



# North Dakota Association of REALTORS®

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**2007-2008**

## BOARD OF DIRECTORS

*PRESIDENT*

Tate Cymbaluk

*PRESIDENT ELECT*

Dave Lanpher, ABR, ePRO, GRI, QSC

*VICE PRESIDENT*

Rita Schuster, CRS, GRI

*PAST PRESIDENT*

Joe Frenzel, CCIM, GRI

*NATIONAL DIRECTORS*

Scott Louser, ABR/M, CRB, CRS, ePRO, GRI

Dewey Uhlir, ABR, CRS, GRI

*LOCAL BOARD REPS*

*Badlands:*

Diana Zietz, ABR, CRS, GRI

*Bismarck-Mandan:*

Doug Schonert, GRI

Mary Splichal, CRS, GRI

Vicki Roller, CRS, GRI

John VanMiddlesworth, GRI

*Fargo-Moorhead:*

Brenda Martinson, ABRM, GRI

Scott Breidenbach, GRI

Daryl Braham, CRB, GRI

Lyn Dwyer, GRI

Mark Mason, ABR, CRS, GRI

Stephanie Sarabakhsh, ABR, GRI

*Grand Forks:*

Patsy Dombovy-Vasquez

Cindi Kouba, CRS, GRI

*Jamestown:*

Diann Loper

*Minot:*

Carrie Montoya

Flint Forsberg, CRS, GRI

*Wahpeton-Breckenridge:*

Kathy Hammer, CRS, GRI

*Williston:*

Craig McIvor

*EXECUTIVE VICE PRESIDENT*

Jill Beck

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*EXECUTIVE ASSISTANT*

Moni Krantz

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Claus Lembke

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*ADMINISTRATIVE ASSISTANT*

Brenda Helm

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Minutes

Board of Directors

April 17, 2008

Ramkota, Bismarck

**Present:** Tate Cymbaluk, Dave Lanpher, Rita Schuster, Joe Frenzel, Scott Louser, Dewey Uhlir, Doug Schonert, Mary Splichal, Vicki Roller, John VanMiddlesworth, Brenda Martinson, Scott Breidenbach, Lyn Dwyer, Mark Mason, Stephanie Sarabakhsh, Patsy Dombovy-Vasquez, Cindi Kouba, Diann Loper, Carrie Montoya, Flint Forsberg, Kathy Hammer, Craig McIvor, Dave Branson (for Daryl Braham, Ninetta Wandler (for Diana Zietz)

**Absent:** Daryl Braham, Diana Zietz

**Guests:** Arnie Kosobud, Shirley Dukart, Ron Volk, Nancy Deichert, Jud Gehrke, John Colter, Mike McEown, Pat Jergenson, Doris Hill, Valerie Fiske-Blasczyk, Sally McCravey, Shelly Zach, Steve Diederick, Amy Burkell, Kim Visser, DeAnne Mason, Pat Gagnon, Norma Opperde

**Staff:** Jill Beck, Moni Krantz

President Tate Cymbaluk called the meeting to order.

Greg Larson, Century 21 Morrison, gave the invocation and lead the group in reciting the Pledge of Allegiance and the REALTOR® Pledge.

Members and guests were introduced.

Casey Chapman gave an update on the Legal Hotline. Many calls he is receiving are dealing with purchase agreements and agency issues. He is working with NDAR staff to give periodic hotline updates. He is also part of the Real Estate Commission's Task Force on Appointed Agency.

Minutes from the January 24, 2008 meetings were reviewed and approved. (M/S/C)

Jill Beck reviewed the financial report to date. It was approved as presented. (M/S/C)

Pat Jergenson gave a report from the ND Real Estate Commission. So far this year the Commission has had 11 complaints, seven of them have been generated by the Commission. Some issues have to do with education and others are renewal discrepancies. The process for new applicants fingerprinting will be in place in a few months. The Commission needs to work with the FBI to set it up. This will slow down the application process. The Commission is looking at

legislation with the PSC staff to remove the exemption for auctioneers and require a real estate license to sell land. They have adopted a policy regarding broker education where the required hours must have been taken within the last five years of the application. The Task Force for Appointed Agency met. Members are Jill Beck, Casey Chapman, Pat Jergenson, Connie Hofland, Kris Sheridan, Jerry Schlosser, Scott Louser, Randy Schwartz and Rhonda Mahlum. This Task Force was set to deal with the issues of the auditors' findings. The Task Force meetings are open to all licensees and are encouraged to attend. Grace Berger, the license law official from Montana, is running for the ARELLO Treasurer seat. The Commission is supporting her in that race.

Jill Beck gave the Dakota CRS Chapter report. Renewals are in and now the Chapter can follow up with the non-renewals. The Chapter has chosen Board representatives from each area to help get more involved with the SD and ND Associations. The Chapter is hosting a class at the state convention in September. They are also looking at doing a fundraiser for the Chapter with a Heart program in conjunction with the convention.

Judy Gerhke reported for the CCIM Chapter. Skip Duemeland is spearheading a course to be held in Minnesota this June. It was also noted that Skip has recently been named to the Executive Committee for CCIM.

#### Local Board President Reports:

Badlands – Ninetta Wandler – They are short on listings and trying to fight the negative media. They held a fundraiser for the Best Friends program and raised nearly \$5,000 with the best turn out they've ever had. Their RPAC Committee is still working hard to keep the top spot in the state. The Board sent a letter of support for the coal gasification project.

Bismarck Mandan – Doug Schonert – They currently have 298 members and need two more to keep their fourth seat on the Board of Directors. The market is stable. Claus Lembke helped with a Capitol tour and giving information about the upcoming legislative process. Several board members have done office visits to raise awareness about professionalism, serving on the Board, RPAC and REALTOR® of the Year. The April luncheon will honor the Administrative Professionals. They will be sponsoring a Professional Standards training by Linda Modlinski from the MN Association in August.

Fargo Moorhead – Brenda Martinson – The market is stable and steady. New members keep coming in. They are working on letting the public know the market is good. They have created buttons with the slogan, "Great Homes. Great Rates. It's Time!" to help in promoting that. The Habitat for Humanity Build will be in September and they have raised \$53,000 of the \$60,000 goal so far. They will be hosting classes on Computer Theft and Identity & Mortgage Theft in June. Their RPAC investments are getting close to goal and they are continuing to work on them.

Grand Forks – Patsy Dombovy-Vasquez – Currently, they have 557 active listings, which is up from last year. The Committees are busy – they donated rocking chairs and a digital camera to the Community Violence Intervention Center. The cake auction held for RPAC raised about \$800.

Jamestown – Diann Loper – The first quarter is down a little, but not too bad. Their affiliates hosted a first-time buyers class. The Code of Ethics course and Hearing Panel training will be held April 22 with Daryl Braham and Claus Lembke teaching. Claus will also speak at the monthly meeting regarding RPAC. They will have a float for the 125<sup>th</sup> Anniversary of Jamestown celebration. They are getting articles in the newspaper for positive press.

Minot – Carrie Montoya – The market is good with an average sales price of \$128,000. New business is coming to the area with the oil issue and with an addition to the Air Force Base. They could be short of housing in the next year. The RPAC auction and silent auction raised over \$8,000 including about \$3,000 for the pie in

the face portion. They are looking forward to the state convention in September and encourage everyone to register.

Wahpeton Breckenridge – Kathy Hammer – It is an active market with listings up from last year. They will be having Christmas in July with a cruise on Ottertail Lake for Affiliates, REALTORS® and spouses. They do an annual tree planting event and will be hosting group open houses this spring.

Williston – Craig McIvor – They are short listings right now, but are seeing building of multi-family units and some single family units coming in. The Bakken formation will be affecting the entire state with the oil production.

President's Report – Tate Cymbaluk reported that he and Jill Beck have visited all boards and haven't seen too many drastic issues at this point. The energy issue is of concern to some members in Minot. The 2009 Legislative session will bring more issues.

Staff Report – Jill Beck – Staff is working on getting more NAR information out to members through State News. The Legislative Reception will start a little later than previous years due to a big Lincoln Celebration by the State Historical Society. President Elect Dave Lanpher is working on the Leadership Retreat to be held in October in Jamestown. Any committees that feel need to meet before the new committee meetings in December will have the option to meet in conjunction with the retreat.

NDAR is aware of four REALTOR® Candidates for Office – Dave Weiler, Bismarck, for State house; Don Dietrich, Grand Forks, for State house; Bruce Christensen, Minot, for Ward County Commission; and Shirley Dukart, Dickinson, for City Commission. Also Daryl Splichal, husband of REALTOR® Mary Splichal, Bismarck Mandan, for State Auditor.

A listing of those that have had the COE is posted on [www.ndrealtors.com](http://www.ndrealtors.com).

Technology Chair Mark Mason and staff have been in touch and the committee may meet in the near future through a type of web meeting to be prepared for the upcoming Legislative session. Bylaws have been submitted to NAR for approval and we were sent back several changes that we are required to make.

NAR created the "R" Party – too much for RPAC and RPIC to handle – will oversee strategies of PAC and the master member profile.

NAR will have float in the Rose Bowl Parade for the first time

NAR Committees for 2009 – sign up by May 27<sup>th</sup> – let NDAR staff know what committees/forums/taskforces you are interested in and we will get you signed up

Recognition:

Nancy Deichert, AE for Bismarck Mandan Board, for completing the Advanced REALTOR® Association Management Course through NAR

Judy Gehrke, AE for Fargo Moorhead Association, just celebrated her 20<sup>th</sup> anniversary as AE.

Daryl Braham, was invited to participate in another Extreme Home Makeover Show this time in New Orleans along with 7 other contractors. They built a home and a church in a week. Had 32 workers with them. Had a short time to get plumbing project done and he heard come over the wire to get the 3 plumbers from ND in to do it because they will get it done.

The meeting was turned over to President Elect, Dave Lanpher at this point.

## Committee Reports:

Professional Development (Education) – Arnie Kosobud, Chair – The Spring Caravan classes brought in more income than expected. NDAR will be allowed to use the ABR license from South Dakota Association for the course in Grand Forks in June.

A motion was made to invest \$500 with the Iowa Association of REALTORS<sup>®</sup> LectLearn program that offers online courses. (M/S/C)

A motion was made to approve the RS Course rotation. (M/S/C)

A request was made of Pat Jergenson regarding the Real Estate Commission's website. It was asked that a clarification be made for what courses qualify as broker education. Pat said she would clarify that point.

Equal Opportunity Task Force – Shirley Dukart – Governor Hoeven proclaimed April Fair Housing Month in North Dakota. North Dakota seems to have fewer diversity issues than other states.

Membership Services – Rita Schuster, Past Chair – The REALTOR<sup>®</sup> Involvement award will be undergoing changes to the application form.

A motion was made to approve REALTOR<sup>®</sup> Emeritus status for Clair Watne, Minot, and Reuben Liechty, Jamestown (M/S/C)

Political Affairs – Rita Schuster, Director in Charge – The following presentations were given:

- a. Initiated Measure 1: Creation of a ND Oil Trustfund  
Representative Dave Weiler, prime sponsor
- b. Initiated Measure to Limit Government Tax Spending  
Duane Sand, State Director of Americans for Prosperity for North and South Dakota
- c. Gov Hoeven's Real Estate Tax Relief and Education Funding Proposal  
Ron Rauschenberger, Chief of Staff

A motion and second was made to support Measure 1: Creation of a ND Oil Trust Fund.

Greg Burns, Executive Director for ND Education Association, gave a presentation opposing Measure 1.

After discussion, it was moved to table the motion of support for Measure 1. (M/S/C)

It was moved to rescind the action taken at the last Board of Directors meeting where a motion was made to seek legislation that will give the choice of updating an abstract or the title insurance. (M/S/C)

Nominating Task Force – Joe Frenzel, Chair – The Task Force held interviews and presented the following candidates to the Board: Rita Schuster for President Elect, Daryl Braham for Vice President, Ron Volk and Tate Cymbaluk for NAR Director. Candidates for President Elect and Vice President will be forwarded to a vote of the membership at the state convention.

The Task Force recommends taking two items to the Leadership Retreat for discussion: 1) that the Task Force may submit more than one name to the Board, and 2) to adjust the make up of the committee to include staggered terms for multiple years. (M/S/C)

After presentations from both candidates for NAR Director, a vote by ballot was taken. Tate Cymbaluk will fill the position of NAR Director.

RPAC Fundraising – Shirley Dukart, Chair – The ND RPAC Hall of Fame will begin with recognition at the 2008 convention instead of 2009 as previously proposed. A Champagne and Diamonds event is being planned for the Tuesday evening before Convention if staff is able to secure a \$10,000 grant from NAR. If the grant is unavailable, the Task Force set for this purpose will decide on an alternate event.

RPAC Trustees – Tate Cymbaluk, Chair – The Trustees voted to create a split of 70% Local and 30% State for RPAC dollars raised (after the initial 30% is sent to NAR for 2008). Term limits were discussed and consensus of the group was to leave the decision up to the local Boards as it has been.

President Elect Dave Lanpher reported that the Claus Lembke Political Involvement Award winner was Jack Kavaney for 2008.

The meeting was turned back over to President Tate Cymbaluk.

National Directors' Reports – Dewey Uhlir and Scott Louser – Scott mentioned the names of the candidates for National Treasurer.

Scott Louser gave a report on the upcoming state convention in Minot. Many fun events and surprises are being planned. It is the convention committee's hope to make this the best convention ever. Statistics were given as to what percentage of each board is currently registered. Scott recommended making a hotel reservation as soon as possible and to make it for Tuesday night to be able to attend the new Capital Club Champagne and Diamonds event.

The meeting was adjourned.

Respectfully submitted,

Moni Krantz