

Aspire North REALTORS®

Board of Directors Meeting

September 24, 2021

Attendees (In Person): Dave Wilsey, Rene Hills, KJ Sayer, Carolyn Ulstad, Stephanie Koppe, Toni Morrison, Katie Hoyt, Heather Hudson, Ken Kleinrichert, Kim Pontus

Virtually: Joni Holly, Chad Deville, David Hricik, Jessica Brutzman

Call to order: 8:29 am

Motion to approve the agenda – motion passed

Presentation: Josh Sullivan (Virtually), Rehmann Robson Audit Results

- 2021 is a full audit year. We do a full audit every 3 years.
- Aspire North audit is based on our fiscal year which ended June 30, 2021
- 2021 audit and our actual numbers were in line with 2019 and 2018 years.
- Our net income for this past fiscal year is about \$74,000, our operating expenses were up slightly, expenses were also slightly up, we also had an income tax expense
- Our revenue by source: 53% of income is from NGLRMLS
- Expenses: Payroll and related expenses account for 51%
- It was asked if there are things we can do or review to anticipate our tax liability
- We should review at the end of the first quarter in the calendar year.
- Review our capital expenditures in the year it is purchased – we can take the depreciation up front, but it will catch up to us later.
- We need to review the benefits prior to purchase before the end of the year (Capital assets or purchases
- Huge thank you to Laura Lynn and Josh Sullivan for all their work. This year's audit was done completely remotely
- **MOTION: To approve the audit results**
 - o Made by Matt, seconded by Ken
 - o Motion passed
- **MOTION: Put on every March Board meeting a tax discussion**
 - o Made by Ken, seconded by Matt
 - o Motion passed

Motion to approve the consent calendar: *The following had to be corrected on August Minutes:*

- *Joni Holly & Chad Deville were in attendance*
- *Realtor Relief Fund: typo in motion (should state: Aspire North to donate \$10,000 to the Realtor Relief Fund*
- *CEO Report: Housing Summit sponsorship is only going to be \$1,000. Kim negotiated for a lower-level sponsorship*
- *Current CEO Report – Kim mentioned in his report about possibly adding a staff member for NGLRMLS. He is waiting to hear about the RFP he submitted to renew the contract, he will revisit about possibly bringing on a new staff member to help. But is holding off at this point.*

Submitted by: Stephanie Koppe Secretary/Treasurer

- Add to next month's agenda: NGLRMLS dividends. In August we tabled the conversation about what to do with the dividends until we had the audit results

Once this was corrected motion to approve Consent Calendar passed

1st member comment phase – none

President's Report:

After our meeting in August, President Wilsey, Matt H. and Kim P. went to the ribbon cutting for TCLP on the new solar chargers downtown. Last week was the Aspire and seek scavenger hunt. Congratulations to Heather and her team!! She displayed her new belt! Connor did a great job with the event, some thought it was a little pricey. On September 16th was the coffee connect, there was at least 25 + people in attendance. Yesterday, was the past president's luncheon. There were 18 past presidents in attendance, going all the way back to 1974. Next week is the Michigan Realtors convention!

Unfinished Business:

- 2021 Meeting Calendar
 - o There is a fair housing educational event coming up in October
 - o General Membership Meeting s scheduled for October 28th. We have Tracy Kasper coming from NAR, who will be the 2024 president and is the 2022 First vice president
- Director Elections
 - o 3 petitions have been submitted:
 - Stephanie Koppe, David Hricik, and Deirdre Carroll
- Ratify Capitalization Policy
 - o Kim ran the Capitalization policy passed Rehmann, who gave their blessing. This document is required for audit purposes.
 - o **MOTION: to accept the Capitalization policy as written**
 - Made by Toni, seconded by Matt
 - Motion passed
- Ratify Sponsorship Agreement form/Policy 9
 - o **MOTION: To approve the updated form as written**
 - Made by Matt, seconded by Ken
 - Motion passed
- Realtor Relief Fund
 - o Continued discussion from the August meeting
 - o Kellie Sergent would like us to start a campaign to get individual members to also make contributions to the RRF
 - o Thought is to have Aspire North do up to a \$10,000 match
 - o Kim will be presenting a check to the RRF at the NAR convention in November

Submitted by: Stephanie Koppe Secretary/Treasurer

- Question was asked how to track our members individual contributions. – Kim to check into this.
- MOTION: To approve a \$10,000 donation (as discussed in August) to NAR's RRF
 - Made by Matt, seconded by Toni
 - Motion passed
- MR Convention (September 28-30)
 - Aspire North is sponsoring hand sanitizer, a photo booth and bloody Mary/mimosa bar
 - We also have a painting for the RPAC auction
 - NGLRMLS is sponsoring a mobile charging station
 - NGLRMLS is also giving away a paddleboard

New Business:

- General Membership Meeting:
 - We have removed RPAC update and WCR updates from this years meeting to keep within a certain time frame.
 - Jessica asked if we can have handouts available for members regarding the legislative items going on at this time
 - Matt to squeeze in the updated Director policy during his time for introducing the 2022 Directors slate
- Affiliate Appreciation Event
 - October 14th the affiliate appreciation will be held at Brengman Brothers winery. They will be putting a tent up for us.
 - Committee has \$5500 budgeted for the event, last year they spent about \$2,000
 - Katie will confirm time – this is a 2-hour event
- Christmas Party
 - Due to COVID and staffing at venues, Katie and the committee have had some challenges on finding a facility.
 - They have settled for the Park Place on December 9th
 - The committee is finding that the price's this year are higher than in years past. 2 years ago, the event cost \$8k-9k
 - Katie is thinking the cost could be up to \$15,000 this year
 - MOTION: To authorize additional funds (up to \$15,000) for the Christmas party
 - Made by Renee, seconded by Matt
 - Discussion: what can we do differently going forward to encourage more participation. Possibly a band...
 - Motion Passed
- CIPS 2022
 - Jennifer is working on CIPS course for late winter/early spring of 2022
 - This course is expensive but worth it
 - We are in an area where international travel is picking up.

- UP North Pride
 - o 2 years ago, this topic came up about Aspire North getting involved as a sponsor
 - o The question is should we be a sponsor?
 - o We have not been approached about being a sponsor
 - o This is the largest Pride march in the state
 - o It was discussed that if we did a sponsorship, it would open the flood gates for other organizations (i.e., religious, schools, etc.) to contact us regarding sponsorships.
 - o The Fairhaven and At Home with Diversity programs offered by NAR should be pushed to our members
 - o It was mentioned to task the Education Committee to have groups/organizations come in and educate members
 - o It was also mentioned to maybe do a panel of speakers from various organizations to discuss current issues

2nd Member Comment Phase

- Ken brought up Garfield Courts
 - o We have 3 offices with windows and 2 inner offices and includes a kitchen space. The question is what if we rented units individually and they shared a common area
 - o There is a clause in the lease for no sub-letting
 - o Kim would like Garfield courts do more marketing, like a sign in a window or out front at the street
 - o Our lease ends October 2022
 - o Renee would like us to get monthly updates about Garfield Courts

For the Good of the Order:

- Committee meetings need to be done in the first 3 weeks of the month, so the minutes can be included in the board packet
- SOLTAAR / TCLP – Kim spoke with TCLP and they believe it might be better for us to wait until the new year to further the discussion about adding charging stations, etc.
- Golf Outing on October 13 for Toby Fisher, who passed away suddenly. The golf outing will be 2-man teams and each team is \$250. All proceeds go to Traverse City Junior Golf program
- Monday at the Park place will be a meeting regarding the East Front Street project and redesign. R2 and R3 housing will also be discussed.

Motion to Adjourn: 10:30am