



North Dakota Association of REALTORS®

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2009

BOARD OF DIRECTORS

PRESIDENT

Dave Lanpher, ABR, CRS, ePRO, GRI

PRESIDENT ELECT

Rita Schuster, ABR, CRS, GRI

VICE PRESIDENT

Daryl Braham, CRB, GRI

PAST PRESIDENT

Tate Cymbaluk

NATIONAL DIRECTORS

Tate Cymbaluk
 Dewey Uhlir, ABR, CRS, GRI

REGIONAL VICE PRESIDENT

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

LOCAL BOARD REPS

Badlands:

Becky Thorpe, GRI

Bismarck-Mandan:

Mary Splichal, CRS, GRI
 Greg Larson, GRI
 Vicki Roller, CRS, GRI

Fargo-Moorhead:

Scott Breidenbach, GRI
 Peggy Isakson, ABR
 Brenda Martinson, ABRM, GRI
 Lyn Dwyer, GRI
 Mark Mason, ABR, CRS, GRI
 Stephanie Sarabakhsh, ABR, GRI

Grand Forks:

Cindi Kouba, CRS, GRI
 Mavis Winkels, CRS, GRI

Jamestown:

Diann Loper

Minot:

Flint Forsberg, CRS, GRI
 Wade Williamson, ABR

Wahpeton-Breckenridge:

Donna Keogh, CRS

Williston:

Craig McIvor

EXECUTIVE VICE PRESIDENT

Jill Beck
Jill@ndrealtors.com

EXECUTIVE ASSISTANT

Moni Krantz
Moni@ndrealtors.com

GOVERNMENT AFFAIRS DIRECTOR

Claus Lembke
Claus@ndrealtors.com

ADMINISTRATIVE ASSISTANT

Brenda Helm
Brenda@ndrealtors.com

Minutes Board of Directors

June 4, 2009

Ramada Plaza Suites, Fargo

Present: Dave Lanpher, Rita Schuster, Daryl Braham, Diana Zietz, Tate Cymbaluk, Dewey Uhlir, Becky Thorpe, Mary Splichal, Greg Larson, Vicki Roller, Mike Blazek (for Doug Schonert), Scott Breidenbach, Peggy Isakson, Brenda Martinson, Lyn Dwyer, Mark Mason, Stephanie Sarabakhsh, Cindi Kouba, Mavis Winkels, Diann Loper, Flint Forsberg, Wade Williamson, Donna Keogh, Scott Louser

Absent: Craig McIvor

Staff: Jill Beck, Moni Krantz

Guests: Steve Lunde, Carol Raney, Ninetta Wandler, Sharon Lunski, LuAnn White, Jason Hanson, Denise Messmer, Marsha Mugaas, John Colter, Nancy Deichert, Judy Gehrke, Mike McEown

President Dave Lanpher called the meeting to order.

Lyn Dwyer, Prudential LRES Realty, Fargo, gave the invocation and led the REALTOR® Pledge and Pledge of Allegiance.

Minutes from the February 13, 2009 and May 6, 2009 meetings were reviewed and approved as presented. (M/S/C)

Jill Beck gave a review of the financial statement through April.

Reports from the ND Real Estate Commission, Legal Counsel, Dakotas CRS Chapter, and RPIC Ron Volk were presented in writing to the Board.

Local Board President Reports were included in writing with the following additions:

Fargo Moorhead, Scott Breidenbach – business is booming, two commercials are currently being aired, taking part in the Marketing matching fund, attending a phone conference call with NAR regarding FMAAR's request for money to support the ½ cent Sales Tax to Protect Fargo's Future with permanent flood protection.

Minot, Flint Forsberg – market is strong, membership is up, hosted an RPAC fundraiser, looking at hosting more fundraisers for various charities.

Scott Louser, Region 8 Vice President, gave a report from his travels as RVP. He has attended several regional retreats and state meetings along with the Midyear meetings in Washington DC.

Dave Lanpher gave his President's Report. He attended the Region 8 Retreat in Sioux Falls with President Elect Rita Schuster and Jill Beck. The staff evaluation process is being re-vamped. The Budget Task Force is developing a budget forecast out to 2012 instead of just the immediate year ahead. The process for nominations for officers will be reviewed and criteria added. The Presidential Advisory Group for non-dues income has given their report. More information on their suggestions will be coming at the next Board meetings or the appropriate committees.

Jill Beck gave a staff report. NAR is offering the Right Tools, Right Now program with webinars, brochures, class discounts, etc. Staff members are attending training sessions this summer – Moni to REBAC training in Chicago and Jill to State AE meetings in Seattle. She thanked Scott Louser for coordinating the Regional Retreat in Sioux Falls. Two grants are available through NAR for Short Sales/Foreclosures and Workforce Housing Foundation. She will be working on getting those for NDAR. Not all Board of Directors members are registered for the convention in Watertown, SD and encouraged all to register soon.

Wade Williamson, Professional Development Chair, gave a report from the committee. Looking at a fall caravan in Bismarck and Fargo since the Spring Caravan was cancelled. A spring caravan for 2010 will be put together in seven locations hosting the mandatory topics. June 9-10 ABR courses co-sponsored by the Fargo Moorhead Association had to be postponed due to low registrations. The ABR designation course will be held in Fargo in 2010. Staff will look at options for changing the December Education seminar from December 15-16 to the week before that. Challenged other committees that Professional Development will reach the 100% RPAC participation before the other committees.

Peg Isakson, Membership Services Chair, gave a report from the committee. She thanked members of the Board for their willingness to approve the marketing fund matching program. A template will be created for a brochure with facts on ND. This template will be made available to all locals to use.

A motion was made to approve Chris Irwin, Oaktree REALTORS®, and Dick Olson, Alliance Real Estate, both of Bismarck Mandan, for Life Membership. (M/S/C)

Steve Lunde, Political Affairs Chair, reported on the committee meeting. He thanked Claus Lembke for his work at the Legislature and Scott Louser, RVP, for his work on federal legislation.

Carol Raney, RPAC Fundraising Chair, gave a report from the task force. They decided to change NDAR's RPAC award year to coincide with NAR's dates (November 1 – October 31). Staff will research possibilities for Legislative Impact Day 2011 that would be approved for CE as an incentive to our members.

Rita Schuster, Acting Director in Charge, gave a report of the Technology Task Force meeting. They will create a survey to find what members' needs are for technology and support. It was suggested to totally re-do the ndrealtors.com website. Staff and Chair DJ will look at other small states' sites and investigate the cost of a new site. They will bring a proposal to the Budget Task Force by July 7 for their consideration.

Staff reported that the meeting notices for this meeting and the committee meetings held on June 3 were sent through Microsoft Outlook. This allows members to automatically put the dates into their calendars. Board members were asked if this was an acceptable form of communicating. Most agreed it was effective and helpful.

Tate Cymbaluk, Nominating Task Force Chair, reported that the Task Force interviewed and are forwarding for nomination Diana Zietz for Vice President and Daryl Braham for President Elect. (M/S/C)

Discussion was held regarding the money kept in NDAR's reserves. A motion was made to raise the grant request to NAR to \$100,000 (instead of \$50,000) for the Workforce Housing Grant to include marketing if possible. (M/S/C)

It was reported that roughly \$2 million is available from NAR by the end of December 2009 that can be used for Workforce Housing grants and marketing. Staff will investigate the possibility of this request.

Scott Louser, RVP, commented that Realtor.com will include commercial properties. REALTOR® magazine will be published every two months instead of every month. He also noted that in his travels to other state meetings, the level of professionalism is better in North Dakota than anywhere else.

Scott also recommended that NDAR look at changing the policy for the Legal Defense Fund that is set up. He has heard of other states needing to spend much more on legal issues than the \$5,000 set in NDAR's reserves.

Judy Gehrke, Fargo Moorhead AE, commended Jill and Moni for their help to the Local Boards.

Daryl Braham reported that the MN Association is working with the MN Department of Commerce to create a policy where Brokers and Broker Managers are required to attend a 3 hour course every two years on Code of Ethics to increase professionalism.

Discussion was held regarding the RPAC Reception during the annual convention. This reception has been open to members in the "99 Club" and higher.

A motion was made to raise the admission level to \$250 investment to RPAC for the reception at the convention. (M/S/Failed)

A motion was made and seconded for the RPAC reception at convention that "99 Club" members be invited without drink tickets and that "Capital Club" and higher get 2 drink tickets each. A recommendation was made to send this motion to the RPAC committee for their decision.

Mary Splichal suggested that National travel reports be encouraged from all NAR committee members attending national meetings even if they don't get funding from NDAR.

Mike McEown, Minot AE, also commended Jill, Moni and Brenda for their hard work and assistance to the local boards.

A proposal to start an on-going marketing set-aside fund not to exceed \$50,000 will be brought to the Budget Task Force from the Membership Services committee.

A proposed budget will be presented to the Board in August to be voted on at the September meeting in Watertown, SD.

The meeting was adjourned.

Respectfully submitted,

Moni Krantz