



MINUTES

Southeast Minnesota REALTORS®
BOARD OF DIRECTORS
SEMR Lower Level
November 16th, 2022
10:00 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 MNR 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: Michelle Jandt; Lucas Schuster; Jacob Smith; Lisa Evans; Karl Rogers; Patrick Peterson; Joe Skime; Charlotte McCabe; Caitlyn Hughes; Tracie Fogelson; Hannah Lee; Athieei Lam; Mary Lindgren; Megan Hobson. Jennifer Walsh (via Zoom). Staff: Eric Brownlow; Margaret Heise.

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 September 2022 Board of Directors Meeting (as presented)
- B. Approve the Minutes of the Standing Committees
- C. Approve the October 2022 Financials (as presented)
- D. Accept October 2023 Membership Report (as presented)

Agenda

1. MNR Leadership Team Update
Jason, Miller, Emily Green and Gerry Theis updated us on their recent tour around the state and visit here at the Thesis Pub, the leadership has a goal of supporting local events and would like us to let them know of what is on our upcoming calendars. They also discussed how to move up to state leadership. On August 1st NAR leadership will be visiting MN and there will be more information to come.
2. Call To Order – Vice President, Michelle Jandt called the meeting to order at 10:30 a.m.
3. **Motion:** Approve the revised agenda.
Action: Passed
4. MLS 2023 Budget/Fee Schedule
Motion: Approve the MLS Boards Budget Recommendation.
Action: Passed
5. Northern Lights Leadership Training – March 2023
 - MNR Office – will get a tour of new office
 - SEMR Board Attendance – is considered priorityDates are yet to be determined; board will be notified as soon as dates are announced so that rooms can be reserved.
6. REALTOR Relief Fund – Donation From SEMR
Motion: Donate \$1000 to the REALTOR Relief Fund.
Action: Passed
7. Treasurers Report – Joe Skime
There have been no changes since last month. All is running as expected.
Margaret reported that at this time there are 66 members with unpaid dues.

8. Bylaws Update

Our attorney presented the bylaws update and updates were made basically to match the bylaws to what we are actually doing. The board reviewed the bylaws.

Motion: Accept the bylaws changes as presented.

9. Treasurer Nominations/Discussion/Vote

A vote was held between Karl Rogers and Megan Hobson for the Treasurer position.

Motion: Accept vote and Karl Rogers advances to Treasurer Position for 2023.

Action: Passed

10. MNR Board of Directors Appointment

A vote was held between Patrick Peterson, Hannah Lee and Caitlyn Hughes for MNR BOD position.

Motion: Accept vote and Hannah Lee advances to MNR BOD for 2023-2025.

11. Chris Galler/John Mosey Retirement Gift – Discussion

Motion: Give Chris Galler \$1500 and John Mosey \$500 for retirement gifts.

Action: Passed

12. Building Update

The buyers have been approved and sale will progress as scheduled. May close on December 15. The RAB board will be offering us a lease by the end of November, their build out will not be ready until at least April 1. We will ask our buyer for a lease back.

Motion: Board will ask buyers what potential is for a lease back.

Action: Passed

Motion: Grant authority for Board President to sign if there is a lease back is on the table.

Action: Passed

13. Strat Plan Update – Continued Discussion

14. Board President Update

15. CEO Update – Eric

SEMR Annual Membership Meeting

Upcoming Events – watch the newsletter for upcoming Holiday events, try to attend in your hubs and maybe another

16. Adjourned meeting at 11:50 a.m.

Next meeting – December 14th, 2022 – Full Board Meeting – Location: TBD