



North Dakota Association of REALTORS®

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2010 BOARD OF DIRECTORS

PRESIDENT

Rita Schuster, ABR, CRS, GRI

PRESIDENT ELECT

Daryl Braham, CRB, GRI

VICE PRESIDENT

Diana Zietz, ABR, CRS, GRI

DIRECTOR AT LARGE

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NATIONAL DIRECTORS

Dave Lanpher
Dewey Uhlir, ABR, CRS, GRI

REGIONAL VICE PRESIDENT

Andy Mahowald, CRS, GRI

LOCAL BOARD REPS

Badlands:

Becky Thorpe, GRI

Bismarck-Mandan:

Greg Larson, GRI
Lynnell Strothman, CRS, GRI
Doug Schonert, GRI

Fargo-Moorhead:

Peggy Isakson, ABR, CRS
LuAnn White, ABR, CRS
Scott Breidenbach, GRI
Lyn Dwyer, GRI
Bob Lee, GRI
Stephanie Sarabakhsh, ABR, GRI

Grand Forks:

Mavis Winkels, CRS, GRI
Jim Dunavan, CRS, GRI

Jamestown:

Tish Johnson

Minot:

Wade Williamson, ABR
Marsha Mugaas, ABR, CRS, GRI

Wahpeton-Breckenridge:

Donna Keogh, CRS

Williston:

Kim Visser, SFR

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

Suzanne Wetz

Suzanne@ndrealtors.com

Board of Directors Minutes

October 7, 2010

Doublewood, Bismarck

Present: Daryl Braham, Scott Breidenbach, Jim Dunavan, Lyn Dwyer, Peggy Isakson, Tish Johnson, Donna Keogh, Dave Lanpher, Greg Larson, Bob Lee, Cindy Harvey (for Marsha Mugaas), Vicki Roller, Stephanie Sarabakhsh, Doug Schonert, Rita Schuster, Lynnell Strothman, Becky Thorpe, Dewey Uhlir, LuAnn White, Wade Williamson, Mavis Winkels, Diana Zietz

Absent: Tate Cymbaluk, Donna Keogh, Kim Visser

Guests: Nancy Deichert, Judy Gehrke, John Colter, Diane Dillman, Pat Jergenson, Susie Lefor, DeAnne Mason, Denise Messmer, Karin Haskell, Mike McEown

Staff: Jill Beck, Claus Lembke, Moni Krantz

The meeting was called to order by President Rita Schuster and introductions were made.

Immediate Past President Dave Lanpher gave the invocation and led the group in the Pledge of Allegiance and REALTOR® Pledge.

Minutes from the September 16, 2010 meeting were approved as presented. (M/S/C)

Jill Beck gave a financial report. A motion was made to accept this report. (M/S/C)

Rita Schuster gave her President's Report:

- The Convention held in Grand Forks had about 375 REALTORS®, 60 staff & spouses, and 23 vendors. The responses from attendees were favorable for the location. The final financial statement is being put together, but it is looking like a loss of roughly \$6,000 to \$7,000.
- The RPAC event at the convention raised \$11,284.
- Rita gave special thanks to Cindi Kouba for coordinating the RPAC event, to Tish Johnson for the handmade quilt she donated, and to John Colter for all his work on the convention.
- For the NAR convention in November, Rita is planning to coordinate a ND night in New Orleans. Reservations will be made at Cuvee restaurant – the owner's mother is a Grand Forks REALTOR®.
- The RPAC awards during the NAR convention will be a proud moment for ND. All convention attendees are encouraged to be at the session on Friday at 2:30pm.
- She encouraged everyone to make another push for the Broker Involvement program. ND needs 50 brokers signed up to earn the President's Cup award.

Jill Beck gave a staff report:

- RPAC Trustees are allocating \$12,000 back to the local boards on what was raised by each.
- NAR is contacting members who have never given to RPAC or Issues requesting their involvement. NDAR staff will get a list of who gets this letter.



- Jerry Youngberg will be attending the National Association of Hispanic Real Estate Professionals and the Asian Real Estate Association of America conference in Las Vegas with a grant from NAR. Jerry serves on the Global Business & Alliances committee and is also part of ARELLO.Realtor.com has launched a new format. Agent pages are free. Members are encouraged to look into it.
- NDAR Leadership Challenge for 100% participation is very close to being met.
- Jill is meeting with staff from the Bankers Association, Home Builders Association, and Housing Finance Agency on appraisal issues and other items.
- Local Board appointments for Grievance, Issues and RPAC Trustees will be coming out soon.
- The Department of Commerce has pod casts available. They are intended to help people find jobs and housing in ND.

Karin Haskell, Membership Services Chair, gave a report from that committee:

- Marketing program still has two boards planning to participate.
- Salvation Army Day is December 10 – local contact people will be scheduling volunteers to cover the shifts at each kettle. The Task Force is looking for companies to match funds raised.
- The REALTOR® logo items sold at the convention was a great member benefit. Roughly \$1500 was sold. Any remaining items will be returned for a full refund.
- YPN has a good start for members of the chapter. They will be in contact to plan the next function of the group.

Greg Larson, RPAC Fundraising Chair, gave a report from that committee:

- Set goals for 2011:
 - Per member: \$30
 - Member % participation: 75% (focus)
 - Major Donors: 1%
 - Capital Club members: 5%
 - 99 Club members: 15%
 - Fund completion date: October 31, 2011

Greg also serves as the Chair Elect for Political Affairs Committee. He gave the report from that committee as well:

- Action Item: Recommend the Public Policy statement adoption with changes made by the committee
 - 5.3 – replace “homes” with “real property”
 - 8.1 – replace “handicap” with “disability”; “familial status” with “marital status”; “source of income” with “receipt of public assistance”
 - 10.2 – replace “agent” with “broker”

A motion was made to approve the Public Policy Statement with the previous changes made. (M/S/C)

- Roundtable Issues agreed upon:
 - Private Transfer Fee – introduce law to oppose
 - Fenced Hunting – send a request to Issues Mobilization Committee asking for dollars to oppose this initiated measure
 - Property Tax Relief – support current tax relief to be continued and apply for all real properties
- Issues under review:
 - Request CLUE reports to be available more than 5-10 years
 - Imputed knowledge to broker – we are reviewing the need for any change in the law
 - Appraiser shortage and delay of getting it done – staff will research possible solutions
 - Auctioneers to have a real estate license if selling real estate. The Real Estate Commission is reviewing this issue and the Political Affairs Committee expects to support whatever the Commission is trying to change (nothing is contemplated for the 2011 session at this time).

Denise Messmer, Technology Chair, gave a report from that committee:

- Planning to schedule a lunch and learn session on Twitter at next available state meetings (after Legislative Impact Day)
- Risk Management of Social Media class with Doug Devitre, November 15-16, Fargo & Bismarck
- Challenged members to “like” (become a fan) of the ND REALTORS® Facebook page

Peg Isakson, Equal Opportunity Chair, gave a report from that committee:

- Having a poster contest for Fair Housing Month – theme is “Welcome to My Neighborhood”
- Fred Underwood from NAR spoke on Diversity training that is available – local boards will look into hosting the workshop

Diana Zietz, Acting Director in Charge for Professional Development Committee, gave a report from that committee:

- Staff and Committee leadership will create a survey regarding ABR, CRS, and SRS designation courses to find out member interest. An appropriate course will be scheduled for spring of 2011 based on results.
- A Task Force was created to define the possible mandatory broker education – Dave Branson, Lyn Dwyer, Diane Duchscher, Chery Bourdeau, and Pat Jergenson

Greg Larson announced additional Major Donors to RPAC who were not included in the report given at the convention. Bette Vandersteen is a Sterling R, Rita Schuster is a Crystal R, and Skip Greenberg is also a Crystal R. He also announced the standings for the awards for per capita and percentage of participation. The final numbers will be announced at the next meeting.

A whitepaper on frequently asked questions and answers regarding the appraisal issues was reviewed.

A detailed presentation of the proposed 2011 budget was given by President Elect Daryl Braham. Discussion was held regarding balancing the budget, giving value to REALTOR® and affiliate members (spelling out what they receive for their dues). A request was made to send out the notes from the Executive Committee regarding why they are proposing an increase in dues.

A motion was made to approve the proposed budget. (M/S/C)

An application process has been developed for the Federal Political Coordinator positions. This information was reviewed. Anyone interested was encouraged to apply.

The upcoming calendar was reviewed. The Leadership Retreat is being held October 26-27 in Bismarck for long-range planning.

Lyn Dwyer was recognized as 2011 Chair for the Membership Services Committee due to the resignation of the former chair.

Rita Schuster presented gifts to the Committee Chairs, Executive Committee, and staff for their hard work and dedication this year. She thanked everyone for the opportunity to serve as President and she pointed out that other states are jealous of ND.

The Gavel was passed to 2011 President Daryl Braham.

Daryl thanked Rita for her service as President. He presented her with an eagle statue as a gift of appreciation from the Association.

Daryl gave a brief overview of the Extreme Makeover Home Edition project that he is currently working on.

Judy Gehrke thanked Stephanie Sarabakhsh and Lyn Dwyer for their years serving as representatives for the Fargo Moorhead Area Association on the NDAR Board of Directors. This will be their last meeting in those positions.

The meeting was adjourned.

Respectfully submitted,

Moni Krantz