12:30 p.m. Local Presidents Council Meeting & Luncheon

1:00 – 5:00 p.m. “Self Employed Borrower” - Continuing Education Course
(4 credit hours approved for NC & SC mortgage bankers/brokers)
Speaker: MaryKay Scully, Director of Customer Education, Best Practices Group,
Genworth Mortgage Insurance, Raleigh, NC

5:00 – 6:00 p.m. MAC-PAC Chairman’s Club Reception – *by invitation*

6:30 – 7:30 p.m. Cocktail Reception - for all Attendees

Dinner on your own

FRIDAY, SEPTEMBER 8, 2006

7:45 – 9:00 a.m. MBAC Scholarship & Recognition Breakfast
Presiding: Lisa Rogers, Chairman, Scholarship and Recognition Committee

“Enjoy The Ride”

Speaker: Steve Gilliland, CEO, Performance Plus Professional Development, Inc., Pittsburgh, PA
Sponsor: PMI Mortgage Insurance Co.

9:00 – 9:15 a.m. Coffee Break
Sponsor: Republic Mortgage Insurance Co.

9:15 – 12:00 noon “Outlook for Housing and the Mortgage Markets in 2007”
Speaker: David W. Berson, Vice President and Chief Economist, Fannie Mae, Washington, DC

“MBA at the Helm”

Speaker: Regina M. Lowrie, MBA Chairman and Chief Executive Officer, Gateway Funding Diversified Mortgage Services, Horsham, PA

Annual Business Meeting

Presiding: Gene Gaulin, MBAC President
Election of Officers/Directors – 2007

12:00 noon Lunch on your own

12:30 p.m. Golf Tournament – Arthur Hills Course at Palmetto Dunes
Host: Mortgage Guaranty Insurance Corp.

Sailboat Cruise – Aboard the Catamaran “Pau Hana”
Host: AIG United Guaranty Residential Insurance Company

11th Annual “Snag & Drag” Fishing Tournament – Shelter Cove Marina –
Harbormaster’s Building
Host: Triad Guaranty Insurance Corp.

1:30 p.m. Tennis Tournament – Palmetto Dunes Tennis Center

7:00 – 8:00 p.m. Cocktail Reception - for all Attendees
Sponsors: Members of NC and SC Land Title Companies

8:00 – 9:00 p.m. Island Luau
Presiding: Gene Gaulin, MBAC President
Honor Roll of Presidents; Installation of Officers and Directors

9:00 – 12:00 a.m. Prince Pele’s Polynesian Revue
Travel with Prince Pele and his Polynesian Revue on a musical journey through the South Pacific Islands. Hang loose and relax in the fun-filled “luau atmosphere.”

SATURDAY, SEPTEMBER 9, 2006

7:00 – 10:00 a.m. Breakfast on your own

9:00 – 11:00 a.m. 2007 MBAC Board of Directors/Committee Chairs Breakfast Meeting
Adjournment

Setting the Standard

Fourth in a series profiling local associations

The Mortgage Lenders Association of Hilton Head has accumulated an impressive three Association of the Year titles by focusing on three key areas: community service, providing value to its membership and positioning itself as the arbiter of professionalism and ethical standards for local mortgage lenders.

The association, which recently celebrated its silver anniversary, currently boasts 31 regular and 30 affiliate members

“We work hard to position the association as the organization you must belong to, if you want to be considered professional,” explains President Larry Florea.

The culture of the association, which is one of cooperation rather than competition, is the result of both intention and circumstance. Hilton Head is a unique, diverse and rapidly changing market. Approximately 40 percent of the homes on the island are owner occupied; another 40 percent are second homes, and the remaining 20 percent are rentals. New construction has boomed over the past decade, bringing more spec homes and rehab housing to the area. All of which require members either to be all things to all borrowers, or feel comfortable referring them to a colleague who offers the product they need.

That cooperative spirit is also reflected in the association’s community service projects and volunteer efforts. Its annual golf tournament raised \$15,000 last year, which was distributed to 17 local charities, including local Boys and Girls Clubs, United Way, the Red Cross, and Habitat for Humanity. The association also supported the local realtor golf tournament last year, which raised \$27,000 for charity, and has partnered with the Board of Realtors for the past seven years, to provide four college scholarships to local high school students.



Association members enjoying the annual harbor cruise in June.

Association members volunteer at local Habitat for Humanity sites, with Boys and Girls Clubs, the Program for Exceptional People (PEP), Hilton Head Heroes, which brings children with terminal illnesses and their families, to Hilton Head for a free vacation, and the Community Development Corporation, which helps low and moderate-income families qualify for first home loans. Association volunteers are also in demand at local middle and high schools, where they provide credit education and counseling programs.

“Our charity and community service projects have had the unexpected benefit of raising the profile and enhancing the image of the association and its members in our area,” says Florea. “That isn’t why we do it, but it has paid off by establishing us as examples of professionalism and ethical standards.”

That has been an important goal for the association since its inception. Each year, it prints and distributes several thousand copies of its membership directory, *Members In Good Standing*, to realtors, builders and attorneys, as a way of recognizing members and promoting high ethical standards and business practices. For 15 years, members have participated in orientation and education classes for new realtors, to teach them what those standards are. Last month, the membership voted to adopt the MBAC membership application, to ensure prospective members meet the highest possible standards,

That kind of recognition is only one of the benefits members enjoy.

“First and foremost, we try very hard to provide top quality programs and speakers, and not just from the local area, to offer a wider perspective,” says Florea. “**And** we make sure the meetings start and end on time.”

The July meeting featured a realtor panel that drew 50 members—a strong turnout in the middle of vacation season. Social events, such as the golf tournament and the annual harbor cruise, are open only to members and their guests, which has been an effective membership inducement.

A Continuing Education seminar that Florea and the Executive Committee hope will draw lenders from as far away as Greenville, and become an annual event, is scheduled for October.

For those who’d like to emulate the association’s success, Florea, who’s serving his second term as President, offers some advice.

“We realized years ago, the secret to success was identifying and developing the next generation of leaders among our members. When we see a member we think has leadership potential, we encourage him or her, to volunteer on a project or committee, and watch how they conduct themselves. We’re always looking for the professional excellence that’s critical in any leader. Keeping an association strong and healthy is an ongoing process. You learn something new and refine it every month.”

Have You Heard?



PMI recently announced that Area Sales Manager **Tommy Sauls** had been named PMI's Manager of the Year. Sauls has been with PMI for 11 years.

Sauls

Hutchens, Senter & Britton, P.A., announced that David R. Ford has joined the Firm as an associate in the Firm's Raleigh office where he will concentrate in the areas of foreclosure, real estate, both commercial and residential closings, and providing legal counsel to a wide range of clients.



Ford

Jody Bumanglag, Paula Register, David Taylor, Christina Vandevender and Keith Vess, have qualified as North Carolina State Bar Certified Paralegals.



Strom

Countrywide Home Loans, Inc., announces that Timothy Strom has joined the company as branch manager for the Greenville, SC, area.



Slawter

SunTrust Mortgage, Inc. announces that Dana Slawter has joined the Winston Salem mortgage office as a mortgage loan officer. Slawter, who was formerly with Charter One Mortgage, is a past president of the Winston-Salem Mortgage Banker's Association.

Gateway Bank & Trust Co., has announced that Kevin Pack, Jim Leone and Diane deVries, have been appointed to manage the company's new mortgage division, **Gateway Financial Mortgage, Inc.** Pack is President; Leone serves as Senior Vice President and Director of Technology, and deVries has been appointed Senior Vice President and Director of Operations for the company.



Pack



Leone



Norris

MGIC announces that Angie Norris has been awarded the professional designation Graduate of Mortgage Lending (GML), by the Institute of Mortgage Lending. Norris was recognized for her accomplishment at the National Association of Professional Mortgage Women's annual convention in May.

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Carolinas' Corner



Charlotte Regional Mortgage Lenders Association



CRMLA presented its annual awards and installed a slate of new officers and directors at its May meeting. They are (left to right): Jim Kobos, Immediate Past President; Gene Fitzpatrick, Treasurer; Carla Wilson, President-Elect; Richard Davis, President; Dawn Burton, Secretary; Robert Goodling, Vice President.

The Member Directors (not pictured) include David Cunningham, Cunningham & Company; Susan Dewar, 1st Metropolitan Mortgage; Matt McDonald, McDonald Appraisal Group; Karen Irwin, MGIC; and Kip Byrne, RMIC.



Susan Dewar, (left) 1st Metropolitan Mortgage, received the Outstanding Service award. Karen Irwin, MGIC, (center) was named Affiliate of the Year. Carla Wilson of Granite Mortgage, (right) received the Thelma Proctor award.

Robert Goodling, (right) Dover Mortgage, shown here with Kobos, received the President's Award.



CRMLA members also donated more than 200 pounds of toiletry items to the local Battered Women's Shelter in May.

Mortgage Bankers Association of Western North Carolina

For the 12th consecutive year, local MBA members were among the volunteers for Buncombe County's Mountain Housing Opportunities annual Ramp Festival held in May. As part of the celebration of the small, odiferous cousins of onions, local volunteer organizations build wheelchair ramps for needy families in the county. The MBA of Western North Carolina is the only local organization to have participated in the event every year since its inception.



(Left to right) Terry Davis RBC Centura, Greg Wilkie, BB&T, Robert Lampton, Apple Wynd Appraisal, David Lee (standing) Carolina Farm Credit, Cathy Wanamaker, RBC Centura, Todd Wanamaker Todd Wanamaker, Inc., Robert Todd, Architect

Mortgage Lenders Association of Greater Hilton Head

The Hilton Head Island Mortgage Lender's 4th Annual Sunset Cruise aboard the Spirit of Harbourtown in June, drew 112 members and guests.



(Left to right) Realtor Ryan Bassett, his fiancée, Caris Decker, Realtor Sandy Florea and association president Larry Florea.

Mortgage Lenders Association of Greater Charleston



On May 11, the MLAGC sponsored an educational luncheon at the Hilton Garden Inn featuring guest speaker, David W. Berson, Vice President and Chief Economist for Fannie Mae, shown here, with Rhonda Marcum and Debra Farr, that drew more than 60 members.

Members gathered June 21, for the association's annual Harbor Cruise aboard The Spirit of Charleston. A raffle during the cruise raised \$220 for MAC-PAC.



Rhonda Marcum and Todd Huss count the money.



All hands on deck: (left to right) Susan Druschel, Jenny Wichmann, Carol Hatosy and Steve Wichmann.

About 30 members enjoyed a night at the ballpark to watch a Riverdogs baseball game on July 18. The association donated an additional 20 tickets to the Medical University of South Carolina, one of the community service projects it supports through donations and volunteers. Newsletter editor Nancy Green shares a special moment with Charlie the Riverdog.



Grand Strand Mortgage Lenders Association

On May 11, the association held its Silver Anniversary fundraiser at Club Boca in Myrtle Beach. The event, which included a reverse raffle, dinner buffet, open bar and live DJ, raised over \$20,000 after expenses. The association also recently received a \$10,000 grant from MBA to increase the fundraising total to \$30,000. The beneficiaries were Happy Days & Special Times, a camp for children with cancer (\$15,000), and Habitat for Humanity of Horry County, (\$15,000) through which GSMLA is sponsoring the construction of a house.



GSMLA President Gary Hager (center) at the fundraiser. Trippett Boineau (on stage) was the emcee, and Heather Holsinger, filled the role of "Vanna girl". Jerry Walden manned the prize table.

Don't Forget

Just a reminder that MBAC is accepting nominations for its annual Mortgage Banker and Associate/Affiliate of the Year awards until August 21. Nomination forms are available on the MBAC web site.

The Mortgage Banker of the Year award honors an MBAC member whose contributions to the mortgage banking industry, service to his or her company and leadership within the community, deserve special recognition.

The Associate/Affiliate of the Year Award recognizes superior professional performance and distinguished service to the industry and the community by an associate or affiliate member.

Sail Away



51st Annual Convention

Sept. 7-9, 2006

**Hilton Head
Marriott Beach
and Golf Resort**



Mortgage Bankers Association of the Carolinas

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Charlotte, NC 28220-1721

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