



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

Wednesday, June 14, 2023

9:00 am CT – Missouri Room at Holiday Inn Bismarck, Bismarck, ND

President Kevin Fisher called the meeting to order at 8:57 am. He welcomed every and introductions were made.

He recognized new board member Gabriel Black, new AE Abby Steen, and acknowledged the change of name for the High Plains Association of REALTORS® (formerly the Jamestown Board of REALTORS®).

Amber Carlton gave an inspirational message. Ryan Turnage led the pledge of allegiance and the REALTOR® pledge.

The consent agenda was then reviewed:

- a. Minutes from February 16, 2023
- b. Local Board Reports
- c. Calendar of Upcoming Events
- d. NAR Annual Legislative Meeting Travel Reports
- e. Staff Update
- f. Ratification of Local Board Appointment (Replacing term that expired 12-31-22)

Grievance (3-year term): Note – this is a change in appointment

Badlands – Tammie Braun

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

President Kevin shared that the Board must determine how to handle the dissolution of the Real Estate Trust Account. Jill Beck gave background on the Real Estate Trust Account and the reasoning for the elimination of the program. After discussion, a motion was made to award the funds to the REALTOR® Relief Foundation. **M/S/C**

President-Elect Nick Olson and Vice President Jamie McLean then shared Executive Committee Recommendations with the Board.

Nick Olson shared the Executive Committee's first recommendation, which was to establish the Statewide Forms Committee's staggered terms as follows:

- **1-year terms (expiring 6-30-23): Grand Forks and Badlands**
- **2-year terms (expiring 6-30-24): High Plains and Minot**
- **3-year terms (expiring 6-30-25): Bismarck-Mandan, Fargo Moorhead & Williston**

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A motion was made to accept these term schedules. **M/S/C**

Next, Jamie McLean shared the Executive Committee's recommendation to provide a stipend for leadership to attend Riding with the Brand events in Minnesota and South Dakota. A motion was made to accept the recommendation and provide a stipend of up to \$500 for the President, President-Elect, and AE to attend the Riding with the Brand events in Minnesota and South Dakota. **M/S/C**

Finally, Jamie McLean shared the Executive Committee's recommendation to provide more funds to cover expenses incurred by DC meeting attendees. After discussion, a motion was made to accept the recommendation and provide an additional \$500 for NDAR leadership, FPCs and National Directors. **M/S/C**

A motion was then made that the executive committee and NDAR staff create a revised policy for national travel budgeting to be brought before the Board of Directors for approval. **M/S/C**

Jill Beck then shared that NDAR has been contacted by ARELLO to sponsor Realtor member Scott Breidenbach's induction ceremony as ARELLA President. A motion was made to sponsor Scott Breidenbach's induction ceremony for ARELLO President at the \$5,000 level. **M/S/C**

A motion was made to ratify the online vote regarding the Jamestown Board, which reads: A motion to support the Jamestown Board of REALTORS® name change to High Plains Association of REALTORS®. **M/S/C**

President Kevin then brought forward the email vote regarding a Director in Charge of the Statewide Forms Committee, which received a request for more information. After discussion, a motion was made to accept the recommendation from the Executive Committee making the Director in Charge of the Forms Committee the Immediate Past President. **M/S/C**

NDAR Committees then gave updates:

NAR National Directors Jill Lee and Daryl Braham shared national updates. Jill Lee shared that the C2EX designation is adding financial wellness competency to the program and will offer the program on a mobile app (coming soon). She also shared that NAR leadership now requires anyone holding a leadership position to complete At Home With Diversity, Fair Haven, and Bias Override. Daryl Braham then shared that NAR has added a 3-year requirement for Fair Housing training, similar to the 3-year Code of Ethics training requirement, to go into effect in 2025. He shared that the NAR Board of Directors improved a \$6 dues increase to go into effect in 2024. He also gave a brief summary of the current lawsuits NAR is facing.

Government Affairs Chair Jamie McLean then gave a legislative update. Jamie emphasized that NDAR's two bills, HB 1188 and HB 1190, regarding wholesaling and unfair service agreements, both passed into law and will go into effect on August 1, 2023. Jamie pointed out Lobbyist Lisa Feldner's final 2023 Bill Summaries, as well as the 2023 NDAR Legislative Scorecard. He encouraged board members to look at the bill summaries in more depth and to reference the legislative scorecard to see whether their legislative members were Realtor champions.

Chair Tricia Schlosser then gave a Statewide Forms Committee update. She recognized present committee members and thanked them for their hard work on the Statewide Forms Library. Tricia then asked that any local boards who have requests for proposed new forms submit requests as soon as

possible so that the committee can begin drafting those. After discussion, a motion was made to approve a recommendation from the Statewide Forms Committee that an individual must be an NDAR member to have access to any NDAR forms. **M/S/C**

Additionally, a motion was made to eliminate the NDAR non-member forms library. **M/S/C**

Vice Chair Vicky Matson then gave an update on the Professional Development Committee. She shared recommendations to the Board of Directors from the committee, including:

A recommendation to update the purpose statement for the Professional Development Committee to better reflect the committee's current purpose and NAR requirements, which reads: "To develop, schedule, and plan all educational activities of the Association while promoting DEI, Fair Housing C2EX, and member benefits." A motion was made to approve this recommendation. **M/S/C**

A recommendation that NDAR recommends the following topics and objectives to the North Dakota Real Estate Commission for their 2024 mandatory CE topic:

For salespersons: Contract Law with Focus on Purchase Contracts

Objectives:

- All elements of a purchase
- Procuring cause
- Negotiating
- Disclosure
- Agency relationships

For brokers/broker associates: Broker Responsibility

Objectives:

- Earnest Money
- Office Policies required by NDREC (Agency)
- Advertising

A motion was made to approve this recommendation. **M/S/C**

A recommendation to split the \$5,000 C2EX Grant that NDAR was awarded evenly between the local boards to be used for C2EX promotion on the local level. After discussion, a motion was made to approve the recommendation with an amendment that each association be awarded an even \$725 in grant money, with NDAR to cover the additional funds. **M/S/C**

Vice Chair Maureen Bartelt then gave an update on the RPAC Fundraising Committee. She shared that many of the local boards are utilizing the NAR RPAC Fundraising Grants for the 2023 investment year. Sarah Caldwell then reviewed the Board Investment report, sharing that North Dakota was currently at \$128,280 invested on a goal of \$192,000. She congratulated the Williston Board for exceeding their local goal, sitting at \$15,748 on a goal of \$11,154, and for meeting their investor goals for every club level. She encouraged the boards to promote RPAC on the local level and use Williston as an example of how impactful competition and word of mouth can be.

Chair Mary Shelkey then gave an update on the Nominating Task Force. She shared the task force's recommendation to the Board of Directors that the following candidates be forwarded to the ballot: Jamie McLean for President-Elect and Lorrie Nantt for Vice President. A motion was made to approve the recommendation. **M/S/C**

Jill Beck gave the financial update. She shared that the Association has invested money in a certificate of deposit (CD) with high-interest rates. In reviewing the finances, she also shared that NDAR expects a dip in membership numbers as a result of market changes. Overall, Jill's report relayed that the Association's finances are on track for this point in the year. Daryl Braham suggested that NDAR consider "CD laddering," and Jill confirmed that the Executive Committee would discuss the possibility as they work on 2024 finances. A motion was made to approve the finances as presented. **M/S/C**

Jill Beck then promoted the REALTOR® Convention of the Dakotas and encouraged attendees to register. The convention, hosted this year by the REALTOR® Association of the Sioux Empire in September, currently only has 35 registered from North Dakota. She also encouraged registration for NAR Convention, to be held in Anaheim this November.

Finally, Jill Beck recognized and thanked NDAR Administrative Assistant Robyn O'Gorman for 10 years of service.

Being no further business, the meeting adjourned at 11:00 am.

Respectfully submitted: Sarah Caldwell, Communications Director