



# North Dakota Association of REALTORS®

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## 2013 BOARD OF DIRECTORS

### *PRESIDENT*

Scott Breidenbach, GRI

### *PRESIDENT ELECT*

Vicki Roller, CRS, GRI

### *VICE PRESIDENT*

Greg Larson, GRI

### *DIRECTOR AT LARGE*

Cindy Harvey, ABR, CRS, ePro, SRES

### *PAST PRESIDENT*

Diana Zietz, ABR, CRS, GRI, SFR

### *NATIONAL DIRECTORS*

Daryl Braham, CRB, GRI

Dewey Uhlir, ABR, CRS, GRI

### *REGIONAL VICE PRESIDENT*

Daryl Braham, CRB, GRI

### *LOCAL BOARD REPS*

#### *Badlands:*

Lorrie Nantt, ABR, SFR

#### *Bismarck-Mandan:*

Kristi Bohl, GRI

Bob Johnson, GRI

Dennis Kaiser, GRI

Mary Shelkey Miller, SFR, GRI, SRES,

ABR

#### *Fargo-Moorhead:*

Kevin Fisher, CRS, GRI

Jeff Shipley, GRI

Todd Anhorn

Peggy Isakson, ABR, CRS

Bob Lee, ePRO, GRI, SFR

DeAnn Mason

#### *Grand Forks:*

David Blumkin, ABR, CRS, GRI

Weezie Potter, ABR, GRI

Laurel Haake, GRI

#### *Jamestown:*

Alison Schumann

#### *Minot:*

Ashleigh Collins

Danette Krumwiede

#### *Wahpeton-Breckenridge:*

Steve Diederick, GRI, CRS

#### *Williston:*

Kassie Groder

#### *STAFF:*

Jill Beck, *Chief Executive Officer*

[Jill@ndrealtors.com](mailto:Jill@ndrealtors.com)

Suzanne Wetz, *Executive Assistant*

[Suzanne@ndrealtors.com](mailto:Suzanne@ndrealtors.com)

Claus Lembke, *Gov't Affairs Director*

[Claus@ndrealtors.com](mailto:Claus@ndrealtors.com)

Minutes

Board of Directors

February 4, 2013

Seven Seas, Mandan

**Present:** Scott Breidenbach, Vicki Roller, Greg Larson, Cindy Harvey, Daryl Braham, Dewey Uhlir, Kristi Bohl, Dennis Kaiser, Mary Shelkey-Miller, Kevin Fisher, Jeff Shipley, Todd Randall (for Todd Anhorn), Al Havig (for Peggy Isakson), Bob Lee, LuAnn White (for DeAnne Mason), David Blumkin, Laurel Haake, Danette Krumwiede, Steve Diederick, Connie Osowski (for Weezie Potter), Gary Kramlich (for Ashleigh Collins), Lorrie Nantt, Kassie Gorder

**Absent:** Diana Zietz, Bob Johnson, Alison Schumann

**Guests:** Pat Jergenson, Mary Goroski, Barb Lupo, Ron Volk, Casey Chapman, John Colter, Nancy Deichert, Judy Gehrke, Mike McEown, Arlene Volk, Lyn Dwyer, Todd Fettig, Kathy Hammer

**Staff:** Jill Beck, Suzanne Wetz, Claus Lembke

President Scot Breidenbach called the meeting to order. Welcome and introductions were done.

Arlene Volk gave the Invocation and led the group in the Pledge of Allegiance and REALTOR® pledge.

The consent agenda was approved. **M/S/C** Items on it listed as:

- a. Minutes from November 29, 2012 meeting (pg 6-8)
- b. Local Board Reports (pg 9-12)
- c. Calendar of Upcoming Events (pg 13)
- d. Legal Hotline Update – Casey Chapman, Legal Counsel (pg 14)
- e. CRS Chapter Report – Vicky Matson (pg 15-16)
- f. CCIM Report (pg 17)
- g. Life Membership – Gary Geiszler, Badlands (pg 18-19)
- h. Ratification of Life Membership Applications (pg 20)
- i. Ratification of NAR Director Proxy  
-The Executive Committee is recommending appointing Vicki Roller as a proxy vote for Daryl Braham for the year 2013 only as he is serving in dual capacity as RVP and National Director

Staff Report (including Financials) - Jill gave 2012 financials. She highlighted the following line items that were significantly varied from income/expenses budgeted amounts:

Income

- Dues and indoctrination (\$8,206) fees were over budget for 2012
- Education income was over by \$12,000
- Convention income was over by \$9,500
- Income was over budget by \$55,000



## Expenses

- Committee budget was under \$5,500
- Marketing Fund was under \$10,000
- Database for membership was under \$8,000
- Leadership travel was under \$12,000 - Daryl Braham had his expenses paid by NAR (due to his RPAC Liaison roll) and \$3,000 of Vicki Roller's travel to NAR Convention was paid for as she was our ROTY.
- Payroll benefits show under budget but when the Legal and Accounting account gets added into them, it comes out even. The temporary staff payments has been going into the Legal and Accounting per the accountant.
- Currently 2012 will be estimated at \$90,000 in the black. The accountants have the bookkeeping files and are doing a review that will be presented at the June meetings.

## Jill also reported on:

- Dues renewals came in at 1474. We are already 50 members over budget for 2013. RPAC and Issues brought in about \$36,000 and REALTOR Relief Foundation was \$5,766.
- The lease for the Northern Plains District has been re-signed for another year. The rent was increased.
- Region 8 Regional Vice President Daryl Braham will holding the Regional meetings on April 3 and 4 in Fargo.
- Applications for leadership academy are due March 31.
- Karl Eckhart, NAR Political Field Rep, will be doing meet and greets with Senator Heitkamp and Congressman Cramer this spring/summer.
- Ergonomic Grant – Last fall the NDAR office had an ergonomic assessment completed. We were approved for the grant. They fund 75% of the expense to purchase equipment necessary for correct positions at work stations. It will cost an additional \$300-\$400 to purchase the equipment.
- RPAC Trustees – The RPAC Trustees met in January and voted to give Randy Christmann \$2,000 for debit retirement from him campaign last fall. They also voted to submit a request to NAR RPAC Trustees to five Senator Heidi Heitkamp \$5,000 for debit retirement.
- We have 19 North Dakota members that are serving on 34 national committees.
- The job assessment from NAR has been completed. The suggestions were to hire 2 additional full-time staff (bringing up the total to 4 full-time employees). They also did a salary analysis. **M/S/C** Approve up to \$60,000 for hiring new employees and bring current salaries up to market standard.

## President's Report - President Scott gave his report included:

- Washington, DC meetings - Ron Volk, Greg Larson, and Daryl Braham gave updates on their recent trip to NAR meetings.
- Friday Legislative conference calls – he encouraged everyone to participate.
- Local board events – President Scott would like to come to any functions that local boards are having.
- Non dues income – This item will be tabled until we see how the year goes.

## Committee Reports

- Professional Development – Connie Osowski, Chair
  - Spring Caravan will be held April 8-11. More details will follow soon.
  - A CRS course is slated to be held in Dickinson in October.
  - 2013 December education will be held at the Ramkota on the 4<sup>th</sup> and 5<sup>th</sup>.
  - Suggested mandatory topics for the ND Real Estate Commission were discussed. Ideas from the committee will be forwarded onto the Real Estate Commission.
  - We are still working with MN in concern with the GRI program.
  - A possible appraisal and safety course may be offered this year.
- Membership Services – Lynnell Strothman, Chair (report was given by Vice Chair Cindy Harvey)
  - Mary Goroski has volunteered to be the state forms chair. She will be contacting people in each board to find out if there is a need for state forms.
  - LuAnn White is going to make contacts in each local board to get the YPN group up and running again.
  - A Desktop Reference Guide is still being researched.
  - The committee is also looking into doing a Leadership Program to get younger people involved.
- Political Affairs – Greg Larson, Chair

- Good Funds Bill – **M/S/C** Approve amendments as presented. The amendments were going to be submitted to the chairman of the subcommittee.
- More to be reported at the meeting tomorrow.

Optional E & O Insurance – The state association and local boards currently have basic coverage through NAR. This is an additional policy that can be purchased. It has not been done in the past. **M/S/C** to not purchase additional coverage.

The meeting was adjourned.

Respectfully submitted,

Suzanne R. Wetz