



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

April 8, 2020

Zoom Conference Call – 3:00 pm

Present: Jill Lee, President; Mary Shelkey-Miller, President-Elect; Shawn Ostlie, Vice President; Nick Olson, Director-At-Large; Amy Hullet, Past President; Vicki Roller, NAR Director; Michael Schwab, Darren Schmidt, Jamie McLean, Joy Nelson, Kristin Oban (*joined at 3:30*), Jeff White, Vicky Matson, Dawn Chadwick, Claire Smith, Gloria Palm Connor, Chris Feickert, Shane Cullen, Amber Carlton, Ryan Mullikin, Phil Vanyo, Russel Crary, Jodi Danzl, Tricia Seckerson, Tamie Dunn, Amber Kraft, Lisa Olson, Kari Donner

Absent with Prior Notice: Daryl Braham

Staff: Jill Beck, Robyn O’Gorman

Guests: Tanya Keck, Nancy Deichert, Marti Kaiser, John Colter, Scot Nething, Beth Mayer, Paula Jarland, Tammy Braun

Presiding: Jill Lee, President

1. President Lee called the meeting to order at 3:00 pm
2. Everyone was welcomed. Introductions were made. Robyn O’Gorman did roll call.
3. Paula Jarland gave the Invocation and led attendees in the Pledge of Allegiance. Attendees recited the REALTOR® Pledge.
4. Orientation on Fiduciary Duties was presented & video had been sent out for prior viewing to meeting
5. Lee called for the consent agenda to be approved:
 - Consent agenda consisting of the following items was approved as presented (MSC):
 - a. Minutes from September 12, 2019
 - b. Mandated Bylaws Update on Code of Ethics
 - c. 2019 RPAC Results – to date
 - d. 2020 NDAR/NAR Committee Appointments
 - e. Ratification of Local Board Appointments (Replacing terms that expired)
 - Issues Mobilization** (3 year term):
 - Fargo – Dewey Uhlir
 - Williston – JoAnn Callahan
 - Grievance Committee** (3 year term)
 - Fargo – Hollie Kietzer
 - Grand Forks – Paul Fladland
 - Minot – Blake Krabseth
 - RPAC Trustees** (3 year term):
 - Bismarck – Karin Haskell
 - Williston – Tate Cymbaluk

318 W. Apollo Ave. | Bismarck, ND 58503

office: 701-355-1010 | toll free: 800-279-2361 | fax: 866-665-1011

info@ndrealtors.com | www.ndrealtors.com



6. President Jill Lee gave an update from the Leadership Planning Retreat held in January in Devils Lake. She presented the Work Groups that were created and what the role of each is.

7. Jill Beck gave a financial report update for 2019 that the accountants will present a financial review at our July meeting in Medora. She then updated for the first quarter of 2020. As expected the investment account has had a loss and will continue to monitor it. Membership dues are at 97% of the budgeted item which is normal for this time of year and overall income is at 88%. Expenses are where they should be and overall expenses for the year for travel should be down as several meetings, regional and NAR Midyear, have been canceled or being done virtually as well as AE Institute being canceled.

A written staff report was also submitted and additional items relevant to where we are with the COVID-19 were reviewed.

8. Committee Reports:

Government Affairs - Shawn Ostlie, Director Liaison reported that they met last week and have created a taskforce to look at the property condition disclosure and if there are any changes that should be recommended.

Also looking to pursue to modify the Real Estate Trust Account (RETA) due to low interest coming in as a byproduct of low-interest rates as well as a broker using title companies to hold the escrow money.

Gov't Affairs and BOD had a presentation from Christine Berger with Real Strategies on a dashboard they have to track advocacy within our industry as well as our communities for legislative issues as well as getting out the vote. A motion was made to recommend the implementation at \$4,500 per year. (MSC)

We also had a presentation from Rep. Rick Becker on an initiated measure to eliminate property taxes. He is currently working on getting signatures to get the measure on the November ballot. No action was taken at this time.

President Jill gave an update from the Executive Committee and brought forward an action item. The leadership team discussed doing a DBA as North Dakota REALTORS® and brought forward motion "to adopt ND REALTORS® as a DBA for use with membership and informal use". (MSC) - note that the North Dakota Association of REALTORS® will continue to be used for all legal and tax documents and any formal communications.

She also discussed that she created the 2020 Vision Team that consists of the leadership of committees that were named.

Building Taskforce update was given by Chair Jamie McLean. Several buildings have been looked at and two went under contract shortly after touring. The Taskforce recommends that representation for the two entities be Darren Schmidt, Jamie McLean and Kristin Oban (MSC)

The task force has also met with four banks to discuss financing and other items. It was suggested that the Bismarck Mandan Board of REALTORS® and NDAR create a separate entity for ownership of the current building and any potential purchase due to liability issues and staff and taskforce has met with our accountant and legal counsel. It was moved to create a limited liability partnership and to move forward on creating with name to be Real Estate Association Partners. (MSC)

Work Group Updates:

Joy Nelson, Chair of the Convention of the Dakotas updated the group they have looked at several elements of the convention from timeline to programming and recently conducted a survey that will be discussed with the workgroup soon.

Board of Directors Makeup Workgroup Chair Nick Olson updated that they have had several meetings and looked at several options to propose for a more efficient and fair representation for our local boards on the NDAR Board of Directors. They plan to have a recommendation ready at the July meeting.

Nick also was asked to give an update on the Statewide MLS. He reported they are looking at a regional MLS that could include seven ND boards and two MN boards. They are meeting next week and will be reviewing a draft budget that has been put together and will work on the next steps to take. They all met in Fargo in early March and had a consultant walk them through the process.

TrustFunds Work Group Chair Phil Vanyo stated they have also had several conference call meetings. Will continue to look at TrustFunds, possible other programs, and report back.

Gloria Palm Connor, C2EX Work Group Chair, stated they are out to beat SDAR in the completion numbers and have had new signups and are promoting the contest that those completed by July 1, 2020, will be entered in drawing for \$2,000 travel budget for expenses to the National Association conference in New Orleans or the REALTORS Convention of the Dakotas in Grand Forks. Also working on additional promotional material.

Amber Carlton, Chair of the Statewide Forms Workgroup, stated they are currently looking at companies that could possibly help facilitate the process.

Shane Cullen reported that the taskforce he is chairing on Health Insurance, has not met yet but that Jill and he have met with NAR staff and were given several suggestions. Due to the Association Health Plan being on hold due to federal legislation there are some steps we can start but to not get too far into the process yet.

9. Other Business:

Request from the Bismarck Mandan Board of REALTORS® for the 2024 convention was reviewed. They asked that the REALTOR of the Year lunch be moved to the banquet program due to space and staffing at the hotel. MSC to approve this request.

The South Dakota Association of REALTORS® sent a letter of intent that proposed to form a partnership between the SDAR and NDAR to create a joint chapter of the Young Professionals Network and the Women's Council of REALTORS®. After discussion, it was moved to move forward with creating these two chapters with SDAR. (MSC).

President Jill gave a reminder to register for the RELATOR® Convention of the Dakotas in Grand Forks in September.

NAR Professional Liability Insurance was discussed and no further action taken.

Updates were given on the expanded NAR Right Tools/Right Now program with discounted programs and education, the telemedicine free two-month program, and discount from there and the NAR May meeting update. Also, reminder on the NAR committee sign up process.

There being no further business, the meeting was adjourned.

Respectfully Submitted,

Jill Beck, CEO & Robyn O’Gorman, Admin. Assistant