



North Dakota Association of REALTORS®

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2015 BOARD OF DIRECTORS

PRESIDENT

Greg Larson, GRI

PRESIDENT ELECT

Cindy Harvey, ABR, CRS, ePro, SRES

VICE PRESIDENT

Lyn Dwyer, GRI

DIRECTOR AT LARGE

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NATIONAL DIRECTORS

Daryl Braham, CRB, GRI

Dewey Uhler, ABR, CRS, GRI

REGIONAL VICE PRESIDENT

Jeff Nelson

LOCAL BOARD REPS

Badlands:

Shirley Dukart, CRS, GRI

Ninetta Wandler, ABR, CRS, GRI

Bismarck-Mandan:

Bob Johnson, GRI

Amy Hullet

Kristin Oban, GRI, SFR

Mary Shelkey Miller, SFR, GRI, SRES, ABR

Fargo-Moorhead:

Todd Anhorn

Kevin Fisher, CRS, GRI

Peggy Isakson, ABR, CRS

Bob Lee, ePRO, GRI, SFR

Ben Schroeder

Jeff Shipley, GRI

Jodi Tollefson, GRI

Grand Forks:

David Blumkin, ABR, CRS, GRI

Phil Vanyo

Jamestown:

Brandon Culver

Minot:

Joyce Kuntz

Brad Livesay

Wahpeton-Breckenridge:

Steve Diederick, GRI, CRS

Williston:

Kassie Gorder

STAFF:

Jill Beck, *Chief Executive Officer*

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Jane Marum, *Admin/Membership*

Services Director

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Robyn O'Gorman, *Admin Assistant*

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Nancy Willis, *Gov't Affairs Director*

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Minutes

RPAC Fundraising

April 23, 2015 12:00 p.m. (noon)

Conference Call

Present: Mary Shelkey-Miller, Chair; Darryl Braham, Past Chair; Kevin Fisher, Dave Lanpher, Greg Larson, Larry Louser, Bob Lee, Lorrie Nantt, Jodi Tollefson, Dewey Uhler.

Absent: Scott Breidenbach; Lyn Dwyer; Scott Louser; Shirley Moen; Ninetta Wandler

Guests: Nancy Deichert; Barb Grande, Sue Heth, , Barb Lupo

Staff: Nancy R. Willis, Jill Beck

Mary Shelkey-Miller called the meeting to order.

1. Everyone was welcomed and roll was taken.
2. The minutes from the July 23, 2014 were accepted as distributed.
3. NAR's 2015 RPAC Goals were reviewed.
4. NDAR's 2014 RPAC Goals and accomplishments were reviewed.
5. NDAR's 2015 RPAC Goals were discussed. Committee members agreed to concentrate on three goals:
 - a. Per Member Goal : \$30
 - b. Member Participation: 75%
 - c. Major Investor: 55

Committee members reviewed the 2015 ND RPAC Board Investments through 4/15. Two Boards, Jamestown and Williston, have met the 75% member participation. Nancy Willis said a new column had been added tracking number of new investors needed by board to achieve the 75% participation goal. Major investors stand at 14.

6. Willis and Kevin Fisher gave a summary of a call held among participants of NAR RPAC-related committees and the chair and chair elect of this committee. Fisher is on the NAR Major Investor Council and in that role is eligible to use \$1000 from NAR for fundraising activities. After talking to NAR, it was determined that they did not have a certain number or % of new major investors compared to ND's last year's major investors in mind, but did expect 25-30 attendees at any fundraising event. They also expect new major investors and/or new money.

Fisher proposed using the NAR dollars for three dinners, where current major donors invite prospective major donors, in Fargo, Bismarck and Minot. The Fargo dinner would encompass Fargo, Grand Forks, Wahpeton and possibly Jamestown. The Bismarck dinner would encompass possibly Jamestown, Bismarck-Mandan,



Dickinson and the central area. The Minot dinner would encompass Minot and Williston and the western area. Someone from NAR or Darryl Braham would be asked to speak about the value of RPAC and solicitations would be made. Those that already are major donors would be thanked. Braham suggested using someone from NAR as the draw. Fisher said the plan would be that current major donors would contact prospective major donors personally. Members suggested starting with those personal contacts and determining if individuals were open to attending an event such as the regional dinners. Larry Louser encouraged committee members to use the list of previous major investors as the "low hanging fruit" for major donor recruitment.

Willis informed members that NDAR is partnering with NAR on e-mail solicitations. The program began last year, but NDAR asked that e-mails be limited because of our communications on Measure 2. This year we would support more solicitations. Willis also informed members that NAR has implemented a new RPAC fundraising program, the Corporate Ally Program, which is designed to obtain contributions from MLS'. She said they had received clarification that even if an MLS is owned by a local board and the local board already has contributed, they are seeking \$1/member from the MLS' or \$1,000, whichever is greater. Program contact is Ed Lawler. A local board association executive training will be held on April 28 in Jamestown and Ed Lawler will call in to share information about the program with the AEs.

Willis also reviewed the requirements for the President's Cup and North Dakota's and other states current standings. Braham said NAR had implemented a states' competition. North Dakota is paired with Alaska and Vermont.

7. Shelkey-Miller then led committee members on a review of the Strategic Plan and highlighted items that this committee would be expected to accomplish. Committee members felt that if the three goals established are accomplished, the other items will fall in place.
8. Willis said NDAR will be working on incorporating an advocacy component to the NDAR website. It will need to be password protected so only those in the solicitable class are able to access or see information.
9. Willis said only a few individuals remain on past payment plans. One is from 2011 and the others are from 2013 for a total of about \$2700 and they continue to be paid down.

There being no other business, the meeting was adjourned at 1:10 p.m.

Respectfully submitted,

Nancy R. Willis, GAD