



TUOLUMNE COUNTY ASSOCIATION of REALTORS®

14195 Tuolumne Road, Sonora, California 95370 Tel. (209) 532-3432 – FAX (209) 533-9418 - www.TCRealtors.org







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A Message From Your Association Executive

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IMPORTANT MESSAGE PAGE 14 FROM YOUR PRESIDENT VAL O!!!



WELCOME NEW MEMBERS

New REALTOR® Member(s):

Otto Catrina, Broker Catrina Real Estate

Amariah Carrillo, Agent Coldwell Banker Motherlode

New Affiliate Member(s):

Gerald J Morris Capital Financial





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2017 TCAR Officers & Directors

PRESIDENT Adam Wilson 22910 Twain Harte Drive, POB 548 Twain Harte, CA 95383 (209) 586-3258 PRESIDENT- ELECT Roy Navarro 18687 Main Street, Suite E, POB 19 18688 Main Street, Suite E, POB 19		
Twain Harte, CA 95383 (209) 586-3258 PRESIDENT- ELECT Roy Navarro Buypmlhomes@gmail.com Groveland, CA 95321 (209) 962-1111 TREASURER Coldwell Banker Mother Lode RE 14255 Mono Way Stella.sauls@coldwellbanker.com Sonora, CA 95370 (209) 532-6993 DIRECTOR (Past President) Val Ogletree Valo@valogletree.com DIRECTOR Uith Austin Judyelite@kw.com Sonora, CA 95370 (209)586-3432 Eller Williams OHD Brentwood 161 S. Washington Street Sonora, CA 95370 (925) 260-7354 DIRECTOR JOHNECTOR Coldwell Banker Twain Harte 23003 Joaquin Gully-POB 190 Twain Harte, CA 95383 (209) 586-5200 DIRECTOR Pine Mountain Lake Realty P.O. Box 738 Groveland, CA 95321		
(209) 586-3258 PRESIDENT-ELECT Yosemite Region Resorts 18687 Main Street, Suite E, POB 19		,
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Sam Segerstrom 84 North Washington	Sam Segerstrom	84 North Washington
sslambda@yahoo.com Sonora, CA 95370		
(209) 532-7400		

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October 2016 GAD CORNER

Government Affairs Update

Ron D. Kopf <u>RonDKopf@aol.com</u> (209) 743-6193

Contact your TCAR Government Affairs Director for more information or to share information on the topics below or on other governmental topics.

CAR Red Alert Item

C.A.R. successfully pressed amendments to AB 1381 (Weber) only minutes before the bill's scheduled hearing in the Senate. C.A.R. opposed the bill because it contained surprise amendments added during the last allowable day in the Senate which would have created a new exemption to the real estate license and would have permitted unlicensed agents to broker leases, sales and easements for the placement of outdoor advertising. C.A.R. thanks all of the REALTORS® who contacted their state senators to voice their concerns about AB 1381. Your calls made the difference!

PACE Update

Hero and Ygrene are scheduled to come back and lobby at the HPC meeting on Oct 12th to have the HPC recommend approval of homeowner PACE loans to the Board of Supervisors. Their current arguments are that they are in agreement with CAR legislation and HUD has approved to place PACE loans in a senior position to FHA first mortgages. We have enlisted the help of Scott Dick, Government Affairs Director, Monterey County Association of REALTORS® who has received a grant from NAR to research and help address. He has agreed to present at the HPC meeting. Scott noted that Ygrene also tried the above arguments at a recent City Council meeting in Monterey where Scott has noted some additional points to remember when discussing PACE are:

- 1. Nobody from HERO or Ygrene makes contact with the homeowner, for rural areas it is typically an out of the area contractor that knocks on doors or papers the neighborhood with flyers or mailers.
- 2. The contractor "training" is a webinar and a seminar on the paperwork only.
- 3. There is no enforcement of the requirement that the homeowner get approval from all mortgage holders before they sign on.
- 4. The marketing materials are deceptive in different ways and remain deceptive. The homeowner saves pennies, but costs dollars.
- 5. Caulking and weather stripping is cheap and the most effective.

They are targeting the elderly homeowners selling stuff that doesn't work and the homeowner doesn't need.

General Plan EIR Update

The General Plan EIR is still being reviewed and should be back out for public comment after the first of the year. Supervisors are saying that more important to get right than get done quickly. Supervisors on the Ad Hoc review Committee are Karl Rodefer and Sheri Brennan. After General Plan is approved, County will focus on Zoning, Ordinances and Permitting requirements. The Development Process Review Team assembled by Craig Pedro has requested that the CRA Director (Bev Shane) compile a list of all regulations in Zoning, Ordinances and Permitting requirements that exceed State of CA requirements with a description of why enacted for review and possible recommendation for modification by DPRT committee

Proposed County Cap or Reallocation of TOT funding

Consensus on the TOT issue has been reached and the allocation of TOT revenue will remain Tuolumne County 75% and Visitors Bureau marketing allocation 25%. This allocation was supported by TCAR.

Update - CRA Director Search

County has hired a search firm and is looking to find a replacement that would fill the current CRA Director position as currently structured. Second alternative is to find an administrator and have two sub department heads (one for Planning and one for Public Works), third alternative is to have two separate departments with their own department heads and staff. Least expensive alternative is option one, then option two then three. Craig Pedro and HR will do the initial review of candidates for qualifications and then Ad Hoc Committee with two Supervisors with review and short list candidates who will then be interviewed by the Ad Hoc Committee and three public panels (Technical, Development and Cultural/Historic). The Assistant CRA director position vacated by Mike Laird's retirement will be vacant until filled by the new CRA Director Update on Tuolumne Signage - Supervisor Royce is revising the County/TEDA MOU with County Attorney Carlyn Drivdahl. after revised will get to BOS for approval to be able to use TEDA use to help fund the construction of the main entrance sign for Tuolumne County. An NAR grant was used to fund KLA's design of the sign with public input.

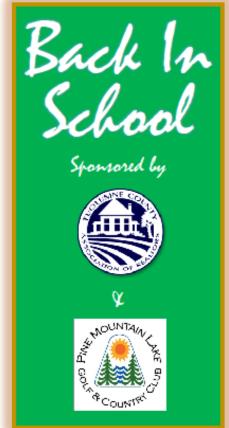


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16th Annual Golf Tournament Benefitting Our Local Schools

Friday, October 7, 2016, 1:00 pm Shotgun

18 Hole, 4 Person Scramble Golf, Prizes & Dinner

Entry Fees

\$40 for PML Property Owners

Includes Dinner, Donation & Prizes Property Owners pay appropriate Golf & Cart Fees on the day of the Tournament

\$90 for Guests & Public
Includes Golf & Cart Fees, Dinner, Donation & Prizes

\$10 Super Donor Package

Per Person, available at Check-In on day of Tournament Includes Putting Contest, Two Mulligans & 5 FREE Raffle Tickets!

Schedule

11:00 - 12:45 Registration & Putting Contest 1:00 Shotgun Start at PML Golf Course 5:30 - 6:30 No-Host Cocktail Party 6:30 Dinner and Awards at The Grill at Pine Mountain Lake

Entry Form – Deadline	Wednesday, September 30, 20	015
Player	Handicap*	\$
1	Dinner Onlyx \$30	\$
*Handicap or Average 18 Hole Score - Maximums: Men	– 32, Women – 36 Total	\$
Tuolumne County Asso	rm & Make Check Payable to ciation of Realtors Charitable F Box 792, Groveland, CA 95321	

For more information please contact Dave Lint or Ron Connick at (209) 962-7765, or the Pine Mountain Lake Golf Shop at (209) 962-8620. To become a Tee Sign Sponsor or donate a Raffle Prize please contact Dave Lint





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From the MLS Director's Desk: Ofelia Ontiveros MLS Director

During the upcoming months, the Supra Support Teams will perform a series of server maintenance and upgrade activities for the Supra system. The upgrades are planned for Tuesday evenings 5:30pm thru 8:30pm Pacific time now thru December 6, 2016

SUPRA ACTIVE KEYS

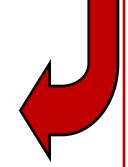
Are you having a problem with your Active key?

Contact Supra and inform them of the problem you are experiencing. Supra will decide if the key needs to be replaced by TCAR, and if so will give you a Reference number.

Then contact TCAR to get a replacement key!

Supra Services Unavailable on Tuesday evening

- SupraNET
- SupraWEB (only available for update codes)
- KIM Voice (only available for update codes)
- Automated phone payments (IVR system)
- ActiveKEY automatic updates
- DisplayKEY eSYNCs
- eKEY app syncs and wireless updating



Services that will continue to be Available on Tuesday evenings

- SupraWEB -- updates only
- KIM Voice updates only



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Active (A): A valid listing contract exists and no offer (with or without contingencies) has be accepted. This is an On-Market status.

Pending Contingency 72 hour cancellation (PC-72): Offer accepted with contingency. *Upon written notification by seller*, buyer has 72 hours (or whatever time frame contract states) to release the contingency. If buyer fails to release contingency seller may cancel contract. This is an Orn-Market status.

ack on Market (BOM): A valid listing contract exists and no offer (with or without contingencies) as been accepted. This is an On-Market status. (Was previously off the market).

Active – Pending Contingency – REO (APCREO): REO Listing. The seller has accepted an offer but the lender has not approved it and the seller wishes to continue receiving offers. This is an On-Market status.

Pending Contingency – Active Under Contract (PCAUC): Offer accepted and either 1) Seller requests that property remain in an On-Market status and is looking for back-up offers, or 2) the sale is subject to court or other third party approval. This is an On-Market status

Temporarily Off Market (TOM): A valid listing contract is in effect, however, because of various reasons such as repairs, lilness, guests, etc., the Seller has requested that temporarily there be no showings. This is an Off-Market status.

Withdrawn (W): A valid listing contract is in effect, however the property is no longer being marketed. This is an Off-Market status.

Pending (P): The Seller has accepted an offer and is not soliciting further offers through the MLS.

Canceled (C): The listing agreement has been canceled in writing. This is an Off-Market status.

Pending Contingency Short Sale (PCSS): Short Sale Listing. The seller has accepted an offer but the lender has not approved it. This is an Off Market status.

Expired (X): The listing agreement has expired. The time frame of the existing listing contract has run out. This is an Off-Market status.

Sold (S): Escrow has closed. This is an Off-Market status.

Rented (L): The property has been leased or rented. This is an Off-Market status.

March 30, 2016

YOU ARE RESPONSIBLE FOR ACCURATE LISTING INFO IN MLS

Please be sure to input complete and accurate information for your listings in the MLS, and do not hesitate to contact TCAR office staff if you need assistance. If you receive a notice from the MLS that your listing is incomplete or inaccurate, pay attention, your listing could be deleted or you may be fined! TCAR MLS Rules & Regulations excerpt on subject:

8.3 Accuracy of Information; Responsibility for Accuracy. By inputting information

... continued...

The MLS, however, reserves the right to require Participants and Subscribers to change their MLS information if the MLS is made aware of alleged inaccuracies in the MLS information and the MLS determines that such inaccuracies do in fact exist. The MLS also reserves the right to remove a listing that contains said inaccurate information from the MLS compilation of current listings should Participant or Subscriber refuse or fail to timely correct. A Participant or Subscriber is required to correct inaccurate information within 2 days after being notified of the inaccuracies by the MLS.

... continued...

CLICK HERE FOR COMPLETE TCAR MLS RULES & REGULATIONS

Bark Beetle & Tree Mortality Info HERE



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Are You Ready For the 2016 NAR Code of Ethics Training Cycle Deadline?

REALTORS® have been required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within a four-year cycles.

The current four-year cycle started January 1, 2013 and will end on December 31, 2016.

The training must meet specific learning objectives and criteria established by the National Association of REALTORS®. Failure to complete training during any cycle will lead to suspension of membership beginning in January and February immediately following the cycle deadline, and complete termination of membership starting March 1st after the cycle deadline.

Members may complete training through your local Association or through home study, correspondence, classroom or online courses. As part of the 12 FREE Hours of Online CE Courses from C.A.R., members can complete both the NAR requirement as well as fulfill their CE Requirement. Go to store.car.org/12FreeCE to access the training.

After this year, the Code of Ethics Training Cycle is every 2 years and training must be completed at any time during the established future cycles:

- January 1, 2017 to December 31, 2018
- January 1, 2019 to December 31, 2020

Not sure if you have completed your required NAR COE training for this cycle? Contact TCAR office for assistance right away! Please do NOT wait until the last minute, you could lose your Realtor membership and status!





NAR provides a

Do you need to renew your real estate license this year? Do you prefer a "live review" class for study?

Those types of education do still exist. Duane Gomer school has sessions at various places & dates in California.

First you buy the course materials, and study them online or on paper. Then you attend a Live Review class. Finally you take the exam online via their website. (There are no paper exams anymore.)

Find a Duane
Gomer CE
Live Review
class at:
https://duanegomer.biz/
live/
sched-

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TOC





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2016 Officers

Val Ogletree — President Adam Wilson — President Elect Stella Sauls — Treasurer

2016 Board of Directors

Kathie Burby — Past President Veronica Hemphill — Director Melissa Oliver — Director Judith Austin — Director Roy Navarro — Director Sam Segerstrom — Director

The Board of Directors meet at 9:00AM on the third Wednesday of each month at TCAR (unless otherwise announced)













TCAR Staff

Shauna Love—Executive Officer Shauna@TCRealtors.org Ofelia Ontiveros—MLS Director Ofelia@TCRealtors.org Ron Kopf—Government Affairs Director



Carolyn@TCRealtors.org



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Have you seen TCAR's Facebook page?

https://www.facebook.com/home.php#!/pages/Tuolumne-County-Association-of-Realtors/125779880796966?fref=ts

TCAR Newsletter Advertising Rates					
Times Per	I2X	5-11X	I-4X		
Full Page	150	190	225		
Half Page	80	100	120		
Quarter Page	45	55	65		
Business Card	25	30	35		
Inside Front or Back Cover	200	240	275		



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Insurance for Members of the California Association of REALTORS®

C.A.R. Health Plans Open Enrollment NOV 1 - DEC 15 MEDICAL, DENTAL, AND VISION Exclusively for C.A.R. members, their families, and employees.

INSURANCE PRODUCTS

RealCare

IT'S ALL UNDER ONE ROOF. C.A.R. HEALTH PLANS INDIVIDUAL PLANS COVERED CA

WHY IS OPEN ENROLLMENT SO IMPORTANT? Because the ACA requires individuals to have qualifying health insurance coverage or else you may face a tax penalty of up to \$695 per person or \$2,085 per household as adjusted by inflation.

NOW IS THE TIME TO SELECT YOUR PLAN FOR 2017. Each C.A.R. member can choose between the C.A.R. Group Health Plan, the individual market, or the Covered California marketplace. Only RealCare can offer all three options - call us so we can help guide you to the right choice for you and your family.

COMPARE.

ADVANTAGES OF THE C.A.R. GROUP PLANS

- Larger network of doctors and hospitals
 More plan options
 Choose between Kaiser and Anthem Blue Cross
 Group dental and vision with the nation's top carriers
- More coverage than most individual plans
 No waiting periods
 Rich annual benefits

- Rich annual benefits
 Competitive pricing

ADVANTAGES OF INDIVIDUAL & COVERED CA PLANS

- Potentially lower prices
- · Premium subsidies for qualifying households

ENROLLMENT OPPORTUNITIES ARE LIMITED.

Individuals may only enroll in individual health insurance during Open Enrollment, October 1, 2016 through January 31 2017 or November 1st through December 15th for the C.A.R. program. There are some exceptions. Call RealCare for more information.

800.939.8088 | realcareCAR.com

The Benefits of Membership

Business Products

- NEW: C.A.R.'s Exclusive E&O Program
 - easy online application
- premiums start at \$517 a year Workers' Compensation
- Cyber Liability
- Employment Practices Liability

Personal Products

Auto/Home Program for C.A.R. Members

Medical Insurance

- Group medical plans
- Kaiser Permanente
- Anthem Blue Cross (State wide Prudent Buyer Network)
- Individual medical plans

Dental Insurance

- Three plans designs No waiting period for any services
- Up to \$2000 annual dental benefit
- Up to \$1000 annual orthodontic benefit

Vision Coverage

- VSP: the leading vision provide
- Free annual exam
- . Lenses and frames every 12 months with a \$20 copay

Life Insurance

- Life & AD&D \$25,000 or \$50,000 benefit
- Voluntary AD&D policy, coverage up to \$500,000

New members have special enrollment rights for health and life insurance products.

Call us today or visit our website for quotes and more information:

800.939.8088 www.RealCareCAR.com



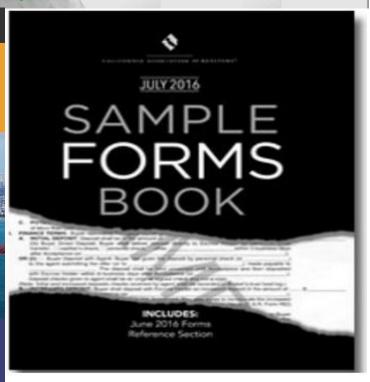


Claim your 12 FREE hours today!

These hours must be claimed by December 31, 2016 or they will expire.







Team at The CE Shop can help you through! Please note: the free hours are

CE courses in 2016 and as long as you are a member in good standing of C.A.R.





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Call Toll Free (800) 939-8088

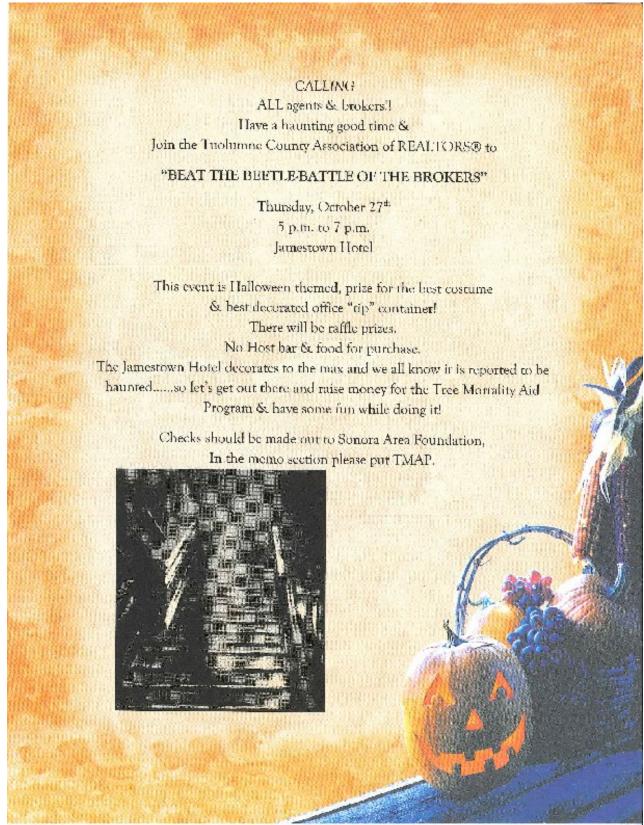
DENTAL & VISION PERSONAL COMMERCIAL MEDICAL COVERED ERRORS & **ABOUT** HOME OMISSIONS COVERAGE INSURANCE COVERAGE COVERAGE CALIFORNIA REALCARE FREQUENTLY USED CONTACT INFORMATION **BLACK KNIGHT FINANCIAL SERVICES: MLS SOLUTIONS** TECH SUPPORT HELP DESK: 1-877-MLS-HELP (1-877-657-4357) paragonsupport@lpsvcs.com CALIFORNIA ASSOCIATION OF REALTORS® (CAR) CAR LEGAL HOTLINE SALESPERSON 1-213-739-8282 CAR LEGAL HOTLINE BROKER/OFFICE MANAGER 1-213-739-8350 CAR CUSTOMER CONTACT CENTER (HELP DESK): 1-213-739-8272 cs@car.org ZIPFORMS & RELAY PRODUCT HELP zipForms® Technical Support 1-213-739-8227 support@zipform.com RELAYTM Products 1-586-840-1168 NATIONAL ASSOCIATION OF REALTORS® (NAR) NAR CUSTOMER SUPPORT: 1-800-874-6500 NAR INFORMATION CENTRAL: infocentral@realtors.org REALTOR.COM LISTING SERVICES AGENT SUPPORT: 1-800-874-6500 FAX: 1-805-557-2332 SUPRA (GE) LOCK BOX & KEY SYSTEM AGENT SUPPORT LINE (All Help Options) 1-877-699-6787 Option 1 Tech Support—Option 2 Billing—Option 3 Services <u>suprasupport@fs.utc.com</u> KIM VOICE FOR AGENTS (for emergency key update code) 1-800-844-7560 COUNTY HOUSE NUMBER INFORMATION Mariposa County House Numbering, Assessor/Records Office, 4982 10th St., Mariposa (209) 966-2332 Tuolumne County House Numbering, Public Works, 48 W. Yaney Ave. Sonora (209) 533-5628





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TCAR CALENDAR OF EVENTS

October 6	Precision U	Ultrasound	9am to	4pm at	TCAR	Conference	Center
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October 7 Golf for Schools Tournament at Pine Mountain Lake

October 12 Local Government Relations Committee Meeting

October 13 MLS Committee Meeting October 19 Board of Directors Meeting

October 21 Installation Event at Black Oak Resort & Hotel

November 3 MLS Committee Meeting

November 9 RPA Course at TCAR Conference Center - Live C.A.R. Instructor led Class!

November 16 Board of Directors Meeting November 24/25 TCAR Closed for Holidays

November 25 T.C.A.R. float in the Downtown Sonora Christmas Parade

December 6 MLS Breakfast "What's in YOUR omelet?" December 14 Local Government Relations Committee

December 16 Pop Hudson Sing Event

December 21 Board of Directors Meeting December 26 TCAR Closed for Holidays

December 31 **DEADLINE** to complete mandatory NAR Code of Ethics Certification

Tuolumne REALTOR®

"The Voice of Real Estate for Tuolumne County"

Our mission is to contribute to the elevation of our professional Realtor® image and to support our members commitment to success.



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FREE TIRE DISPOSAL

For Passenger Truck or Car Tires WITHOUT RIMS



October 2016 Tuolumne County Tire Amnesty Days

NO CHARGE to residents of Tuolumne County.

No more than nine (9) tires per user*. Tuolumne residents may request a Transportation Exemption for up to 20 tires by calling (209) 533-5588.

For additional information please contact:

Solid Waste Division (209) 533-5588

Groveland Transfer Station

All Wednesdays and Saturdays in October No appointment necessary 10700 Merrell Rd. Groveland

Cal Sierra Transfer Station

Daily By Appointment Only Call (209) 533-7997

Free disposal is not available for tire dealers or other businesses. Industrial, farming and heavy equipment tires are NOT accepted





Funded by a grant from the Department of Resources Recycling and Recovery (CalRecycle)

Sponsored by the County of Tuolumne and the Rural Counties' Environmental Services Joint Powers Authority. Funding for this program is limited. The County of Tuolumne reserves the right to stop accepting tires for free disposal at any time, with or without notice.

* California law prohibits transport of more than nine (9) tires at any time.







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Association of Realtors
Realtor Action Fund
(RAF) today...
Thank You!

CLICK HERE
FOR MORE
INFO ON
C.A.R.
REALTOR
ACTION FUND

Your Local Association of REALTORS relies on it's committee structure to function. In fact, a local AOR can not even EXIST without certain key committees. And those committees can not function without sufficient participation by the membership. For more information about TCAR committees and how YOU can serve, just contact the TCAR office staff.

DO YOU KNOW that the National Association of Realtors requires all Realtor members to complete a certification course on the Code of Ethics on a regular basis?

DO YOU KNOW that the current certification period ends this December 31, 2016 and you will lose your Realtor status if you do not complete the required training?

DO YOU KNOW that in the future N.A.R. will be requiring this certification every other year (not every 4 years)?

SEE PAGE 7 for more on this important topic for Realtors!



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Learn the New RPA (Residential Purchase Agreement Form)!

Get Ready. Get Educated. Get Going.



The most widely used and trusted purchase agreement in California is HAS CHANGED!

Ensure you're upto-date with the many changes that were made in 2014 that affect you and your clients.

The class covers all of the RPA clauses sieptoystep and provides you with detailed instructions about how to properly complete and use the RPA form in all of your transactions.

Your Guide to the Residential Purchase Agreement (RPA) and Related Forms - NEW Course

How you will benefit from taking this course:

- Familiarize yourself with the dozens of changes made to the RPA contract
- Learn the new approach to addressing wood destroying pests
- Understand changes regarding how to deal with personal property items
- Learn how to write offers without deposit checks.
- Complete all mandatory and recommended disclosures

This course is Bureau of Real Estate (Callill') recredited for 4 hours of Continuing Education (CE) in Consumer Protection. ColBRE Sponsor No. 0001.

Register for the course now!

Class: RPA

C.A.R. Instructor: Howard Fallman

Wednesday November 9, 2016

10am to 2pm

TCAR Conference Center

14195 Tuolumne Road

Sonora, CA 95370

\$65 per person includes 4 hours CE Credit

To Register & Pay:

https://tcar.getlamps.net/DefaultN.aspx



www.cer.org/education||education@car.org||213-759-82/1





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The annual Multiple Listing Service Breakfast

PRESENTS:

Tuesday, December 6, 2016

Join us at 9:30 a.m.

Come join your fellow REALTORS®, Affiliates for a morning of conversation and food.

This year we want to know????

WHAT'S IN YOUR OMELET???



(Omelet bar)

Bring a dish to share, come mix, mingle and enjoy a cup of "Joe"!

