



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®

Board of Directors Minutes

Tuesday, September 13, 2022

2:15pm CDT – Bismarck Event Center, Bismarck, ND

President Shawn Ostlie called the meeting to order at 2:55pm, following a late start due to convention activities prior running over. He welcomed everyone and introductions were made.

Attendees were reminded of the no cell phone policy, and it was disclosed that Sarah Caldwell, Jill Beck, Amber Carlton, Bill Dean, and Tanya Keck would use technology during the meeting.

Rita Schuster gave the inspirational message. Neal Messer led the directors in the Pledge of Allegiance and the REALTOR® Pledge.

The consent agenda was reviewed by President Shawn Ostlie:

- a. Minutes from June 9, 2022 meeting
- b. NAR Director Vote Ratification
- c. Local Board Reports
- d. Calendar of Upcoming Events
- e. RPAC Stats to Date
- f. Life Member Applications – Terry Anderson, Grand Forks | Marvin Hodney, Grand Forks
| Linda Moen, Grand Forks | Dale VanderVorst, Bismarck Mandan | John Wegleitner,
Dickinson | Tom Weisbeck, Bismarck Mandan

A motion was made to approve the consent agenda. **M/S/C**

Region 8 RVP Bart Miller of South Dakota gave an update. Bart shared that NAR spent more than a year educating law makers in Washington on proposed changes to tax proposals related to the Inflation Reduction Act. He also shared that a historic 50-year record shortage of affordable housing has severely hurt housing markets, specifically impacting first-time home buyers. In May, REALTORS® met with law makers in DC and in June Lawrence Yun testified before congressional committees as part of NAR's push to help grow the affordable housing supply. Bart spoke on the REALTOR® Relief Fund, which has helped 3 million families across the country this year, and encouraged North Dakota to create a culture of giving to RRF in the same way the members give to RPAC. He then thanked North Dakota for being such a supportive and welcoming state during his time as RVP.

Shawn Ostlie gave a President's Report. He spoke on updates coming to the ND Health Benefits Program to be launched on January 1, including Sun Life as an option for supplemental health insurance for Dental and Vision. The program is also offering guaranteed enrollment through Blue Cross Blue Shield, supplemental insurance for Medicare users, and Decisely is working on incorporating disability and life insurance as an offering. Shawn also shared that NDAR is partnering with SafeShowings, a new Safety App, as a member benefit. The partnership will be launched later this year.

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Tara Allen, Sioux Falls President Elect, read a proclamation to officially invite North Dakota to attend the 2023 REALTOR® Convention of the Dakotas on September 12-15, 2023 in Sioux Falls, SD. The theme will be Rewriting the REALTOR® Playbook.

The Executive Committee recommended to the Board of Directors to change the life membership category to North Dakota REALTOR® Emeritus – a REALTOR® Member who has held membership in the North Dakota Association as a REALTOR®, REALTOR®-Associate, or both, for a cumulative period of forty (40) years, is age 65 or older and has completed at least five (5) years of service at the North Dakota State Association level as an officer, director, member of standing committee, workgroup, taskforce, Regional Vice President, Federal Political Coordinator, RPAC Trustee, Issues Mobilization Trustee shall upon certification by the Board of Directors of the North Dakota Association be designated “North Dakota REALTOR® EMERITUS.” A motion was made to approve the recommendation as presented.

M/S/C

CEO Jill Beck gave a staff report, and reviewed the financials of the Association. She shared that the financials are on par with the 2022 budget. Dues are currently 4% over budgeted, and new member fees and business partner memberships are under. The Dakotas RRC chapter management fee is to be billed back to National RRC, and education is currently on budget. Convention income is overbudget as the state had budgeted to split income with the local board host, this will be update for the 2024 Convention onward. Expenses from Daryl Braham’s campaign are still being billed back to the leadership fund. Shawn Ostlie shared that NDAR is in negotiations with Trust Funds concerning association rates. Jill then recognized Brenda Foster and Kimmy Efta, who received RRC awards, and both members came forward to accept their awards. Jill shared that earlier in September she and President Shawn Ostlie traveled to Nashville, with BOD approval, to see Scott Breidenbach inducted as national President Elect for ARELLO; she congratulated Scott and asked him to stand and be recognized. She also shared that Kim Semenko from Williston was selected by NAR President Elect Kenny Parcell to sing the National Anthem at NAR’s Leadership Summit in Chicago this past August; she congratulated Kim and asked her to stand and be recognized. Finally, Jill spoke on the lack of NAR Representation at the 2022 Convention, sharing that NAR staff was invited to attend but unable to travel for the state meetings or out of the country.

Jill Beck also gave a 2023 Budget update. She shared that with NDAR hosting the 2022 Convention, there has not been sufficient time to complete the 2023 Budget. The Executive Committee will host a virtual meeting in the next month to review the budget once completed.

Shawn Ostlie gave a recap of NAR’s Chicago Leadership Meetings. He shared that NAR President Elect Kenny Parcell hosted an inspirational Leadership Summit and asked others to share their experiences from the meetings. Kevin Fisher, Heidi Hilzendeger, Amber Carlton, and Cindy Harvey all shared that the meetings were impactful, and recommended to those present that they become involved and take the opportunity to attend these meetings as President Elect of a State or Local Association. Tanya Keck promoted the LEAD Course, which was hosted at the meetings and is available on NAR’s website.

Shawn Ostlie took a moment to thank Vicki Roller for her extensive service to NDAR during her time as NAR Director.

Being no further business, the meeting adjourned at 3:45pm.

Respectfully submitted: Sarah Caldwell, Communications Director

General Membership Meeting Minutes

Tuesday, September 13, 2022

Bismarck Event Center, Bismarck, ND

President Shawn Ostlie called the meeting to order at 3:45pm. He welcomed everyone and introductions were made.

A motion was made to approve the minutes for the meeting from September 16, 2021. **M/S/C**

Vicky Matson and Jamie McLean were both given the opportunity to speak as candidates for the roll of NDAR Vice President for 2023.

A motion was made to unanimously accept Nick Olson as NDAR President Elect for 2023. **M/S/C**

Shawn shared that Kevin Fisher automatically advances to President per NDAR Bylaws. The meeting broke to allow members to vote, and reconvened after a 10-minute break.

Shawn then recognized Dave Flohr, Executive Director of the North Dakota Housing Finance Agency, and encouraged members to attend NDHFA's 2023 Homeownership Forum to be held in February 2023.

RPAC Fundraising Chair Tricia Schlosser gave an RPAC update, pointing members to the Board Report included in their packets and sharing that NDAR was at 97% of their 2022 goal prior to the start of the 2022 Convention. She recognized Bismarck-Mandan, Minot, and Williston for meeting their board goals for the year, and encouraged those present the emphasis the importance of RPAC when they return to their local boards.

Tricia Schlosser, Darcy Fettig, Gloria Palm Connor, and Marti Kaiser were recognized as new inductees into the NDAR RPAC Hall of Fame and came forward to receive their awards.

Chair Amber Carlton gave an update on the Statewide Forms Workgroup. She shared that the original 6 forms were completed, reviewed by Casey Chapman, and are in final review with WAV Group. She then shared that the additional 16 smaller forms created by the group are completed and currently in review with Casey. The group is hoping to have the forms completed and available to members in early 2023.

Chair Jamie McLean and Lobbyist Lisa Feldner gave an update on Government Affairs. Jamie shared that this year has a large turnover of legislators and NDAR will need to dedicate time to educating these legislators on the importance of voting in support of property rights. Lisa shared that John Hoeven and Rick Becker are running for the Senate seat, and Kelly Armstrong and Cara Mund are running for the House position. Significant leadership changes in the State House and Senate could have an impact this coming legislative session. Lisa expects tax reform bills in the upcoming session, as well as ones concerning term limits and recreational marijuana use.

Jamie asked for legislative topics members believe NDAR should focus on this session. Kim Efta shared that the Fufeng Corn Mill and the large farmland purchase in Pembina County are a focus in the Grand Forks area. Shawn Ostlie stated that wholesaling has been a legislative focus around the country. Shane Cullen shared that he and Marti Kaiser reviewed a 40-year listing contract signed by a seller. Jeanne Prom from NDREC shared that they are aware that there is a company targeting property owners who

are 60+ to sign extended contracts tied to the property rather than the owner. She shared that this company is not licensed in ND and asked members to contact the Commission if they see this occurring.

Shawn shared that the counting of votes for the election was complete, and that Jamie McLean was elected to fulfill the roll of NDAR Vice President in 2023.

Jeanne Prom, Executive Director for the North Dakota Real Estate Commission, was then asked to speak. She asked those present to look in their packets for a short update from NDREC created for the meeting. She shared that the next Commission meeting is to be held on October 6, 2022, and reminded those present that the meetings are open to everyone in person or via Teams.

NDAR Attorney Casey Chapman gave a legal update. Casey emphasized the importance of RPAC by speaking on a case he was recently involved in regarding an injury that occurred during a showing. The judge completely dismissed the case due to statutes concerning REALTOR® obligation/liability that had been updated by NDAR in partnership with Scott Louser in the 2015 Legislative Session. Casey then introduced Shelly Thompson, who joined Casey's firm last spring and is handling the majority of work in the Bismarck office. She is being trained to help with NDAR as a client, including the Legal Hotline, and has been a valuable addition. Casey then thanked NDAR for their partnership throughout his career.

Being no further business, the meeting adjourned at 4:45pm.

Respectfully submitted: Sarah Caldwell, Communications Director