

Board of Directors

Meeting Minutes

IAR Convention 2022, Des Moines, Iowa

October 6th, 2022

President Byron Menke called the meeting to order at 2:30pm

Krista Clark led the pledge of Allegiance
Matt Blake read the Anti-Trust Statement
Amanda Nagle took roll call

Motion to approve the minutes from Summer Meetings was seconded and carried.

Reports to Board of Directors

Treasurer, John Dunn gave the Treasurer's report

- 8.3 months of operating expenses in reserves
- Net operating income - \$355,000, which is \$250,000 above planned
- Strong equity position \$3.9 million
- Investments at \$1.5 million
- -14.77% investment loss, but IAR has a good investment mix
- Motion to accept the financial report was seconded and carried.

CEO, Gavin Blair gave the CEO report

- NoCoast MLS - Les Sulgrove hired as new MLS Director, he will start November 1st
- Remine update - going live for almost every board in the next few months, more training down the road
- Communications Audit Plan - will be a plan rather than an audit, starting in January next year

President Byron Menke gave the President's report

- Thank you to Kelly Burge for her service

NAR President Elect Kenny Parcell gave a report

- Went to Ukraine to meet with REALTORS there
 - Visited hospital and met with patients, visited Kiev, met with officials, heard stories of survival

Krista Clark introduced Kevi Brown, NAR 2024 First VP Candidate

- 2nd generation REALTOR from California
- Residential and commercial REALTOR, property managers
- President of California REALTORS in 2014

- Helped with policy, chaired committees, NAR liaison, 23 years as an FPC, REALTOR Party Director

Don Marple introduced Leil Koch, NAR 2024 First VP Candidate

- RVP
- From Maui, Hawaii
- Entrepreneur, Commercial developer
- Manages real estate offices across the state
- Been on almost all committees
- CCIM President
- FPC and Global Liaison
- 35 years as Professional Standards member

Motion to donate \$25,000 to REALTOR relief for Florida and South Carolina was seconded and approved.

Committee Reports

Leadership Report - Byron Menke

- Motion to donate \$25,000 to REALTOR relief for Florida and South Carolina was seconded and approved.

Finance Committee Report - John Dunn

- Member dues will not go up - \$150 total
- \$3.9 equity
- \$1.5 million cash - \$250,000 will go to investment portfolio

Communications Committee Report - Nick Polum

- Revamps to news hub web pages
- Discussion of Google Analytics
- Video projects - more legal breakdown videos and ethics breakdowns
- Social media ambassadors

Diversity Committee Report - Anthony Lyne

Executive Officers Committee Report - Cindy Pelz

- Core standards
- Lawsuits
- Celebrate Kelly Burge

Legislative Committee Report - Tyler Riddle

- 2022 recap - RE teams and GWH Statement, oppose licensing changes
- 2023 items: HOAs - looking at Texas reform, property taxes, and home inspectors

- 1) Motion to approve 2 hr DEI training and 1 hr safety in agent renewal was seconded and approved.
- 2) Motion to approve 2 hr DEI training and 1 hr safety for broker renewal was seconded and approved.

Professional Development Committee Report - Jen Burkamper

These motions will be recommended to the Iowa Real Estate Commission to implement as license requirements.

- 1) In working with IREC, amended original motion from 2021 as follows: In order to renew a Salesperson License, Licensees will be required to complete a 8 hr. Law Update Course, a 4 hr. Ethics Course, 1 hr. Agent Safety Training, 2 hr. DEI Training, and 21 Elective Hours.
- 2) In working with the IREC, amended the original motion from 2021 as follows: All Broker Licensees seeking renewal will be required to complete a 6 hr. broker-specific renewal class, which will count toward the 36 hours required. These 6 hours are in addition to the mandated 8 hr. Law Update, the 4 hr. Ethics Course, 1 hr. Agent Safety Training and 2 hr. DEI Training. Broker Licensees will need 15 Elective Hours.
- 3) In working with the IREC, amended the original motion from 2021 as follows: Pre-licensing Education, as required by the Iowa Real Estate Commission, will consist of one, 60 hr. Pre-license Course, and three, 12 hr. Courses. Buying and Listing Practices remain the same. Developing Professionalism would require 3 hrs. of Business Planning, 2 hrs. of DEI Training and 1 hr. of Agent Safety Training.

Professional Standards Committee Report - Matt Blake

- Once a month, the board of directors will get ethics panel decisions to affirm the decision. If no issues are raised, the decision will be deemed approved

REALTOR Party Committee Report - Scott Wendt

- RPAC at \$407,000, goal \$456,311
- MI goal is 82, we are at 133
- PC goal is 8, we are at 33
- Road Tour will be in April next year

Risk Management Committee Report - Les Sulgrove

- Photography lawsuit
- Homeowner Benefit Agreements
- DeSousa case

RPAC Trustees Report - Bob Hackney

- FPC report
- IAR RPAC HOF task force
- Several RPAC disbursements approved
- NAR providing lots of funding for Iowa races

RVP/Bylaws Report - Krista Clark

- Voted to have a Chair and Vice-Chair
- Revamped RVP plan by Summer Meetings 2023

REALTOR Foundation of Iowa Report- Cindy Miller

- 45 Project Jack sponsors
- \$31,000 from the auction
- \$43,000 total

IREC Report - Jeff Evans

- Turnover in staff
- New education director and new investigator
- 2022 renewals coming up, begins on November 16th
- RE teams rules will be out in the future
- Education rules proposal - good we are keeping hours the same amount, looking at timeline
- 3 commission spots to be filled

Old Business

Currently have an operating agreement for NoCoast MLS, final agreement is about 90% done

New Business

- Inaugural at the River Center
 - Shuttle starts @ 5:45pm
 - Programs starts @ 6:45pm

Meeting adjourned at 3:41pm