



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

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

October 24, 2007

Seven Seas Hotel, Mandan, ND

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

Absent: Joe Frenzel

Guests: Doris Hill, Arlene Volk, Jerry Schlosser, Sharon Lunski, Dewey Uhlir, Sally McCravey, John Colter, Nancy Deichert, Judy Gehrke, Mike McEown, Pat Jergenson, Casey Chapman, Shirley Dukart, Ron Volk, Arnie Kosobud, Steve Lunde

Staff: Jill Beck, Moni Krantz, Brenda Helm

President Tate Cymbaluk called the meeting to order and members and guests were introduced.

Minutes from the September 13, 2007 meetings were reviewed and approved. (M/S/C)

Jill Beck presented the financial statements and gave information. The financial books are currently being reviewed by the accounting firm and will have that report available at the January meeting. Staff apologized for not sending the financial information with the meeting notices. It will be included in the next notice.

Pat Jergenson gave a report from the ND Real Estate Commission. She recognized Scott Louser for the nice job he did teaching the Rookie Course. The 2008 license renewals went out to all licensees October 22. Any licensee using RICE Insurance must provide official verification of payment with their license renewal. Since the Minnesota Department of Commerce has changed their process of issuing licenses, brokers with agents licensed in MN are asked to sign on the license that it is an authentic copy. A hearing for proposed rule changes will be held Wednesday, November 7th at 8:00 am at the State Capitol. Notices are in the Commission's newsletter and newspapers across ND. She also promoted their website at www.realestatend.org.

Casey Chapman reported briefly about the session he attended in Chicago October 12. He also offered that brokers can email Legal Hotline questions if they'd like.

Diana Zietz, Dakota CRS Chapter President, reported that the Chapter held a Strategic Planning session with their Regional Vice President in September. The Chapter Board of Directors is asking one member from each local Board in North and South Dakota to be a contact for that Board of Directors. Diana will be attending the National convention to represent the Chapter. They will hold a transition meeting to change officers in December. As a result of the courses held October 1 and 2, the Chapter gained about 25 new members.

No report was given for CCIM.

Ron Volk reported on the RPAC Trustees meeting. They were informed from NAR that there is \$3,000 available for Representative Pomeroy. The Committee will interview him in January. They elected Tate Cymbaluk as Chair for two years and Barb Grande as Vice Chair. They donated \$1,000 to Al Jaeger, Secretary of State. Jill Beck was voted to serve as Secretary/Treasurer.

Local Board Reports:

Badlands – Diana Zietz – Thanked everyone who attended the CRS courses they sponsored in early October. They had wonderful attendance. Their market is good with an average price of \$135,000.

Bismarck Mandan – Doug Schonert – They have an active Board and committees as well as an active market. The Bismarck Mandan area is growing. They held a planning retreat for the Board and Committee Chairs with Daryl Braham facilitating. They set three goals for the year. Each Committee has already met and they are working on the 2008 budget. November 19th they will go to electronic lockboxes.

Fargo Moorhead – Brenda Martinson – In a good market time with average sales price of \$156,000. The Committee Chairs are set for the year and they have added a Technology Committee. They will be hosting an ePro Workshop, Code of Ethics Course and Agency Law Class. Their Association supports a food drive, coffee drive, and other charitable events for the holiday season. They presented a plaque to Arlene Volk, Chair of Real Estate Trust Account (RETA) Committee, for the \$10,000 donation to Habitat for Humanity build project.

Grand Forks – Patsy Dombovy-Vasquez – They have had some price reductions and short sales, but the average sale price is up to \$142,600. They held a retreat for Committee Chairs. Many donations were gathered for Northwood and for the Bob Freeberg Memorial Convention Scholarship Fund.

Jamestown – Diann Loper – Sales are up and the average sales price is \$93,309. They have been battling the media. 2008 is the 125th anniversary for the city and several new shops and businesses are opening around town. Members and affiliates are up. They will be holding the annual Christmas party with donations for charity and food pantry.

Minot – Carrie Montoya – The market is good. They are planning their annual Christmas party with donations to the Salvation Army as in the past. They are also busy planning the 2008 Convention.

Wahpeton Breckenridge – Kathy Hammer – Sales have been a little slower, but statistics show an 11% increase in the average sales price up to \$85,900. They give gifts to needy families at Christmas time. They will be doing RPAC billing with dues and have a kick off in January. They had a free-will offering for Northwood and they have an annual work day for Habitat for Humanity.

Williston – Craig McIvor – The market is active. New companies are moving into the area. It appears the oil activity is moving east, which could be good for ND. They have some new construction of single family and multi-unit housing coming up.

The re-appointment of Arlene Volk to the Real Estate Trust Account (RETA) Committee was ratified. (M/S/C)

Committee Reports:

Executive Committee – Tate Cymbaluk & Jill Beck – NDAR will pay off their portion of the mortgage on the REALTOR® Building on November 5th. A motion was made to have Jill Beck and Tate Cymbaluk be the signers for any necessary paperwork regarding the pay off of NDAR’s portion of the mortgage and that NDAR is willing to lower the mortgage payments for the Bismarck Mandan Board (BMBOR) to an amount that is acceptable to Starion Financial and BMBOR. (M/S/C)

There is no dues increase scheduled at this time but committee is keeping tabs on membership numbers. All Board members were asked to complete a Conflict of Interest form.

Education – Arnie Kosobud, Chair – It was moved to change the name of the committee to Professional Development. (M/S/C) Staff will continue to include “Education” to avoid confusion. Grand Forks Board has looked into hosting an ABR course. They will be preparing a proposal for co-sponsoring with NDAR. A Task Force was created (Rita Schuster, Mary Splichal, and Pat Jergenson) to look into some concerns with the additional 15 hours pre-licensing courses that are available.

Membership Services – Daryl Braham, Chair – The Committee has revamped the purpose statement to coincide with the Board’s action to make the Nominating, REALTOR® of the Year and RPAC Fundraising Task Forces separate committees. They will be working on updating the membership brochure that was produced a few years ago. They developed three goals on which to focus this year. Daryl challenged the committee members to meet with 10 people each to spark interested in getting involved.

RPAC Fundraising – Shirley Dukart, Chair – Shirley reviewed the statistics from NAR and NDAR for the 2007 funds raised. Staff will be preparing a 5-year history report for the next goal setting session. A Task Force was created to look into having a ND Hall of Fame for RPAC major donors. Teri Folk, NAR Political Representative, is tentatively scheduled to meet with staff, AEs, and fund raisers in January. The committee was challenged to become Capital Club or higher for 2008. Shirley is planning to attend the NAR RPAC training session again. The committee set the goals for 2008.

- a. Per member goal: \$30
- b. Member % goal: 100%
- c. Sterling/Crystal R Members: 1 per 100
- d. Capital Club Members: 10%
- e. 99 Club Members: 25%
- f. 49 Club Members: set by locals
- g. Fund Completion date: Sept 1 (for State Convention awards)

Fiscal Year Task Force – Dave Lanpher, Chair – The Committee recommended changing the NDAR leadership year to December 1 through November 30. (M/S/C) The 2009 Officers will be seated in December of 2008 for that coming year but still have elections and installation at the state convention in September. They also recommended a Bylaws change to indicate the Budget Fiscal Year be moved to a calendar year. (M/S/C)

President Tate Cymbaluk presented a clock to Perry Weekes as outgoing NAR Director.

A thank you was announced to the Global Village Team (Claus & Marsha Lembke, Casey Chapman, Scott Breidenbach, Lyn Dwyer, Jerry Schlosser, Diana Zietz, Jerry Youngberg, Dan Ringuette, Mary Freeman, Lynn Klein, Larry Louser). North Dakota was the 14th state to assist with the build in Mobile, Alabama.

Daryl Braham reported that since he is on the Minnesota Executive Committee, he became aware that the Minnesota Association of REALTORS® does not have a standing committee for RPAC Fundraising. Their RPAC Trustees take care of raising the funds. He also reported on how NAR watches out for North Dakota. He was sent a news clipping from the Mayville, ND newspaper from the NAR Public Affairs Director noting that ND REALTORS® make the news.

The Leadership calendar was reviewed.

Mary Splichal thanked Jill Beck for her assistance on being appointed to an NAR Committee.

The meeting was adjourned.

Respectfully submitted,

Moni Krantz