



North Dakota Association of REALTORS®

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2014 BOARD OF DIRECTORS

PRESIDENT

Vicki Roller, CRS, GRI

PRESIDENT ELECT

Greg Larson, GRI

VICE PRESIDENT

Cindy Harvey, ABR, CRS, ePro, SRES

DIRECTOR AT LARGE

Jeff Shipley, GRI

PAST PRESIDENT

Scott Breidenbach, GRI

NATIONAL DIRECTORS

Daryl Braham, CRB, GRI
Dewey Uhlir, ABR, CRS, GRI

REGIONAL VICE PRESIDENT

Henry Kammendel

LOCAL BOARD REPS

Badlands:

Lorrie Nantt, ABR, SFR
Ninetta Wandler, ABR, CRS, GRI

Bismarck-Mandan:

Bob Johnson, GRI
Kristin Oban
Kristi Bohl, GRI
Mary Shelkey Miller, SFR, GRI, SRES, ABR

Fargo-Moorhead:

Jeff Shipley, GRI
Bob Lee, ePRO, GRI, SFR
Kevin Fisher, CRS, GRI
Peggy Isakson, ABR, CRS
Todd Anhorn
DeAnne Mason, GRI
Steve Lunde, CRS, GRI

Grand Forks:

Weezie Potter, ABR, GRI
Phil Vanyo
David Blumkin, ABR, CRS, GRI

Jamestown:

Nancy Allen

Minot:

Danette Krumwiede
Joyce Kuntz

Wahpeton-Breckenridge:

Steve Diederick, GRI, CRS

Williston:

Kassie Gorder

STAFF:

Jill Beck, *Chief Executive Officer*

jill@ndrealtors.com

Nancy Willis, *Gov't Affairs Director*

nancy@ndrealtors.com

Heather Balkowitsch,

Member Services/Communication Director

heather@ndrealtors.com

Robyn O'Gorman, *Admin Assistant*

robyn@ndrealtors.com

Minutes

Board of Directors

January 23, 2014

Bismarck, ND

Present: Vicki Roller, Greg Larson, Cindy Harvey, Jeff Shipley, Scott Breidenbach, Daryl Braham, Dewey Uhlir, Lorrie Nantt, Ninetta Wandler, Tricia Schlosser, Bob Johnson, Kristin Oban, Mary Shelkey-Miller, Vicky Matson, Kevin Fisher, Dave Lanpher, Bob Lee, Lyn Dwyer, Joyce Kuntz, Danette Krumwiede.

Absent: Todd Anhorn, Peggy Isakson, Todd Anhorn, Peggy Isakson, Steve Lunde, DeAnne Mason, Dave Blumkin, Weezie Potter, Phil Vanyo, Nancy Allen, Kristi Bohl, DeAnne Mason, Steve Diederick, Kassie Gorder, Henry Kammendel.

Guests: Mike McEown, Beth Mayer, Barb Lupo, Nancy Deichert, Pat Jergenson, Pat Vannett, Casey Chapman.

Staff: Jill Beck, Heather Balkowitsch, Nancy R. Willis

President Vicki Roller called the meeting to order. Welcome and introductions were done. It was noted that there was not a quorum and motions would need to be ratified at the next meeting.

Daryl Braham gave a motivational presentation in place of the Invocation and led the group in the Pledge of Allegiance and REALTOR® pledge.

The consent agenda was approved. **M/S/C** Items on it listed as:

- a. Minutes from October 23, 2013 meeting
- b. Local Board Reports
- c. Legal Hotline Update – Casey Chapman, Legal Counsel
- d. 2013 RPAC Results
- e. Calendar of Upcoming Events
- f. Life Membership – James Schmidt, Badlands Board
- g. NDAR 2013 Market Stats
- h. National Travel Reports – NAR Convention, November 13 – San Francisco
- i. Ratification of Local Board Appointments (Replacing terms that expire December 31, 2013)



RPAC Trustees (3 year term):

Tate Cymbaluk, Williston Board of REALTORS®

Ron Volk, Bismarck Mandan Board of REALTORS®

Larry Louser, Minot Board of REALTORS®

Issues Mobilization (3 year term):

Dewey Uhler, Fargo Moorhead Area Association of REALTORS®

Shelly Zach, Wahpeton Breckenridge Board of REALTORS®

Grievance Committee (3 year term):

Paul Fladland, Grand Forks Area Association of REALTORS®

Blake Krabseth, Minot Board of REALTORS®

President's Report

President Vicki Roller gave her report that included:

- RPAC Challenge to all to become RPAC investors
- REALTOR® Ring Day total \$55,000
- Thanked Daryl for his service as Region 8 RVP
- Flood insurance Call To Action – good response but room for improvement
- *REALTOR® Action Center* mobile app, be sure to download it
- Mike McEown, Minot AE, is retiring and was honored for his years of service with a social last night. Vicki thanked him again for his service to the North Dakota Association of REALTORS®
- Vicki presented Past President Scott Breidenbach with an outgoing Presidents appreciation award. Scott accepted and thanked the group for a productive year.
- In March there will be a Continuing Education caravan presented by the NDAR, watch for dates in your area
- Leadership opportunities in the NDAR – if you know anyone who would benefit let NDAR know. Worth the friendships you make and things you learn improve your business, we have an awesome NDAR staff; don't be afraid to step into a leadership position. Encourage new agents to get involved. Nominating committee meets in July.

Staff Report

Jill Beck gave her report that included the financial report

- \$180,000 into the Morgan Stanley account; will be reviewing reserves and dedicated money market accounts for best investment opportunities
- Budget highlights: dues came in \$35,000 over budget due to growth in local boards; education was over budget; committee expenses were under; technology and database expenses came in under; leadership travel at 74% because of reimbursements from NAR; equipment up because of new backup system offsite; staff travel at 32% due to adjustment on van miles to account for personal miles;

misc. up \$1600 due to office changes for additional staff.

- 36 appts of members to NAR committees
- North Dakota was the first state to have a major donor investment to RPAC
- NAR - Bismarck has convention - asked NAR incoming president, Chris Polychron to come to meeting and he accepted
- REALTOR Relief Fund raised \$5,900
- RPAC Issues raised \$24,000
- A broker education session with Casey Chapman will be planned for this year
- Understood that NDAR can no longer offer Flex Spending. Waiting for IRS to confirm.
- Thank you to staff
- NDAR can purchase additional E & O Insurance, updated that we have insurance policy through NAR. Motion not to purchase additional insurance through NAR. **M/S/C**

Committee Reports (Action Items)

Professional Development:

- Chairperson Cindy Harvey reported committee is setting up a work group to work with REC to review pre-licensing requirements. If interested in being on work group call staff.

RPAC Fundraising

- Chairperson Daryl Braham reported the committee limited the 2014 goals to three:

1. Earn the President's Cup again
2. 75% total participation at \$30/member
3. 45 Major Investors

Political Affairs

- Chairperson Dave Lanpher reported National Flood Insurance Program state coordinator Jeff Klein, said best opportunity for change is to keep pressure on Congressional delegation for change
- *Action items approved: 1. Change committee name from Political Affairs to Government Affairs Committee **M/S/C** 2. Proposing a century code change allowing earnest money return suits to be held in small claims court of county where property is located. Motion to move forward **M/S/C***
- Lanpher said the committee thanks Nancy Willis for getting up to speed so quickly and doing a great job.

Membership Services

- Jeff Shipley (for Chair LuAnn White) reported no action items
- Activities will include pursuing establishment of a Diversity Committee and starting a Leadership Program. Also will complete discussions of Forms Committee and Young Professionals. If can come to resolution on forms and can't recruit for YP will no longer pursue.

Technology

- Willis reported on behalf of committee leadership, three action items:
 1. Explore creating certificates for Docusign
 2. Educate members on advertising rules for social media use
 3. Conduct a survey of members to determine what apps are being used successfully for sharing and who has technology skills and is willing to help educate other members
- Committee will have a conference call to plan a technology round table for the April meeting.

Transfer Tax Update – Greg Larson & Nancy Willis

- NDAR's request for funding approved for Phase I for \$442,950
- NDAR will need to request additional funding during mid-year meetings in D.C. in May
- Phase 1 includes organizational meetings; selection of an agency and setting up a contacts' database.
- Board packets include Transfer Tax Committee members. We will be asking each local board to help mobilize public.
- Presentations have been made to homebuilders in Williston and Fargo and to community groups in Minot.
- Board packet contains info on other ballot measures already set for the November ballot including the transfer tax, as well as others that could be on the ballot. Also included is information on the Farm Bureau's property tax initiated measure language.
- NDAR will set up standing conference call meetings for Transfer Tax Committee. Others interested contact staff.

- Willis will continue to monitor other tax issues that arise in legislative committees.

2014 REALTOR Convention of the Dakotas Update – Bis-Man Board

- Nancy Deichert, AE, gave an update on all the events planned for the 2014 *Convention of the Dakota's*. There will be a cruise theme and they will be giving away a cruise to one lucky member. At the time of the meeting there where 230 people registered and Deichert encouraged all to get their registrations in. The convention and all socials will be held at the Bismarck Civic Center. Jared James, the keynote, has been booked. There will be a Golf Tournament at Hawk Tree. Trista Cruzillo, an attorney, will be offering classes. Duane Carte also is confirmed. The 5:30 River Boat cruise is almost full but the 4:30 p.m. still has opening. She asked all to please promote the convention. They have committee members willing to come to come to speak to local boards and at local meetings.

Other Business

- Pat Jergensen, REC - 50% of licenses sent in at the end of December have not been posted as renewed as they are behind. Her assistant is retiring next week - busy time - looking for replacement. Please be patient.
- Vicki wants to start a President's advisory group for non-dues income to pursue the discussion about helping boards to purchase buildings or property. The group would work on guidelines for applying so that when funds are set aside there is a process for applying. Scott Breidenbach volunteered to lead the advisory group. Other members who volunteered for the committee were:
Lorrie Nantt, Mary Shelkey- Miller, Dave Lanpher
- Jill distributed Whistle Blower policy for information and Conflict of Interest forms. All Board members need to fill out a Conflict of Interest Form. Please return promptly.
- As you recall the Board approved helping to pay for the Landlord-Tenant Rights handbook. We also will be posting on our website.
- Lanpher gave an update on appraisal board as he is a board member, on the Appraisal Board. They are sympathetic to consumers. If issues with timeliness, market rates, etc., the public should contact the commission. Easy as an email to Jodie to start the process - the process cannot just start from a phone call. They take complaints seriously. They are big on timeliness. Average fine is \$2500 or licenses suspended. Please encourage consumers, not just REALTORS to file complaints. The board is there to help regulate the industry. The board needs the public's help in regulating the business. On the ND Equalization and Appraisal web site, there should be an e-mail link
- Next meeting: April 9th and 10th in Jamestown
- Reminder: minimum RPAC investment to attend social at convention is now \$250. RPAC payment plans now will need to be completed within contribution year.
- New Logo- Executive Committee will bring forwardt to April meeting.

There being no further business, the meeting was adjourned.

Respectfully submitted,

Heather K. Balkowitsch, Nancy R. Willis