

Board of Directors Minutes

Iowa Association of REALTORS®

February 11, 2022

IAR Office in West Des Moines

Meeting Called to order at 10:33 AM

Byron Menke, Krista Clark, Shaner Magalhaes, Travis Bushaw, Jen Burkamper, John Goede, Brad Sanderson, Mike Franey, Gerald Sorensen, Jen Stanbrough, Regen Johnson, Steve Campbell, Jill Monnahan, Jason Miller, Brad Brissey, Jenna Sheriff, Laura Eastwood, Tom Webber, Angela Bousquet-Hinn, Marcy Vogt, Laura Custis, Tanya Kirschbaum, Tom Herzmann, Katie Slater, Dennis Bell, Tina Polly, Tammy Dunbar, Kiki Scarberry

Motion to approve convention minutes, 2nd. Correction to update minutes that Dennis Bell was there at Convention Meeting, Herzman was also present for Convention Meeting. Also, date updated to be correct. Corrections made. 2nd. Motion approved.

Motion to approve minutes from December 8, 2021 Minutes. Clarification to correct Tom and Jill's name to be corrected in minutes. Correct Tom Weber's name. Other than that, 2nd. Minutes approved.

Treasurer's Report:

- Finances in solid condition
- Cash flow in solid position
- Report in Writing Attached
- Building Loan paid down 250K on principal

Diversity Committee:

- Implicit bias and continuing ed requirements
- Translation services for RE Documents
- Reporting system for reporting discriminatory behavior

CEO Report:

- Membership increased slightly at 8,070
- 1270 Members in IAR Regional MLS
- Stay tuned for Statewide MLS Proposal
- Communications Audit of Association will be taking place
- New Monthly reports to the BOD (starting in March) can be expected
- Remine Update: April 1 first 6 associations will go live, onboarding for every association thereafter
- Gabe Walsh gave Amicus brief update

Presidents Report

- Will continue going on the road for broker outreach soon, visit the rest of the boards
- Discussion about Broker Tour successes and reception from Brokers
- Statewide MLS discussions will be continued priority to figure out going forward

Report from NAR RVP Bart Miller

- 6.12 Million Home sales (up 8.5%) – highest level since 2006
- 910K homes on market in US
- Yun predicts decrease in home sales to 5.9 Million in 2022
- Update regarding Realtor Relief Foundation
- Discussion of giving back as REALTORS® and ways we can focus on that

Committee Reports

Leadership Team

- Report by Byron Menke
- Motion to amend all committee makeups to include an immediate past chair for a one-year term. Motion received a 2nd. Discussion allowed. Motion approved.
- Motion to add the requirement that all applications for IAR Leadership Team positions must have completed IAR Leadership Institute prior to applying. 2nd. No discussion. Motion Approved.
- Motion to add requirement that anyone applying for RVP position must have completed IAR Leadership Institute prior to application or within the first year of their term. 2nd. Discussion allowed. Motion approved.
- Motion to extend the 2023 RVP application deadline to February 28, 2022. Motion received 2nd. Discussion allowed. Motion approved.

Finance Committee

- Report by John Dunn
- No recent major financial requests
- Discussion of Statewide MLS
- Do we have optimal staff to serve members, looking at those aspects?

Communications Committee

- Report by Nick Polum
- Discussion of website designs
- Better hub for recent news from IAR
- New member welcome plan – over 1,000 new members last year
- Social media numbers constantly increasing
- Collaboration with DEI Committee over next year

Executive Officer Report

- Discussion of statewide MLS, forms, Remine, and Code of Ethics training requirements
- Report Given by Amber Scholl, Executive Officer Committee Chairperson

Professional Development Committee

- Report given by Jen Burkamper

Realtor Party

- Road tour dates set in August (locations TBD)
- Road Rally set, already 30+ registrations
- Report given by Lynettee Sorensen

Risk Management Committee

- Report given by Dave Maubach
- Updates on Teams being defined
- Independent Contractor Update
- Discussion of the issues keeping brokers and agents up at night

Legislative Committee

- Update on team's legislation issues
- Update on HOAs and horror stories we are hearing
- Discussion of blockchain/electronic signatures
- License laws fears, but right now, no licensing bills impacting profession
- Report given by Greta Haas

RPAC Trustees

- Report given by Greta Haas
- Discussion of increase in contributions
- Largest contributor at state house

RVP/Bylaws

- Keeping RVP's – asked for suggestions on what RVP looks like in years to come, what is their value proposition

Motion to amend the bylaws as follows:

Motion to Add New Article IV, Section 10: "All officers stated in this section shall begin their terms on January 1 of the year following their election and/or appointment, and such terms shall end on December 31 of the year as otherwise prescribed herein."

Add New Article V, Section 9: "All directors stated in this section shall begin their terms on January 1 of the year following their election and/or appointment, and such terms shall end on December 31 of the year as otherwise prescribed herein."

Amend Article VII by deleting the language of Section 5, and replacing it with: "All committee members stated in this section shall begin their terms on January 1 of the year following their election and/or appointment, and such terms shall end on December 31 of the year as otherwise prescribed herein."

Article VIII, Section 1 shall be amended by adding the additional sentence at the end of the paragraph: "They will begin their terms on January 1 following such installation." Visionary Committee

Motion received 2nd. Discussion Held. Motion Approved.

- Discussion of our new governance changes and how all leadership is working together well
- A lot of great ideas – everyone very excited to be involved in State Association

Motions from Risk Management:

- Motion to name Kathy Miller as Ombudsman and Mediator in professional standards Program. 2nd. Approved.

Realtor Foundation of Iowa Update provided by Cindy Miller

- Raised \$1500.00 at lunch this week – thanks to all who ate

Old Business

- Questions raised why there is not more push for first time homebuyer savings account – believe it is probably underperforming

New Business

- Discussion of committee membership – trying to broaden base
- Go to iowarealtors.com/get-involved – "sign up now for 2023 committees"

Meeting Adjourned.