



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, February 21, 2024

9:00 am CT – Marriott Courtyard North, Bismarck, ND

President Nick Olson called the meeting to order at 9:05 am. He welcomed everyone and introductions were made.

A motion was made to add the virtual votes on meal reimbursement policy and the use of statewide forms to the consent agenda. **M/S/C**

The consent agenda was then reviewed:

- a. Minutes from September 14, 2023 & January 18, 2024
- b. Local Board Reports
- c. Calendar of Upcoming Events
- d. ND Real Estate Commission Update
- e. 2024 Dues Renewals & Member Stats
- f. 2023 RPAC Results
- g. 2024 NDAR Committee List
- h. 2024 NAR Committee Appointments
- i. NAR Annual Conference Committee Reports
- j. Ratification of Local Board Appointments (Replacing terms that expired 12-31-23)

RPAC Trustees (3-year term):

Fargo Moorhead – Kevin Fisher

Minot – Larry Louser

Grievance (3-year term):

Bismarck Mandan – Jennifer Hatzenbuhler

High Plains – Sally Domke

Issues Mobilization (3-year term):

Minot – Larry Louser

- k. Virtual Vote on Meal Reimbursement Policy
- l. Virtual Vote on Use of Statewide Forms

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

Due to technology issues, Daryl Braham joined via phone and shared that he was unable to attend the meeting in person due to an in-person NAR Culture Transformation Commission meeting. He then gave in depth updates regarding the current state of NAR lawsuits and encouraged attendees to direct members to competition.realtor for up to date information. Daryl then shared information about NAR's President's Circle program, an RPAC program that allows members to give directly to NAR vetted Realtor Champion candidates.

President Nick Olson then presented on the REALTOR® Relief Foundation and set goal of \$10,000 for the state. He emphasized that North Dakota has benefited greatly from the program in the past, specifically in the wake of extreme flooding.

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President Nick Olson then reviewed the 2024 Strategic Plan. A motion was made to approve the 2024 Strategic Plan. **M/S/C**

President Nick Olson then gave the President's Report. He shared that NDAR has been hosting many committee, work group, and task force meetings so far this year in order to work for the members. He also shared that a \$100,000 CD has been reinvested and split between two new CDs, a 6-month and a 9-month.

He reminded attendees that Kevin Sears has taken over the role of NAR President following Tracy Kasper's resignation, and he has emphasized that he will be launching no new initiatives this year. The Ignite Other program has been suspended at this time, but individuals who completed the training are welcome to teach the program in their local high schools as initially intended.

Nick then shared that the Executive Committee is once again planning to tour the state visiting each local board, and plans to do so on August 6, 7, and 8. Maureen Bartelt shared that Fargo-Moorhead plans to host their Members Appreciation Week in July and requested that the Executive Committee reschedule their Fargo-Moorhead visit for a date that week.

NDAR committee updates were then given.

Chair Kristin and NDAR Lobbyist Lisa Feldner gave an update from the Government Affairs Committee. They shared that their priority this year is to defeat the proposed property tax measure. Lisa shared that she is currently monitoring legislative races and will need members to push for high turn out for primary election voters. She also shared that there will be at least 16 new legislators following the elections this fall.

Chair Maureen Bartelt then gave an update from the RPAC Fundraising Committee. She shared a recommendation that the 2024 NDAR RPAC Goals be set at: \$90 per capita, 60% of member investing, 80 major investors, 45 presidents club, 75 capital club, and 175 pinnacle club. **M/S/C**

Vice Chair Kevin Fisher then shared an updated RPAC Trustees. He shared that the Trustees voted to maintain the current split between the state and the local boards, which is 80% local and 20% state (of the 70% of funds that remain in state). He shared that they made minor updates to the request form. Jill Beck then pointed out a chart in the packet which detailed what RPAC funds are currently available to each board.

Jill Beck then gave an update from the Issues Mobilization Committee. She shared that the committee approved \$10,000 in funds to be paid to the "Keep It Local" coalition to defeat the proposed property tax measure. She then pointed out a chart in the packet which detailed Issues funds currently available to local boards. Finally, she shared that the committee approved funds in the amount of \$550 for candidate training, \$4,500 for Real Strategies, and an undisclosed amount for the Legislative Social.

Chair Vicky Matson then gave an update from the Professional Development Committee. She shared a recommendation that NDAR's L.E.A.D. Mentorship Program be approved and adopted. **M/S/C**

Vicky then shared the committee's recommendation that NDAR recommend to the NDREC that the 2024 mandatory topic for all licensees be "Diversity, Equity, and Inclusion," in addition to the already approved mandatory topic of "Vacant Land and Other Scams." **M/S/C**

Chair Jill Lee then shared an update from the Communications Committee. She shared that a Communications Request form is being created to streamline requests that come to the committee. She also shared that NDAR may create a specific inbox to field the requests. Finally, she shared the creation of a Property Tax Task Force, in partnership with the Government Affairs Committee, that has been created to help tackle communication surrounding the proposed property tax measure.

Chair Amber Carlton gave an update from the Statewide Forms Committee. She pointed out the lists that had been included in the BOD packet detailing the current forms library and the 2024 forms library additions that will launch on July 1. She reminded attendees that they can complete a Statewide Forms Request detailing any changes they'd like made to the forms and encourage them to email forms@ndrealtors.com with any logistical issues on Transaction Desk. Nick Olson also asked that attendees contact their local representative serving on the committee with any practical questions.

Chair Desri Neether then reviewed changes that the ROTY Task Force had made to the application form, including the now set annual deadline of August 20. A motion was made to approve the application.

M/S/C

Kevin Fisher gave an update from the Nominating Task Force. He reviewed the change of policy concerning a candidate petitioning to be on the ballot:

ARTICLE VIII ELECTION OF OFFICERS AND DIRECTORS

Section 1. Nominations Task Force

The Task Force shall nominate at least one candidate for each office and position on the Board of Directors, which is filled by election of the membership. Additional candidates, who must be members in good standing, may be placed into nominations by submitting a nominating petition, provided by the Association that contains signatures of at least ~~50 members in good standing~~ 75 NDAR REALTOR® members with no more than 50% from one local board/association. Such petition must be received at the Association office no later than 45 days before the election.

A motion was made to accept the language as presented. **M/S/C**

Desri Neether then gave an update from the Good Neighbor Task Force. She reviewed the changes that had been made to the application and asked for funding to promote the winner of this year's award. A motion was made to approve \$500 in funding to go towards marketing the winner. **M/S/C**

Chair Maureen Bartelt then gave an update on Dakota YPN, sharing that the organization is relatively new and membership is free. She detailed upcoming events, including a Lunch & Learn on March 21st with Jessica Lautz. She also shared information on the YPN RPAC Pledge, which is a pledge to give \$10,000 to RPAC over 10 years, and encouraged board members to take the pledge.

Jill Beck then gave financial updates and shared that everything was in good standing.

President Nick Olson recognized Immediate Past President Kevin Fisher and presented him with the President's Eagle.

Jill Beck shared that registration is open for the NAR Legislative Meetings and she would be hosting a briefing for North Dakota attendees on April 29th at 2:30 pm CT via Zoom.

Convention Co-Chair Heidi Hilzendeger then gave an update on the 2024 REALTOR® Convention of the Dakotas and encouraged attendees to register before the advanced pricing ends on April 30. Convention is to be held at the Bismarck Event Center on September 11-13, 2024.

Jill Beck then shared that NAR NXT is to be held in Boston on November 8-10, 2024. She also reminded board members of the June meetings, to be held in Medora on June 25-26, 2024.

Being no further business, meeting adjourned at 11:31 am.

Respectfully submitted: Sarah Caldwell, Communications Director