



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

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

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

Board of Directors Meeting

Sept. 17, 2015

Best Western Ramkota & Event Center, Watertown, SD

Present: Todd Anhorn; David Blumkin; Daryl Braham; Brandon Culver; Sheila Rothstein (for Shirley Dukart); Lyn Dwyer; Kevin Fisher; Kassie Gorder; Cindy Harvey; Amy Hullet; Scott Breidenbach (for Peggy Isakson); Tricia Schlosser (for Bob Johnson); Joyce Kuntz; Greg Larson; Bob Lee; Sue Heth (for Brad Livesay); Lorrie Nantt; Kristin Oban; Vicki Roller; Ben Schroeder; Mary Shelkey-Miller; Jodi Tollefson; Dewey Uhler; Phil Vanyo; Ninetta Wandler.

Absent: Jeff Shipley

Guests: Don Flynn, realtor.com; Dave Flohr, ND Housing Finance Agency; Juel Burnette, Tribal Lending Program; Jeff Nelson, 2014 NAR Region 8 VP; Casey Chapman, General Counsel; Pat Jergenson, NDREC; Marti Kaiser, FMAAR AE; Barb Lupo, BBOR AE; Kristi Bohl; Lore Schneider; Patsy Chapman; Kristy Hardy; Jeff Botnen; Karin Haskell; Cheryl Croonquist; Jerome Youngberg; Mitzi Bestall; Jill Kjorstad; Vicky Matson; Deborah Nichols; Tate Cymbaluk; Rita Schuster; Judy Maslowski; Al Jaeger; Dave Lanpher; Carol Simenson; Linda Hartmann; Tom Hartmann; Angela Jennings; JoAnn Callahan

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

Greg Larson, President called the meeting to order and welcomed all.

Vicky Matson did the invocation and led the Pledge of Allegiance and REALTORS® Pledge.

The Consent Agenda, with the removal of the Resolution of Appreciation to NE South Dakota Association and SDAR (g) which included the following was approved. **M/S/C**

- Minutes from the June 11, 2015 meeting
- Local Board Reports
- Legal Hotline
- Calendar of Upcoming Events
- NDAR Market Statistics Report
- Life Membership approval for: Janice Mosbrucker and Blenda Geiszler, Badlands; Norman Streifel and Roger Cymbaluk, Williston.
- Dakotas CRS Chapter Report
- 2015 RPAC Fundraising Update

Larson read the Resolution of Appreciation to NE South Dakota Association and SDAR and asked for approval. The Resolution was approved. **M/S/C**

Larson dispensed with the President's Report.

Jeff Nelson, Region 8, Vice President for NDAR gave an update on TRID, Patent Troll activity, Drones - UAVs, "Waters of the U.S." EPA regulation - support S.B. 1340; RPAC - ND #1; Call for Action (but have until 9/18 to complete). Urged all to download the Realtor Action Center app; asked for major investors to identify themselves; asked for recognition for Daryl Braham and his work with NAR and his Platinum "R" RPAC contribution; asked for recognition for President's Circle, Golden and Platinum investors. Suggested that all REALTORS® possess the REALTOR® Party Reference Guide. (*Note: agenda item was moved from General Membership Meeting agenda*)

Larson presented a gift of a pheasant pen to Nelson in appreciation of his service as 2014 NAR Region 8, Vice President.

Larson appointed Jodi Tollefson from the FMAAR to read and present the Resolution of Appreciation to the NE South Dakota Association and SD Board of Directors.



Dave Flohr, Housing Finance, gave an update on housing finance activity. These were some of the statistics presented by Flohr: 8% increase in average loan amount sales price; 75% buyers are using one of two programs for down payments. Home buyers from Cass County 37%; Burleigh Morton 29% comprise the bulk of program use. Flohr gave a brief history of the Housing Incentive Fund (HIF), which was created in 2011 to develop single and multi-family affordable housing. Donors to the HIF receive a dollar for dollar state tax credit and can carry that credit 10 years forward. Donors also can designate where the contribution goes. The Legislature has targeted the program to house low to moderate income and essential service workers. The program also serves to reduce rent for developers in certain units. Since 2011 the program has raised \$84 million for 75 projects in 27 communities creating 2500 units leveraging \$45 million in projects. The HIF can take up to \$30 million in contributions and for 2015 they already are halfway there. They have had applications for 33 projects that total \$52 million and are only able to fund 24 of the projects with the \$30 million.

Juel Burnette provided information on the Tribal Lending Program -- focuses on HUD lending to tribal members across the nation. 2 1/4 down for houses of a quarter of a million dollars or more. Lower rate for lesser valued homes. Encouraged REALTORS® to talk about the program to all as it might not be immediately apparent that someone is an enrolled tribal member.

NAR Directors' Update:

Dewey Uhlir talked about the NAR D.A.N.G.E.R. Report. The report covers threats and challenges to real estate into the future. Uhlir urged each board to use the D.A.N.G.E.R. report to guide their strategic planning.

Daryl Braham, REALTOR® Party Director, covered 4 things.

1) Boys and Girls Club of America. NAR is creating program where all state associations can partner with this organization. It is incoming President Tom Solomon's major initiative. It will be longer than a 1 year program. It will be an ongoing partnership. 2) Phone bank - using a national platform to have members reach out to members - not just for RPAC. 3) REALTOR® Party programs. 50 programs. Every association should use one. ND has taken advantage of these programs and should continue to do so. 4) Vote today for your local board officers and vote in November for national officers. Remember John Smaby is running for NAR president. Be sure to get informed and go to mid-year and support Smaby. The last time anyone from Region 8 was elected was in 1972 and was Smaby's dad. It's important because having a president from our region gives us an advantage in participation for our region in NAR.

Larson announced that local election balloting would take place during the General Membership Meeting.

Larson asked for a T.A.P.S. update. Vicky Matson said \$3,822 was raised by NDAR in 2014. This program provides mentors in the military service for children of military service members who have died in action. Matson read a letter from a mentor about how this had helped her as well as the mentee. In 2015 T.A.P.S already has raised \$1,050. Checks should be made out to Dakota Chapter CRS and in memo line put T.A.P.S. Jill Beck said members could contribute via credit card as well.

Larson asked Beck, CEO, to present financials. Highlights were:

Income

- 6% over budget income for dues (high)
- Management fees are right on budget at this time of year - RETA, CRS and NRDS (only manage for Williston and Jamestown) and management of the Williston Board
- CRS run through a separate account
- Interest is over budget

97.8% of income budgeted has been spent

Expenses

- Expenses look low but there still are some expenses to come
- Government Affairs - lower because of non-legislative year
- NAR Leadership meetings 105% over due to elective pre-session at Leadership Training being taken by a number of attendees which is very beneficial.
- 5403 Office Supplies - new copier \$5,000 have not moved money from general account to this account to cover but money was set aside and is there.

Beck then presented the Staff Report:

Staff of from four of seven local boards were present at the Leadership Meeting in Chicago. NAR pays for two nights lodging and air fare. Beck encouraged all boards to sign up their staff. She encouraged boards to include the expenditure in their budgets. Beck also encouraged everyone to go to San Diego to the National Convention. Daryl Braham will be inducted into the leadership team; Scott Breidenbach will walk across the stage as REALTOR® of the Year; Jason Carrier was selected to perform as one of 8 finalists in the talent show. Core Standards - Wahpeton will dissolve and join FMAAR so we now have seven boards. All boards were approved as having met Core Standards. NDAR will work with local boards. October classes are coming up. Look for information to come. Also an updated calendar for board and committee meetings will be coming out. Reminder that the minimum contribution for the RPAC Reception is \$250. SD is \$99, but North Dakota changed several years ago. If you take a \$99 contribution and do the math, the 70% we retain is \$69. Then if you remove the 90% that goes to the local boards, NDAR is left with \$6.90 per person. It is impossible to host a reception at \$6.90 per person. Thus the change to a \$250 minimum contribution. Training for candidate contributions will be scheduled. Nancy Willis is available to come out to assist with advocacy. Beck thanked the Board for the gift of appreciation for her 25 years of service.

Larson asked Beck to present the 2016 Budget -

Beck said the Executive Committee met and reviewed the budget. A follow-up conference call was held for all board members. Membership projection was increased by 50. Currently our membership is at the highest number in our history. NDAR has taken on

management of the Williston Board of REALTORS®. Management fees have been added to the budget. CRS is changing but consensus was to keep management fees for 2016 since everything still is in flux. Education income was decreased because of no mandatory course for 2016. The Government Affairs Committee budget also was decreased since 2016 is not a legislative year. Travel – the budget proposes increasing travel budgets for NAR Committee members from \$750 to \$1,000 and adding the Director-at-Large to the group eligible for travel grants. A motion will be requested to make this change. Payroll has been adjusted. Income of \$437,120 is projected and expenses of \$436,350. Larson asked for a motion to approve the budget. The budget was approved. **M/S/C**

Larson asked for a motion to approve a change to the travel policy from \$750 to \$1,000 for NAR Committee members and to make the Director-At-Large eligible for a travel grant. The travel policy was approved. **M/S/C**

Larson asked for a motion to change the current requirement that those attending national meetings provide a written report prior to receiving reimbursement to add that they must provide an oral report to the appropriate committee at its next meeting. The requirement was approved. **M/S/C**

Larson asked for a motion to approve assisting the ND Apartment Association with a contribution of \$500 from general operating funds for updating of the Landlord/Tenant Handbook. We have done this in the past when legislative changes required that the booklet be updated. The NAR REALTOR® Relief Fund Foundation has asked for a donation to their annual auction. Larson asked for a motion to approve using \$1,000 for this contribution. Larson said he would take the motions together as one. The contributions were approved. **M/S/C**

Larson asked President-Elect Cindy Harvey to provide an update on the Leadership Training and Retreat on October 13. Harvey said the training will be provided by Adorna Carroll and will be excellent. She encouraged all, especially state and local board leadership to attend.

There being no other business the meeting adjourned.

Respectfully submitted,

Nancy R. Willis and Jane Marum