



North Dakota Association of REALTORS®

318 West Apollo Avenue – Bismarck, ND 58503-1404
Phone: 701-355-1010 or 800-279-2361 – Fax: 866-665-1011

www.ndrealtors.com

info@ndrealtors.com

2015 BOARD OF DIRECTORS

PRESIDENT

Greg Larson, GRI

PRESIDENT ELECT

Cindy Harvey, ABR, CRS, ePro, SRES

VICE PRESIDENT

Lyn Dwyer, GRI

DIRECTOR AT LARGE

Lorrie Nantt, ABR, SFR

PAST PRESIDENT

Vicki Roller, CRS, GRI

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*

jill@ndrealtors.com

Jane Marum, *Admin/Membership*

Services Director

jane@ndrealtors.com

Robyn O'Gorman, *Admin Assistant*

robyn@ndrealtors.com

Nancy Willis, *Gov't Affairs Director*

nancy@ndrealtors.com

Minutes

Board of Directors Meeting

9:00 A.M. June 11, 2015

Lilac Room-Hilton Garden Inn, Fargo

Present: Greg Larson; Cindy Harvey; Lyn Dwyer; Lorrie Nantt; Vicki Roller; Todd Anhorn; David Blumkin; Brandon Culver; Steve Diederick; Shirley Dukart; Kevin Fisher; Amy Hullet; Peggy Isakson; Tricia Schlosser (for Bob Johnson); Joyce Kuntz; Bob Lee; Brad Livesay; Kristin Oban; Ben Schroeder; Mary Shelkey-Miller; Steve Lunde (for Jeff Shipley); Jodi Tollefson; Dewey Uhler; Phil Vanyo; Ninetta Wandler.

Absent with prior notice: Daryl Braham, Kassie Gorder

Guests: John Colter, Nancy Deichert, Barb Lupo, Beth Mayer, Pat Jergenson, Elizabeth Nelson, Scott Breidenbach, Mary Goroski, Marti Kaiser, Vicky Matson, Shawn Ostlie, Connie Carlsrud, Rita Schuster

Staff: Jill Beck, Jane Marum, Nancy R. Willis

Presiding: Greg Larson, President

1. President Greg Larson called the meeting to order.
2. Welcome and introductions were made
3. Tricia Schlosser, REALTOR®, Bismarck-Mandan, gave the invocation and led attendees in the Pledge of Allegiance and REALTOR® Pledge.
4. Larson asked for approval of the Consent Agenda, which included minutes from the February 18, 2015 Board Meeting; Excused Board Member; Local Board Reports; NDREC update; Legal Hotline update; 2015 RPAC investments to date; Calendar of Upcoming Events and Ratification of Local Board Appointments (for terms ending 7/1/2015). Larson noted on the appointments that these were for the RETA Committee and that Josh Ressler, Minot, was a re-appointment for a second three-year term, while Steve Lunde was a new appointment for a three-year term. The consent agenda was approved. **M/S/C**
5. Greg Larson gave the President's Report:
 - NAR has pledged to spend \$22 million to accomplish an upstream project related to the REALTOR® Property Resources system. All MLS data will be fed into the system and from there data will be disseminated to entities to which currently individual MLS' are feeding. It is a large, very ambitious project and was approved during the May meetings in D.C.
 - Larson said the REALTOR® Commitment to Excellence also was approved during the May meetings in D.C. This is a voluntary, aspirational program geared toward improving professionalism.



- Larson said that in the past, NDAR has contributed to RPAC as an organization at the Sterling “R” level (\$1,000). He said the Executive Committee had discussed whether that was the appropriate level. Jill Beck said the Executive Committee had asked her to do some research into what other states in the region were doing. Iowa gives \$5,000, which is a Golden “R”, South Dakota has been at the Sterling “R” level for the last two years, but just approved a Golden “R” as well. Minnesota voted to be a Platinum “R” for 2015 (\$10,000), but have given \$10,000 the last three years before this designation existed. Keep in mind that Minnesota has many more members than NDAR. Nancy Willis said Local Boards are for the most part at the Sterling “R” level, but that the Bismarck-Mandan Board has been at the Crystal level for the last two years. Larson said we always have split 70/30 with NAR, but once we meet our goal, we can choose to keep 100% of contributions. He asked for input from board members on the amount to settle on. Board members discussed amounts. Someone asked if giving more will impact dues – the answer was no. Many felt that if we are asking members to step up, the Board should step up too. A motion was made and passed to raise the contribution level to a Golden “R” (\$5,000).

M/S/C

- Larson said he had appointed a Convention PAG to create efficiencies and that they had met that morning. Nancy Deichert, speaking on behalf of the PAG said that each board hosts the convention every 10 years and much transpires in between, so boards are always feeling like they are reinventing the wheel. She said the PAG is asking for the state association to acquire a registration processing software, so registration can be handled in one place. They also are recommending that sponsorship packages be developed that would be standardized among boards and that policies be established for tickets for individual events and convention activities.
- Larson said he is appointing a Non-Dues Income PAG. It will be a two-year commitment and Cindy Harvey-President-elect has agreed to allow it to continue its work through her term. At its conclusion, the PAG will present a report on non-dues income opportunities. One idea has been co-op ownership of board buildings outside of Bismarck-Mandan. NDAR also just signed a contract with Taxbot, an app to track expenses. There is no requirement for anyone to buy, but ordinarily this app would be \$20/month, but if purchased through NDAR it will be \$9.99/month and NDAR will get a portion of the proceeds. Wyoming is using and gave it high marks and other states are looking into it. More information will be forthcoming and training will be available on the NDAR website.
- Larson said he also intends to appoint a NAR Grants’ PAG that will look at what grants are available to states so we can take advantage of this resource. He is looking for volunteers to serve on the PAG.
- Larson said he also is appointing a New Logo PAG to help develop a new NDAR logo by the end of 2015. He said Karin Haskell and Ben Schroeder have agreed to participate and he is looking for other volunteers. NDAR is charged in the Strategic Plan with using a graphic firm to assist. Larson said the Executive Committee members also are interested in making Board visits. They would like to visit Boards during monthly luncheons or other types of events where members already are present. Please work with Beck to identify possible dates that would work for your Boards.

- Larson said Dewey Uhlir has been nominated for the position of Region 8 Vice President. South Dakota already has endorsed. Larson asked for Board approval to use a certain dollar amount to support Uhlir's campaign and was open to a suggested amount. A board member asked what he would suggest and he said up to \$3,000. A motion was made and passed to support Uhlir's campaign up to \$3,000. **M/S/C** Larson said he also would be looking for Fargo members to volunteer to serve on an ad hoc campaign committee to assist Uhlir with his campaign.
- Larson then asked for NAR Directors and Travel reports from the May Legislative Meetings:
 - Dewey talked about the DANGER Report. This is a report commissioned by NAR via a survey of more than 70 of the industry's leading CEOs and thought leaders and more than 7,500 brokers around the country about what keeps them up at night. NAR will use this report into the future to address challenges to the real estate businesses and urges associations and members to do the same. Beck had a copy and it was passed around. Uhlir also thanked the Board for supporting his campaign.
 - a) Larson said he has been appointed to the NAR Insurance Committee and they are dealing with National Flood Insurance issues. He said there are two rates currently – coastal and riparian and that FEMA wants to go to one rate – either flood plain or not, without using actuarial data. NAR is pushing for the use of actuarial tables to establish rates. The board discussed the new mapping in Fargo and additional mapping that is being proposed by FEMA, which would require that levies be raised two more feet. If the threshold is raised two more feet, 20,000 additional homes in Fargo and 800 in Moorhead will be required to carry flood insurance. Rates are going up 18% per year, but if you build a new home, you immediately are at the top rate. Larson said FEMA also is looking to decertify levies in Mandan and if they are de-certified 1/3 of Mandan would be considered to be in flood plain. Fargo is very concerned about getting the diversion project started. FEMA has informed the city that if they don't start, they will implement that requirement for the higher levies.

6. Staff Report by Beck as follows:

- Financials - Beck referred to the 2014 Year-End accountant's review and a letter to accompany the report that had been distributed. She noted that RPAC and Issues Mobilization accounts (and Measure 2) are now included in the Financial Report. Revenue over expenses is at \$82,000. There also was a prior period adjustment from 2013, since they had to have something to compare RPAC and Issues Mobilization to. Some things also may look quirky because of transfers that had to be made among accounts. (Third paragraph of letter) For Measure 2, started at \$97,000 and ended with \$508,000 due to receipt of NAR grant money. For year-to-date 2015, expenses are down and income up. Dues amount goal was met early. Projections were under. Membership dues are \$20,000 over because they all come in at the beginning of the year, but expenses will catch up (P. 32, line item 4001), especially after expenses for the May meetings in D.C. are reflected. Also are over on affiliate dues. State keeps stats on new members coming in on a monthly basis. Had budgeted for 260 affiliates and have 284 to date. Also had budgeted for 1500 members at full dues and 1600 renewed. This is the highest

renewal NDAR ever has had.

- Leadership Summit – the Leadership Summit will be October 13. Adorna Carol has been hired to come in for a one-day session. Local board members and committee chairs should attend. There will be a charge to be determined.
 - Received a check in May from NAR for Sen. Hoeven and had not been able to meet with him. Last week presented a check to his Chief of Staff in North Dakota, Don Larson.
 - Hosted an Association Executive Meeting in Jamestown which was very beneficial. Provided updates on RPR, talked about MLS', gave information on RPAC, etc. Plan to do these regularly.
 - Core Standards – Three (3) local boards have submitted their required documentation. Two (2) have been approved. Wahpeton is dissolving and joining FMAAR. Williston has signed a final contract for NDAR to provide management services for two (2) years to help them get back on track. Their goal is to take back their own management.
 - NAR Core Standard Reimbursement – Some money is available from NAR to Boards to defray the financial burden of coming into compliance. Jill will send out an e-mail follow-up.
 - Broker Meeting will be held July 7-8 in Fargo and Bismarck. A brochure was distributed to everyone. Morning CE is open to everyone. Afternoon is limited to Broker of Record. Talked with Pat Jergenson and additional CE hours may be available.
 - NAR has 3400 committee spots open and 10,000 members applied. Eighteen (18) applied from ND and you won't hear anything until end of summer.
7. Larson made a surprise presentation of a gift of a glass vase to Beck in honor of her 25 years of service to the Association and thanked her for her commitment to NDAR. Cindy Harvey said members should know what a great job Beck does. That we are the envy of associations across the nation and are fortunate to have her. Vicki Roller said that everyone can attest to how well Beck keeps everyone organized and deals with a variety of personalities. Board members gave her a standing ovation. Nancy Deichert, Bismarck-Mandan AE, made a presentation of a gift of gift cards to Beck on behalf of the local boards. She said Beck has worked with 25 different state presidents; 15-20 different local AEs; 25 local board presidents and 200+ changes in staff over those years. She said they wanted to recognize the countless miles and hours she has taken doing Board and office visits. Her commitment to education caravans and REALTOR® Ring Day. Visits with state presidents. Handling 25 state conventions in North Dakota. Assisting with RPAC do's and don'ts, continuing education, NRDS, dues, etc. and seeing boards through the Core Standards. If you assume that she averages eight (8) calls a day/five (5) days a week/4 weeks a month, you're talking almost 2,000 calls a year which over 25 years would be almost 50,000 phone calls! E-mails cannot even be estimated. Beck has guided and been a cheerleader for the AEs and members. She has kept in touch with members through personal challenges and has made personal sacrifices for the Association. Her family has made sacrifices as well and supported her. Deichert said the only caveat was that Beck had to use the gift cards for rest and relaxation to reward herself. Board members gave Beck another standing ovation. Beck was visibly touched and thanked everyone.

8. MLS – Board members were told that a handout with updated MLS Rules and Regulations reflecting NAR requested changes had been distributed and required approval. A motion was made and passed to approve the updated MLS Rules and Regulations. **M/S/C**
9. Larson asked for Committee Reports:
 - a) Nominating – Vicki Roller said the candidates the committee was recommending move forward to convention for election are for Vice President – Lorrie Nantt and Ben Schroeder and for President-elect – Lyn Dwyer. A motion was made and passed to accept the slate of candidates. **M/S/C**
 - b) Government Affairs – Tricia Schlosser. One action item. During the April 24, 2015 Conference Call review of the Strategic Plan items related to advocacy, the committee determined that for Goal#1, Advocacy#5, Enhance the role of Advocacy, the abbreviation “RPAC” should be removed as this relates to general advocacy. A motion was made and approved to make this change. **M/S/C** Schlosser also said that the committee reviewed a recap of Legislative Session activities, Legislator Score Cards, and candidate contributions. They also had a discussion about wind farm issues in Stark County and Dave Lanpher, Chair, appointed a subcommittee of him, Schlosser, Lorrie Nantt and Nancy Willis to conduct additional research to bring information back to the committee. Schlosser said Karl Eckhart gave a federal review and said NAR was instrumental in the CFPB decision to be “sensitive” as the new rule is being implemented.
 - c) Professional Development – Vicky Matson reported that a variety of education opportunities are available to members this year: the Broker Summit and Code of Ethics class in July; a CRS 200 Course in Mandan on Business Planning and Marketing in October; a new Real Estate pre-licensing course in August and October in Fargo; Code of Ethics in October and education at the ND/SD Convention. The committee is working on ideas for 3-hour education classes focused on new members.
 - d) Technology – Ben Schroeder said the committee had been asked to do a 3-hour education class on how to conduct a full transaction on mobile devices.
 - e) Membership – Todd Anhorn said they will be working on a Desktop Reference Guide and hope to have something by the end of the year. Also are looking at the name of the committee and its description to have it better reflect the committee’s function. They also are looking at raising money for TAPS. Larson said TAPS had been handled by CRS, but may no longer be due to restructuring.
 - f) RPAC Fundraising – Mary Shelkey-Miller said the committee had reviewed the current status of RPAC contributions; had discussed fundraising opportunities and had shared fundraising event ideas. Willis will be sending out a link to a YouTube video that the Missouri Association of REALTORS® did with a baseball theme.

10. Beck said information on the Convention of the Dakotas in Watertown and the NAR National Convention were in the Board packet.

11. Other Business:

- Beck said Dave Lanpher has been named chair of the Appraiser Board for the coming year. Lanpher is a public member and this is the first time a public member has chaired the board.
- Willis said she would send out a link to a video by the economist from the Association of General Contractors projecting activity for 2015-2017. Willis said main points were that construction is down in residential and commercial and up only in industrial. Also that difficulty in the trades is continuing, especially in carpentry.
- Beck said for everyone's information AE's and local board leadership had met with Zillow rep the evening prior.
- Willis said that in Rep. Cramer's June 5 e-mail newsletter, the group photo with him of the members who went to D.C. was highlighted.
- Willis said information about the Convention of the Dakotas in Watertown – convention and golf registration forms, etc. was available on the back table, as well as brochures from the previous day's tribal lending program presentation.

There being no further business the meeting was adjourned.

Respectfully submitted,

Jane Marum and Nancy R. Willis