



North Dakota Association of REALTORS®

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2006-2007 BOARD OF DIRECTORS

PRESIDENT
Joe Frenzel, CCIM, GRI

PRESIDENT ELECT
Tate Cymbaluk, GRI

VICE PRESIDENT
Dave Lanpher, ePRO, GRI, QSC

PAST PRESIDENT
Dewey Uhlir, ABR, CRS, GRI

NATIONAL DIRECTORS
Scott Louser, ABR/M, CRB, CRS, ePRO, GRI
Perry Weekes, GRI

**LOCAL BOARD
REPRESENTATIVES**

Badlands:
Diana Zietz, ABR, CRS, GRI

Bismarck/Mandan:
John VanMiddlesworth, GRI
Doug Schonert, GRI
Vicki Roller, CRS, GRI, RMM

Bois de Sioux:
Kathy Hammer, CRS, GRI

Fargo/Moorhead:
Daryl Braham, GRI
Brenda Martinson, ABRM, GRI
Lyn Dwyer, GRI
Steve Lunde, CRS, GRI
Mark Mason, ABR, CRS, GRI
Stephanie Sarabakhsh, ABR

Grand Forks:
Rita Schuster, ABR, CRS, GRI
Patsy Dombovy-Vasquez

Jamestown:
Candice Dempsey, GRI

Minot:
Judy Hoskin, GRI
Carrie Montoya

Williston:
Burnetta Fagerland, ABR, ABRM, GRI

EXECUTIVE VICE PRESIDENT
Claus Lembke, CAE
Claus@ndrealtors.com

ASSISTANT AE/OFFICE MANAGER
Jill Beck
Jill@ndrealtors.com

ADMINISTRATIVE ASSISTANT
Moni Krantz
Moni@ndrealtors.com

Board of Directors

April 19, 2007

Days Inn Grand Dakota Lodge, Dickinson

Present: Joe Frenzel, Tate Cymbaluk, Dave Lanpher, Dewey Uhlir, Scott Louser, Perry Weekes, Diana Zietz, Doug Schonert, Vicki Roller, John VanMiddlesworth, Kathy Hammer, Daryl Braham, Brenda Martinson, Steve Lunde, Lyn Dwyer, Stephanie Sarabakhsh, Mark Mason, Rita Schuster, Patsy Dombovy-Vasquez, Candice Dempsey, Judy Hoskin, Carrie Montoya, Burnetta Fagerland

Absent: none

Guests: Nancy Deichert, John Colter, Mike McEown, Rachelle Weiler, Arnie Kosobud, Scot Nething, Linda Bunde, Denise Vormestrand, Sharon Lunski, Ninetta Wandler, Pat Gagnon,

Staff: Jill Beck, Moni Krantz, Claus Lembke

President Joe Frenzel called the meeting to order.

Ninetta Wandler gave the invocation and led the Pledge of Allegiance.

Minutes of the January 30, 2007 meeting were approved as presented. (M/S/C)

Financial statements were reviewed and approved as presented. (M/S/C)

No Real Estate Commission report was given.

Diana Zietz, Chapter President, gave the Dakota CRS Chapter report. The Chapter officers and administration are now feeling organized. Their spring newsletter will be going out shortly. Diana is asking for volunteers for a Chapter with a Heart project and to promote CRS. A letter to request re-instatement went out this week. Diana will attend several CRS meetings at the Mid-Year meetings in Washington, DC. Their website has had some updates.

No CCIM Chapter report was given.

President Joe Frenzel alerted the Committee that each Local Board is allotted one seat on the Board of Directors for every 100 members (or portion of 100). The Bismarck Mandan Board is nearing the 300 mark. Staff will check membership numbers for all boards on May 30. If Bismarck Mandan should have over 300 members at that point, they will be allowed one more seat on the Board for the 2007-2008 year. The Fargo Moorhead Association was given an additional seat for the current year because of membership counts as of May, 2006.



Local Board Reports:

Jamestown, Candice Dempsey – hosting city-wide open houses, market very similar to last year

Minot, Judy Hoskin – market has jump started, lot of new building, condos seem to be slowing down, held Affiliate night and RPAC fundraiser, held Fair Housing and Home Inspection CE courses

Williston, Burnetta Fagerland – busy steady market, new housing development, increase in values for out of city limits housing

Fargo Moorhead, Daryl Braham – slightly up over last year, looking to the future for members, held a mini retreat for long-range planning, working on policy manual, working on enforcement of Article 12 of the Code of Ethics – truth in advertising

Badlands, Diana Zietz – thanked everyone for coming to Dickinson, hosting CRS classes in Bismarck October 1 & 2 - \$195 for 1 day or \$350 for both days – early registration \$325 by Sept 15, average sales price \$122,000, 78 listings, good market

Bismarck Mandan, John VanMiddlesworth – coordinating a Relay for Life corporate sponsorship, working on electronic lockboxes, CE courses with Danielle Kennedy May 9, held Roundtable discussions with great success and scheduled again for May 10, 299 Members, April luncheon will honor Administrative Professionals, hired new staff (Brenda Helm) to replace Moni who is going to work full time with NDAR, lost two long-time REALTORS®: Rand Strothman and John VonReuden

Wahpeton Breckenridge, Kathy Hammer – new name of the board is official, busy market, 139 listings, PR committee is working on tree planting, Daryl Braham was guest speaker for the March meeting, downtowns are in an aggressive revitalization, Super Walmart is nearing completion

Grand Forks, Rita Schuster – healthy market, their Mortgage Finance committee did a 3 hour course on the appraisal process, Daryl Braham taught the Code of Ethics course recently

Committee Reports:

Executive Committee, Joe Frenzel – As a non-profit organization, our Charter requires a Secretary/Treasurer position on the Board. Claus has been in this position for reporting purposes. Jill Beck was nominated to fill this position. (M/S/C)

The Transaction Team has officially hired Jill to replace Claus, who will retire effective September 1. Jill has hired Moni Krantz to fill the position she will be vacating, and she has hired Brenda Helm to replace Moni's position of half time with NDAR and half time with Bismarck Mandan Board. Claus has applied for the part-time position of Government Affairs Director (GAD) which will be discussed further at the Leadership Retreat in May and forwarded to the Board of Directors at the State Convention.

An offer of additional E & O insurance from NAR was reviewed. NAR has coverage for up to \$1 million. This optional coverage would add another \$1 million. The committee opted not to purchase the additional insurance.

One or more individuals are soliciting signatures in the State of Maine that would create a public "Open MLS". The Maine Association of REALTORS® has assessed each member a \$200 fee to fight this initiative and NAR is also heavily involved. This group has announced that once they are successful in Maine they will go on to other states like Wyoming and North Dakota.

NAR has invited Casey Chapman (at NAR's expense) along with President Joe Frenzel, President Elect Tate Cymbaluk and NDAR staff to attend a May 15 meeting in Washington DC. Casey Chapman has agreed to attend this meeting without the charge of legal fees. Since we still have uncommitted travel funds in our Travel Grant program President Joe Frenzel has approved an application for Travel grant funds for Linda Chapman's air fare to accompany Casey. This request is being sent to our Travel Grant Task Force this week.

Education, Mary Splichal – A motion was made to recommend to the Real Estate Commission to have two specific courses at three hours each as the Mandatory Continuing Education for the 08-09 cycle. (M/S/C)

It was moved to suggest to the Real Estate Commission that the Mandatory CE for 08-09 be held in the topics of Agency, Risk Reduction, or Contract Law focusing on addendums and offer shopping. (M/S/C)

The REALTOR[®] Summit is scheduled for October 23-24. Cliff Niersbach, Dale Stinton, and Tom Stevens from NAR have been invited. Also included will be the Rookie Course, How to Chair meetings, Committee meetings, etc.

Scott Louser is working with Minot State to provide a pre-licensing course. It will be a college course with 5 additional 3-hour courses to meet the pre-licensing requirements. Scott has asked permission to use NDAR's shelf-ready courses that are available to the local boards as the additional 3-hour courses. A motion was made to set policy where a University or organization offering pre-licensing seminars may use the shelf-ready seminars as long as a REALTOR[®] is teaching the courses. (M/S/C)

Equal Opportunity, Daryl Braham – The Task Force has been working on three goals. The committee recognized 50% of Local Boards have made contact with local boards and associations. They will plan an activity using "Jelly Belly Diversity Beans" where the colors don't match the flavors.

Membership, Rita Schuster – The Star Achiever program will continue as is. Information regarding Transaction Desk will be sent out to Local Boards.

A motion was made to recommend to the Real Estate Commission that they allow new ND licensees coming from another state, where that state's requirements are greater than ND, that licensee would only be required to take the ND portion of the exam and have the background check (at their discretion) (M/S/C)

A motion was made to create a policy where members interested in serving on NAR committees should work with NDAR staff first and staff will finalize committee assignments. (M/S/C)

A motion was made to accept the applications from Ron Volk and Jack Lindsay, both with Bismarck Mandan Board, for Life Membership. (M/S/C)

Nominating, Scott Louser – The Task Force interviewed the following candidates: Dave Lanpher for President Elect, Shirley Dukart for Vice President, Rita Schuster for Vice President, Dewey Uhlir for NAR Director, and Mark Mason for NAR Director. The Task Force noted that all candidates for NAR Director are qualified for the position, but they recommend Dewey Uhlir for the position. Candidates for President Elect and Vice President will be forwarded to a vote of the membership at the state convention.

After presentations by Dewey Uhlir and Mark Mason, a motion was made to nominate Dewey Uhlir for NAR Director. (M/S) President Joe Frenzel took his executive privilege and called for a secret ballot. As a result of the Board of Directors voting, Dewey Uhlir will fill the position of NAR Director.

Political Affairs, Vicki Roller – A preliminary final legislative report was reviewed. Vicki thanked Claus for his excellent lobbying work.

RPAC Fundraising, Sharon Lunski – Three Local Boards have already reached the \$25 per member goal. Dues billings and fundraising activities have already brought in about \$40,000. Sally McCravey and Mary Splichal presented to the Task Force a review of the training in Washington, DC. Staff will be issuing details on Federal guidelines for fund raising.

President Joe challenged the Board of Directors to make at least a 99 Club contribution by convention.

Technology Task Force, Mark Mason – The Task Force has decided to discontinue use of the HelloWorld system until the 2009 Legislative Session.

A motion was made to adopt a policy where the staff will evaluate the office equipment annually at the retreat to evaluate the necessity of replacement. (M/S/C)

President Elect Tate Cymbaluk reported that the Leadership Retreat is scheduled at the Seven Seas May 2 and 3.

Claus reviewed the plans for the Global Village project with Habitat for Humanity. He will be taking a group of about 15 people to Mobile, Alabama October 14-20. NAR is paying a portion of each person's required fees. The Steering Committee consists of Casey Chapman, Jerry Youngberg, and Jerry Schlosser. They are looking for donations from RETA, local boards and affiliates. Each volunteer will need send \$200 with their application.

A motion was made to nominate Dave Lanpher for President Elect, and Rita Schuster and Shirley Dukart for Vice President. (M/S/C) (Members will vote for the positions at the state convention)

Scott Louser reported that there is a race for NAR President Elect. The ND delegation (President Joe Frenzel, and NAR Directors Perry Weekes and Scott) are supporting Chris McElroy from Colorado. The voting will happen at the Midyear Meetings in Washington, DC in May.

Discussion was held regarding our association being on a different fiscal year from NAR. A Task Force was appointed to look into possibly changing this. Members: Chair Dave Lanpher, Dewey Uhlir, Darryl Braham, Perry Weekes, Scott Louser.

A motion was made to add a standard Board of Directors agenda item for NAR Directors to give a report of happenings. (M/S/C)

The Leadership calendar was reviewed.

The meeting was adjourned.

Respectfully submitted,
Moni Krantz