



REALTORS®

Board of Directors Meeting Minutes | November 19, 2021, 8:30am

Attendees (In Person): Dave Wilsey, Rene Hills, KJ Sayer, Joni Holly, Stephanie Koppe, Toni Morrison, Katie Hoyt, Heather Hudson, Ken Kleinrichert, David Hricik, Matt Hodges, Chad Deville, Jessica Brutzman

Via Video: Kim Pontus

Absent: David Hricik

Call to order: 8:30am

Motion to approve the agenda – Motion passed

Motion to approve the consent calendar – Removed RPAC and Membership committee (no minutes/meetings reports – Motion passed
1st member comment phase – none

President's Report:

Dave commented on the General Membership meeting, had a good turnout, and it was a nice venue. Tracy Kasper was a great speaker, they ran into her at the NAR convention, and she is excited to return to our area in the future. NAR convention was great and had awesome motivational speakers. NAR has the highest membership, with over 1.52 million REALTORS.

Unfinished Business:

- 2021 Meeting Calendar
 - Awards and Installation is tentatively* set for Jan 20th at Kirkbride Hall @ The Villages of TC from 6 to 10pm.
 - Fair Housing Month in April – Rene would like us to have more emphasis on this.
 - We need to promote Fairhaven, but also have an outward emphasis on this to the general public.
 - Achieve and BOD meeting have the same dates, along with the September dates for a BOD conflict with the MR convention.
 - Some dates will change to avoid conflict.
- Affiliate Committee – Katie
 - Committee has been having trouble with people and their commitment to the committee and showing up for meetings. They still need a few more REALTOR members
 - Christmas party is Dec 9th at the Park Place – there will be a photo booth, DJ
 - The charity is the Children's Advocacy Center, they will have a table.
 - Coffee Connect has been a topic of conversation and is it something they want to merge with Membership committee?
 - A suggestion was made to do a happy hour after the 3rd day of new member orientation.
 - Chili Cook off is scheduled for February 17th.
 - Affiliate of the Year has been chosen by the committee – Katie Hoyt has been picked
 - **MOTION: to approve the affiliate committee's decision for Katie Hoyt to be the Affiliate of the year!**





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- Made by Rene / seconded by Chad
 - Motion Passed
- Note: update policy manual regarding the new format for picking the Affiliate of the Year – Need to put in next meeting
- MLS Committee – Rene
 - Not much to report
 - Next committee meeting is 12/7, they will be discussing some items from NGLRMLS
 - NAR just passed some policy changes; these will get filtered into our documents
 - The data share agreement with MI Real source has been signed
- Garfield Courts – Ken
 - We have a letter of intent on the table
 - Issue the owner of GC has is that the tenant is a new startup and has funds available until April
 - Ken would like Aspire North, to guarantee at least 3 months, the tenant is to start paying in December
 - MOTION: Have Ken K. & Kim P. give a guarantee up to 6 months rent for the tenant
 - Made by Ken / Seconded by Matt
 - Motion Passed
- Buy & Sell Agreement – Clint
 - The discussion has stalled right now, they are still trying to get schedules aligned for another meeting
- Non-Profit Task Team – Joni
 - TART trails has been an awesome partner
 - We had 12 applications come in this year
 - The top 2 the task team has narrowed it down too:
 - Habitat for Humanity
 - Newton’s Road
 - Habitat has not only a repair program, but are scheduled to build at least 8 homes in 2022, is more of a regional program
 - Newton’s Road is more of a start up, they put together STEM kits for kids in the area, they are an educational focused program.
 - It was commented that since we had 12, can we promote one of the non-profits each month for the next year.
 - MOTION: to approve Habitat for Humanity as our non-profit partner for the next 2 years (as per the recommendation from the task team). And to give all applicants 1 free (membership per group) – 2 year affiliate membership.
 - Made by Ken / Seconded by Rene
 - Motion Passed
 - Discussion:
 - Do we offer the Non-Profit partner an affiliate membership
 - Habitat for Humanity’s marketing will also contain our logo
 - Some directors would like to know who the other 10 were, Joni said she can follow up and send us those names





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- RPAC –
 - Jessica stated they haven't met since the last meeting
 - STR bill went through the house, additional bills have been introduced that are conflicting
 - If 4722 does pass we will need to have a real discussion with the local communities
 - Looking for a "Nod" to move forward
 - MR should give us talking points

New Business:

- Awards & Installations –
 - Will be tentatively* January 20th at Kirkbride Hall
 - Not much else to report
- Membership Management Software System Update – Jennifer Kowal
 - Go live date is January 1st.
 - Connor & Michael will handle the event aspect
 - The current system has some holes
 - Laura Lynn is working on getting things backed up
 - Jennifer's back up is NRDS
 - They have some challenges going through webinars & training
 - Jennifer is liking the program
- Pro Standards Meeting Review – Jennifer Kowal
 - We have seen an up-tick in complaints this past year
 - Not only from REALTOR to REALTOR, but from the public
 - Jennifer & Kim met with Doug and Debra and discussed some changes
 - Appeal fee is jumping from \$75 to \$500 to follow guidelines from NAR
 - List of Professional Standard committee members is shrinking and we need to recruit some more members
 - They must attend a special training and have been licensed at least 5 years.
 - Need more of a broad based list for hearing panels.
 - Jennifer would like to add about a dozen people.
 - Suggestion was made to highlight each of our committees and what their roles are to help encourage more involvement.
 - MOTION: to accept changes as presented
 - Made by Rene / seconded by Heather
 - Motion Passed
 - Discussion:
 - Matt is concerned with publishing names of violators
- Leadership Retreat:
 - Will tentatively* be February 8 & 9 at the Inn at Bay Harbor
 - Kim would like us to start early on the 8th
 - Rooms have been reserved
 - Discussion has started about the agenda. Also, looking at inviting some potential future leaders

2nd Member comment Phase:





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- Clint noted that Real Estate One offices have Ladles of Love coming up on Giving Tuesday, November 30th. A minimum \$5 donation for a cup of soup, bread, water and a dessert.

For the Good of the Order:

Motion to Adjourn: 10:02am

*The term tentatively refers to the status of health requirements due to spread of coronavirus outbreaks this winter.

