



MINUTES

Southeast Minnesota REALTORS®
BOARD OF DIRECTORS
3708 N Broadway, Rochester
Upstairs Conference Room
August 17th, 2022
9:30 am

Strategic Intent Statement

We are currently a transitioning trade association. Our research and focus groups' input suggest 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.

Consent Agenda

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 June 2022 Board of Directors Meeting (as presented)
- B. Approve the Minutes of the Standing Committees (as presented)
- C. Approve the November financials (as presented)
- D. Accept membership report. (as presented)

Agenda

1. Consent Agenda – Adam
Motion: Add June and July Financials (as presented)
Action: Passed
Motion: Approve the Consent Agenda
Action: Passed
2. Request for Excused Absences: Tracie Fogelson, Joe Skime and Justin Ohnstad. Patrick Peterson (9:15 am), Mary Lindgren (9:10 am) and Darcy Morescki (10:00 am).
3. Treasurer’s report – Michelle
 - Current 2022 Financials – Briefly recapped by Michelle
4. Appointment of Budget Committee – Carrie
 - Joe Skime, Chair
 - Committee appointed is Caitlyn Hughes, Lucas Schuster, Hannah Lee, Megan Hobson , Jacob Smith
 - Investment Strategies will be discussed as well as setting up the next budget
5. Appointment of Nominating Committee - Michelle
 - Michelle Jandt, Chair
 - Committee appointed is Charlotte McCabe, Karl Rogers, Mary Lindgren and Athieei Lam
 -
6. Leadership Summit Recap – Michelle
Michelle discussed the Leadership Summit that she and Eric attended in Chicago recently. The theme was “Riding with the Brand”. She was impressed with all of the information that she got and how well treated everyone was by NAR.
7. AE Report
Eric reported that we have submitted a safety class for continuing education as that had been a recommendation by the board in the recent past.
He also reported that Rochester Area Builders sent over an outline offering information on a buildout to us and will have us a blueprint for us to approve in the near future.

8. MNR Report - Karl reported that the state is having a special meeting on August 18. They plan to increase annual dues by \$15 to \$200 a year from \$185 to increase their budget
They need to do this mainly because they have costs due to hiring a new CEO and a 5% salary increase for their staff due to 8% increase in inflation.
9. Strat Plan Schedule – We will be meeting in this room to discuss our Strategic Plan for 2023 and be led by Chris Galler, CEO of MNR. We will take a short break and then return to the room.
Lunch will be held here and then be followed by the rest of the session.
10. Adjourn Followed by Strategic Planning Session
Motion

Next meeting – October 13th – SEMR Lower-Level Conference Room