



MINUTES

**Southeast Minnesota REALTORS®
BOARD OF DIRECTORS
Via Zoom
June 17, 2020
9:30 am**

Strategic Intent Statement

We are currently a transitioning trade association. Our research and focus groups' input suggests that our association must evolve in conjunction with the changing real estate industry into a business model and organization that understands and reflects the needs of our members, not just today but in the future, in order to serve the members' best interests, the interests of our communities, industry and market in a professional, and ethical manner.

As part of the development of our strategic intent statement, SEMR revised their mission and strategic initiatives as follows:

Mission Statement

To provide members the resources they require allowing them to serve their customers and clients professionally and ethically.

To advocate for an environment conducive to selling and buying real estate, including the protection of property rights.

Strategic Initiatives

1. To convey availability of resources to members.
2. To transition members from joining to belonging. To select/recruit and mentor future leaders.
3. To actively participate in NAR and MNAR advocacy efforts, along with local efforts, including Calls to Action, information distribution and RPAC.
4. To be the Voice for Real Estate in southeast Minnesota, including promotion of market statistics, trends and issues through press releases, interviews, etc. Additionally, reach out to the community by engaging in community activities through events and volunteerism in order to promote the value proposition of using a REALTOR.

Members Present: Carrie Klassen, Pam Schmidt, Lisa Evans, Steve Lillestrand, Mary Lindgren, Karl Rogers, Adam Howell, Tracie Fogelson, Jacob Smith, Jon Ryan Kyle Swanson, Patrick Peterson, Jennifer Walsh, Michelle Jandt Darcy Morescki, Joseph Eslait, Justin Ohnstad. **Staff:** Eric Brownlow, Margaret Heise

Consent Agenda

The President will request a motion to approve all items on the Consent Agenda in one motion. Approve the Minutes of the April 2020 Board of Directors Meeting (attached)

- A. Approve the Minutes of the Standing Committees (Cancelled)
- B. Approve the May 2020 financials (Attached)
- C. Accept membership report.

Agenda

1. **Motion:** Approve Consent Agenda.
Action: Passed
2. **Motion:** Excuse Absence of Kat Rasmussen
Action: Passed
3. Treasurer's report –
4. 2020-2021 SEMR Dues Billing cycle
 - Draft Budget Attached
 - The Budget Committee and Executive Committee recommend the local dues remain at \$295.
MOTION: Approve to keep local dues at \$295 for 2020-2021 year.
ACTION: Passed
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5. Nominating Committee Volunteers
Committee formed to find nominees for directors – Chair: Kyle Swanson, Members: Adam Howell, Karl Rogers, Patrick Peterson, Michelle Jandt and Mary Lindgren.
Eric will need names by mid-July
6. Association/MLS Merger Update-
Recommended by our attorneys for us to maintain two corporations in order to maintain non-profit status for the Association. Two separate budgets.
Need to redo Bylaws of the MLS, will have functioning board, less directors, less meetings
7. Presidents Report
Annual Meeting-consider 1 hour c.e. to get better attendance
Plan that it will likely be virtual meeting, but do in person if possible
Look for local speaker so could change easily to in-person meeting if we can do that way
8. Media Committee Formation
Currently have an inactive committee, will reactivate committee. Karl Rogers will chair .

Karl and Kat have started working on some possible video presentations. They would promote Best Practices and awareness, etc. Could use Heather Boschke from MNAR. Karl will form a committee, trying to get representatives from all hubs.

9. CEO Update

Building Update – Eric talked to commercial brokers and they don't think there is a good chance of finding a better spot without taking on debt

Staying here – we need landscaping improvements, enhance the building to become ADA compliant

MOTION: Investigate costs of getting the building ADA compliant.

ACTION: Passed

Continue with getting the bids for landscaping.

10. Motion to Adjourn – 10:17 a.m

Next meeting – Date and Place TBD