



Board of Directors Meeting Agenda
February 14, 2023 at 12:00pm
Colton's Steak House in Kirksville, MO

Call to Order/ Introductions

Present- Erick Hanson, Jennifer McKim, Mike LaBeth, Carrie Mitten, Kathy Loew, Megan Roof

Absent- Erica Supple, Michelle Lawrence, Sonja Gittings, Allison Rowland

President's Report - Erick Hanson

AE Report - Jennifer McKim

Financials

- Bank Midwest Checking: \$132,550.20
- Bank Midwest CD: \$11,808.55 (Matures on: 6/17/2023)
- Bank of Kirksville Checking: \$51,596.96
- Bank of Kirksville CD: \$16,921.62 (Matures on: 5/27/2023)

Old Business

- Missouri REALTORS® Winter Business Conference
 - Erick, Sonja, and Michelle attended.
 - Erick attended a training on the legalization of marijuana in Missouri and how it has started to impact the real estate industry (specifically for landlords/leases).
 - Jennifer attended the AE meeting via Zoom.
- Membership Dues Billing
 - Approx. 7 open invoices.
 - Reminders were sent to agents and their brokers. Late fees have been added. AE will follow billing policy.
 - EFT to NAR and MR will be completed soon.
 - Once the other 7 members pay, appropriate amounts will be transferred with the end of the month EFT.
- Awards Ceremony (Feb. 23, 2023)
 - Discussed final meal details, sponsors, awards, and room set-up.
 - Pickell Abstract will cover appetizers, Kevin Brunk (U.S. Bank) will cover desserts, Angie Findling (U.S. Bank) will donate \$100, Kirksville Land Title Company will donate gift cards, and NEMR will donate a few giveaway items.
 - Thousand Hills Dining Lodge has quoted \$75 for desserts and \$300 for appetizers.
 - Erick will deliver the donated flags to Thousand Hills, where they will remain for future events.
 - 8 RPAC Awards & 23 Award for Excellence forms were submitted to Jen.
 - Currently 37 RSVP's for the event.
 - Agenda and script were reviewed by MR staff and the board. Agendas will be printed at Golden Ruler.
 - Breanna Vanstrom (CEO of MR) will be attending.

New Business

- MR Spring Business Conference in Columbia, MO (April 11-13, 2023)
 - AE will attend. AE will book hotels and register board members for the event.
- NAR Broker Summit in Kansas City, MO (April 17-18, 2023)
 - CEO/AE Kip Cooper stated anyone can attend. Worked hard to get the event locally. NAR wasn't wanting to due to an attendance concern.
- Tax info sent to the accountant and 1099s completed.
- Discuss membership compliance and non-members.
 - MR is working on a project to make sure the M1 system and association records match the MREC roster. All agents in a REALTOR office must join a primary association or the broker will pay an annual non-member fee (\$423).
 - Agents have MLS and board of choice. We can't force a primary member to have our MLS. They can sign a waiver if they choose to be a member of another MLS.
 - AE has been working with offices over the past several months to ensure everyone is in compliance.
- Discuss affiliate membership changes.

- Michelle & Gawen Lawrence sold their business. Now called Kirksville Land Title Company. Rose Mayor (Office Manager) submitted affiliate paperwork to join.
- Jennifer Chrisman with NEMR has also joined NECAR as an affiliate.
- Removed Mid Rivers Insurance (Jerry Mills) for non-payment. Sent emails, invoices, etc. with no response.
- Membership Report
 - NECAR Primary Members - 196
 - NECAR Secondary Members - 16
 - MLS-Only Members - 53
 - Non-Members - 11
 - Affiliate Members - 7
- Additional Items
 - Board approved to change future meetings to La Pa Mexican Restaurant in Kirksville. AE contacted La Pa and the first Tuesdays of the month have been booked for the remainder of 2023. Colton's was notified of the change.
 - The board discussed auctions being listed on the MLS. AE will research policies and review MLS Rules & Regulations. Board members will discuss more at the next meeting.

Upcoming Events

BoD Meetings: March 7, April 4, May 2, June 6, Aug. 1, Sept. 5, Oct. 3 (GM Meeting), Nov. 7, Dec. 5

Missouri Realtors Spring Business Conference: April 11-13, 2023 - Columbia

Missouri Realtors Fall Business Conference: September 19-21, 2023 - Springfield

NECAR General Membership Meeting & RPAC Event: October 3, 2023 - Raspberry's BBQ in Macon

REALTOR Ring Day: December 2, 2023 - Kirksville & Macon