



## MINUTES

**Southeast Minnesota REALTORS®  
BOARD OF DIRECTORS  
Premier Bank Building  
3145 Wellner Dr NE  
April 17<sup>th</sup>, 2023  
10:00 am**

### Mission Statement

Providing Resources, Education, and Advocacy for our Members

### Strategic Initiatives

**Professionalism** – will have integrity, expertise, and act ethically.

**Unity** – will cooperate, collaborate and be respectful.

**Opportunity** – will educate, engage, and be welcoming.

**Innovative** – will be responsive, supportive, and sustainable.

**MEMBERS PRESENT:** Michelle Jandt; Adam Howell; Karl Rogers; Adam Howell; Lisa Evans; Lucas Schuster; Jacob Smith; Charlotte McCabe; Justin Ohnstad; Caitlyn DeCook; Athieei Lam; Patrick Peterson; Megan Hobson; Janita Paulson; Greg Wildfeuer; Hannah Lee; Mary Lindgren; Darcy Morescki (10:30).

## MINUTES

The President will request a motion to approve all items on the Consent Agenda in one motion. If you would like to discuss any item on the Consent Agenda, please contact the President and have the item removed from the Consent Agenda for separate consideration.

- A. Approve the Minutes of the December 14<sup>th</sup>, 2022 Board of Directors Meeting
- B. Approve the Minutes of the Standing Committees
- C. Approve the January 2023 Financials
- D. Accept January 2022 Membership Report

### Agenda

#### **1. Kent Gillespie Gave a Short Presentation of Premier Bank and Their Services**

## 2. Approval of The Consent Agenda

- **Motion:** Approve the Consent Agenda.
- **Action:** Passed

## 3. Request For Excused Absences

- **Motion:** Excuse the absence of Jennifer Walsh.
- **Action:** Passed.

## 4. Treasurer/Membership Reports

- - 4 Investment Companies Interviewed.
- Finance Committee
- Local Companies
- Echelon – Going with this company.
- 1.3 million – Disperse in different buckets w (low risk)
- Better plan with opportunity to make money but not lose.
- Motion Approving Echelon
- 2 people as signatory
- Approve Echelon Wealth Partners to be financial advisor investing
- Finance Committee will meet Quarterly.
- M/S/C

## 5. Building Update

- Money moved to SEMR Account until moved to Esthelon.
- Inspection Repairs - \$99.00 on Building
- Movers scheduled to move items on Wednesday to RAB
- Lease has been signed.

## 6. Remine Update and Proposal

- Contract Signed with Remind
- Board of Directors Approved
- Average Cost of 3-year contract - \$2.00 per member per month

## 7. Northstar BOD Update

- Friday April 14 – Shareholds quarterly updates
- T4 BI – No Deals yet.
- Keep Photo Policy – Does not have to be in front of home.
- Not allowing Trailers where landing is not owned by Seller.
- Allowing Animals in Photo
- Trisha Henson – New Compliance Person
- VRBO Rentals Denied
- Allow Comp Solds

- Hired Marketing Agents
- In House Marshall Thompson – Accountant
- STRAT Plan Completed

## 8. President's Report

- President – Meeting with NAR – 15% drop in Members
- Increasing Dues this year (Cost of living increase in future)
- Shareholds of Northstar – Quarterly Reports – More Active Role
- 5% Share in Northstar
- Important to see what happens with Number as far as financial reports, keep up to speed on everything.

## 9. CEO Report

- Last year Bylaw Changes – Big One
- Rochester Golf Tournament, Eggs & Economics
- More Robust Financial Committee
- Free Education
- Working on numbers yet
- Breaking even on Rally.
- Plat Drawer still being discussed, working on education
- Question, showing time shows as all day inspection, but it is a survey.
- Click on link – Property memberships only – put in comments.
- Better Relationship with Media
- Kept Safe Showing, June Decision to keep yes or no.
- Exceed free education by 34 (needed 30)
- Missed one hub.
- Broker Visits – Did 3
- Website portal for Brokers not yet completed, Goal June 15<sup>th</sup>.
- May Lockbox Audit
- Lockbox upgrade – 2 years
- 3900 lockboxes checked out.
- National Tour Ride w/ the Brand – All 50 States
- MN August 1<sup>st</sup> – US Bank Stadium (still working out times)

## 10. Adjourned at 11:25 a.m.

**Next Meeting: April 19<sup>th</sup>, 2023 – Location TBD**