



To advocate for the success of our members in partnership with our local Associations and the National Association of REALTORS®

## Minutes

### **Board of Directors Meeting**

February 16, 2017 9:00 a.m.

Ramada Hotel – Bismarck, ND

Present: Lyn Dwyer, President; Ben Schroeder, President-Elect; Amy Hullet, Vice-President; Jill Kjorstad, Director-At-Large; Cindy Harvey, Past President; Daryl Braham, NAR Director; Vicki Roller, NAR Director; Nicole Schoeder; Ninetta Wandler; Judy Maslowski; Tricia Schlosser; Jamie McLean; Desri Neether; Mary Shelkey Miller; Kevin Fisher; Jodi Tollefson; LuAnn White; Christine Feickert; Shane Cullen; Shawn Ostlie; Emily Johnson; David Blumkin; Lynda Hartmann; Ruth Ann Halvorson; Diann Loper; Sue Heth; Shari Anhorn; Mitzi Bestall (Williston BOR rep.)

Absent with prior notice: Vicky Matson

Absent: None

Guests: John Colter, Nancy Deichert, Barb Lupo, Casey Chapman, Deborah Nichols, Karin Haskell, Pat Jergenson, Scott Breidenbach, Jerry Schlosser, Claus Lembke, Dewey Uhler, Mary Splichal

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

1. Lyn Dwyer, President, called the meeting to order and welcomed everyone. Jill Beck kept her cell phone and disclosed per policy of no electronics at meeting.
2. Board members, guests and staff introduced themselves.
3. Ninetta Wandler gave the invocation, led the Pledge of Allegiance and the REALTOR® Pledge.
4. Due to time commitments, the agenda order was changed. On behalf of the Board, Greg Larson presented Cindy Harvey with the outgoing President recognition award and thanked her for her service.
5. Tricia Schlosser, Government Affairs Chair, presented Greg Larson with the 2017 Claus Lembke Political Involvement Award and congratulated him on his achievement.
6. Pat Jergenson stated, for the record, a concern about the Call for Action that was sent out requesting House members to ask for a Do Pass on HB 1306 using the language “out of compliance” to describe the current Commission structure of four brokers and one member of the public. NDAR had used that language to reflect a comment made by a House GVA Committee member who said, “I don’t think this structure is being honored here,” to describe the information on the Governor’s website being disseminated to the public which said, “Three members must be active real estate brokers and two public members also serve.” ND Century Code simply says, “The state real estate commission consists of five members, three of whom must be active real estate brokers, appointed by the governor.” *(Note: since the Board meeting, the Commission notified the Governor’s Office of the language difference from Century Code and the information has been changed on the website to match ND Century Code. NDAR has issued a retraction to members as well as to the Governor and House GVA Committee).*

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7. Dwyer asked for the approval of the consent agenda which contained:
  - a. Minutes from the September 15, 2016 meeting
  - b. Local Board reports
  - c. Legal Counsel update
  - d. NDREC update
  - e. 2016 RPAC results
  - f. Life Member Applications for Chuck Helmstetter and Nancy Peterson
  - g. Calendar of Upcoming Events
  - h. NDAR 2016 Market Stats
  - i. Member Stats through 2016, Renewal numbers and Demographics
  - j. 2017 NAR Committee Appointments
  - k. Ratification of Local Board Appointments (Replacing Terms that expire 12.31.16)
    - RPAC Trustees (3 year term):**
      - Bismarck-Mandan: Ron Volk (2019)
      - Minot: Larry Louser (2019)
      - Williston: Tate Cymbaluk (2019)
    - Issues Mobilization (3 year term):**
      - Fargo Moorhead: Dewey Uhlir (2019)
      - Williston: Joanne Callahan (2019)
    - Grievance Committee (3 year term):**
      - Fargo Moorhead: Hollie Kietzer (2019)
      - Grand Forks: Paul Fladland (2019)
      - Minot: Blake Krabseth (2019)
      - Williston: Joni Olson (2018)
    - RETA (Real Estate Trust Account Committee) 3 year term**
      - Bismarck: Amy Hullet (Finishing term of Bob Karn) 2017
      - Badlands: Diana Zietz (Replacing John VanMiddlesworth – term expired) 2019
- Consent agenda was approved. **M/S/C**
8. President's Report - Lyn reviewed the Planning Retreat this past October and said it was a great session. She asked for input on the new NDAR committee meeting structure and received good feedback on it. Lyn noted that the Region 8 retreat is coming up in Des Moines, IO.
9. Staff report – Jill Beck discussed Midyear meetings and the NAR Annual Conference. She stated that dues renewal came in ahead of budget and membership continues to grow. While there were non-renewals, the revenue was made up by the new members who joined early in the year. Regarding 2016 financials, year end came in over budget on income and below on expenses. Committee budget was over but Jill reminded that the BOD approved additional expenses of \$5,000 to the Realtor Relief Fund, \$5,000 to Major Investor and \$1,000 for the Governor's reception. Other variances were also covered. The accountants will be doing a financial review and will present findings at the next BOD meeting.
10. Strat Plan Update – The Strat Plan was updated with the new objectives created at the Planning Retreat. A motion was made to approve the Strat Plan as presented. **M/S/C**
11. Building Task Force Update – Jamie McLean, Chair, described building updates to date and added that costs are below the amount budgeted for the project.
12. NAR Committee Member Reports – Committee Reports from the NAR Annual Convention are included in packet and there was nothing added.
13. NDAR Committee Reports –
  - Cyber Alliance** – A task force was formed to address updates to the NDAR website.

**Member Involvement** – A presentation was given on Trust Stamp as a potential member benefit but the committee decided to table a decision on it at this time. Tips for using HotelStorm were offered.

**Professional Development** – two task forces were formed to address pre/post licensure and a professionalism class.

**RPAC Fundraising** – Karin Haskell, Chair – State goal total for RPAC/Issues for 2017 is \$152,000. Goal for NDAR Committees is 100% participation. NDAR member participation again is 75% and minimum contribution is \$30. Each Board will be asked to raise the portion of \$152,000 based on their % of total membership. Karin Haskell and Amy Hullet will visit local boards to assist with fundraising. A statewide phone bank is planned for the April meeting.

**Government Affairs** – Tricia Schlosser, Chair – the committee had approved a recommendation to the Board to support SB 2225 which would create a penalty if hunters entered private property not posted to hunt without obtaining written permission from the landowner. **M/S/C** (*Note: the bill was killed before NDAR could provide testimony*). The committee also had approved a recommendation to the Board that Scott Louser be given authority on behalf of NDAR to ask that HB 1306 be divided into Division A, consisting of Section 1, which contained the language about the commission composition and Division B, which consisted of Sections 2 & 3, which contained the language on term limits and commissioners being able to serve out their terms and that further, Rep. Louser ask that Division A be killed and Division B be passed. Rep. Louser was available by phone during the discussion to provide information to Board members. **M/S/C** (*Note: Rep. Louser took the action NDAR had requested on the House floor and Division A was killed and Division B passed with a vote of 68-21 and just this part of HB 1306 went on to the Senate*).

Tricia noted that the Legislative Impact Day was great and it sent a message to the House and Senate leadership that we advocate for private property rights which results in increased support for the REALTOR® brand.

15. NAR Professional Liability Insurance – Consensus that no additional coverage is needed.
16. Other Business – REALTOR® Convention of the Dakotas is in Aberdeen, SD. Rooms have been reserved for the BOD. Casey Chapman announced he will have a branch office in Fargo on a part-time basis starting in March. Daryl Braham asked to be on record asking for clarification/retraction to be sent to the Call for Action that was sent. President Lyn stated at this time, there will not be one issued and Casey was asked to address the issue as well. It was stated that the NDREC does have a meeting on Feb. 22<sup>nd</sup> and we will wait to hear from them on any request.

There being no further business, the meeting adjourned.

Respectfully Submitted,

Jane Marum, Administrative and Membership Services Director