



North Dakota Association of REALTORS®

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

September 13, 2018 2:30 PM

Kevske Room, Grand Hotel

Minot, ND

Present: Ben Schroeder, President; Amy Hullet, President-Elect; Jill Kjorstad, Vice President, Jamie McLean, Director-At-Large; Daryl Braham, NAR Director; Vicki Roller, NAR Director; Nicole Schoeder; Tricia Schlosser; Judy Maslowski; Desri Neether; Darren Schmidt; Mary Shelkey-Miller; Amber Carlton; Jodi Tollefson; Jodi Danzl; Chris Feickert; Emily Johnson; Vicky Matson; Shawn Ostlie; LuAnn White; Lynda Hartmann; Ruth Ann Halvorson; Shari Anhorn; Lisa Olson; Ryan Mullikin and Mitzi Bestall.

Staff: Jill Beck, Jane Marum, Robyn O’Gorman

Guests: John Smaby, 2018 NAR President Elect; Roger Cymbaluk, ND Real Estate Commissioner; Jeanne Prom, ND Real Estate Commission Executive Director; Robert Yost, ND Real Estate Commission Auditor; Casey Chapman, NDAR General Counsel; Al Jaeger, ND Secretary of State; John Colter; Nancy Deichert; Marti Kaiser; Beth Mayer; Scot Nething; Nick Olson; Arlin Fisher; Kevin Fisher; Dawn Cruff; Lorrie Nantt; Mary Splichal; Cheryl Croonquist; Scott Breidenbach; David Blumkin; Phil Vanyo; Karin Haskell; Rita Schuster; Todd Fettig; Tamie Dunn; Sue Heth; Scott Louser; Larry Louser; Diane Louser; Tate Cymbaluk; Angie Moe; Arnie Kosobud; Angie Moe; Shane Cullen; Chris Hall; Steven Hall; Nick Leavy; Cyndi Kouba; Greg Larson; Kristin Oban; Kathy Feist; JoAnn Callahan; Blake Krabseth; Sally Domke; Derrick Rittenbach; Pamela Hanson; Brenda Schafer; Jeff White; Lindsey Gunderson; Mike Schwab; Holly Riggins; Sandra Meyer; Amber Kraft; Alyx Pederson; Gloria Palm Conner; Amber Lewis; Carol Simenson; Ninetta Wandler; Dave Flohr

Absent with Prior Notice: Lyn Dwyer, Immediate Past President; Dewey Uhler, Region 8 Vice President; Austin Bauer

Presiding: Ben Schroeder, President

1. Schroeder called the meeting to order at 2:30 p.m. Beck, Marum and Cullen kept their cell phones and disclosed per policy of no electronics at the meeting.
2. Everyone was welcomed. Introductions were made.
3. Shari Anhorn gave the Invocation and led attendees in the Pledge of Allegiance. Attendees recited the REALTOR® Pledge.
4. It was moved to approve the consent agenda, consisting of the following:
 - a) Minutes from the June 14, 2018 Board of Directors Meeting
 - b) Local Board Reports
 - c) NDREC Update
 - d) Legal Counsel Update

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- e) Calendar of Upcoming Events
- f) RPAC Stats to Date
- g) Life Member Applications – Julie Albertson, Minot; Jan Hoge, Bismarck Mandan, Ann Sharp, Bismarck Mandan **M/S/C**

5. President's Report. Moved to the General Membership Meeting where NDAR updates will be shared.
6. Lynnell Rude Ussatis, Haga Kommer accountant, presented the 2017 Year End Report via conference call. It was moved to “approve” the 2017 Year End Report as presented by the accountant. After discussion, the motion was amended to “accept” the 2017 Year End Report as presented by the accountant. **M/S/C**

At this time Schroeder recognized John Smaby, 2018 NAR President Elect who provided a NAR update. Smaby said that 2018 has been a remodeling year for NAR. He reported that NAR leadership has made a three-year commitment to carry forward the “Own It” theme focusing on a long-term vision and a member-first focus. The new CEO has completed a structural audit resulting in team changes. NAR’s reach is another focus area where they are looking at start-ups. The Commitment to Excellence also continues to be a major focus area. The concept of a Chief Advocacy Officer has been developed and a new Chief Lobbyist will be hired by the time of convention in Boston. Schroeder presented John with a gift of appreciation.

7. Beck began the Staff Report with the financial report for 2018 to date. Due to financials not being in the packet, they will be mailed out.

At this time, Schroeder recognized members of the 2019 Dakotas Convention committee who invited everyone to the 2019 Convention of the Dakotas to be held in Deadwood, SD.

Beck resumed the Staff Report announcing NAR committee appointments will be out the first part of October and recognized Shawn Ostlie as being appointed Vice Chair of Small Board Forum and Greg Larson as Vice Chair of the Insurance Committee.

8. Beck reviewed the proposed 2019 Budget. Regarding income, member projections have been increased by 100. Management fees and Education income is the same. Regarding expenses, Member Tech programs is increased due to the new texting service and Leadership Travel is increased due to travel cost increases. Increases are also noted in Car Maintenance, Ecommerce fees and the Insurance Flex Plan. The Issues Mobilization investment has also been added as an expense. Beck reported that overall, we have a balanced budget. Schroeder asked for a motion to approve the 2019 budget. A motion to that effect was made and approved. **M/S/C**

There being no other business, the meeting was adjourned.

Respectfully Submitted,

Jane Marum and Jill Beck, NDAR Staff