



Board of Directors Meeting
April 15, 2019 11:00am
1909 Martin Drive, Weatherford, TX

Agenda

Call to order		Janet Chism
Minutes:	February 2019 Meeting Minutes	Janet Chism
Financials:	1st Quarter 2019	Joyce Wallace
NTREIS:	AE Forum User Committee Report NTREIS Board of Directors	Carolyn Wall Ronny Doran Vicki Voss
Committee Reports:		
	Budget/Finance Committee	Joyce Wallace
	Bylaws Committee	
	Community Service Committee	Jacque Lammers
	Education Committee	Ronny Doran
	Event Planning Committee	
	Governmental Affairs Committee	Cynthia Williams
	MLS Committee	
	Member Services Committee	David Bourquin
	Strategic Planning Committee	David Bourquin
	TREPAC	Kathy Evans
Unfinished Business:	none	
New Business:	REALTOR® Day @ the Capitol NAR Association Executive Institute Texas REALTORS® 360-Insights	Cynthia Williams Carolyn Wall Janet Chism

Announcements:

Adjournment:

Membership Count:	REALTORS	475	AFFILIATES	108
	MLS Users	430	Supra Users	396

Minutes

February 2019

Board of Director Meeting

Meeting called to order @ 11:00 am by President Janet Chism

Attending: Janet Chism, Kathy Evans, Joyce Wallace, David Bourquin, Ronny Doran, Susan Hawkins, Cynthia Williams, Rhonda Sears, Karen Mitchell, Carol Lea, Jacqueline Lammers, Vicki Voss and Carolyn Wall

Absent: Angie Martin & Lynn Mills

Note: Quorum present.

<u>Financials:</u>	Motion made & carried to approve the end of the year financials as presented	Kathy Evans
<u>NTREIS reports:</u>	AE forum report User Committee Report	Carolyn Wall Ronny Doran

COMMITTEE MEETINGS:

Budget/Finance Committee :	No report	Joyce Wallace
Bylaws Committee:	No report	
Community Service Committee:	No report	Jacqueline Lammers
	2 projects for 2019 will be "Hearts filled with Love" & Carter Blood Bank blood drive	
Education Committee:	noted upcoming broadcast classes & REALTOR Day at the Capitol	Ronny Doran
Event Planning:	Member Mixer 2/21 @ Oaxaca	Janet Chism
Governmental Affairs:	Updated Board on the networking event with the City Updated the Board on the meetings with UTGCD Announced the winning of the Governmental Affairs Outstanding Achievement Award Cynthia Williams	
Member Services committee:	<u>Motion</u> made and carried to approve the new member applicants as presented	
MLS Committee:	No report	
Professional Standards Committee:	No report	
Strategic Planning Committee:	no report	
TREPAC Committee:	Update presented on the Bowling Tournament had 2019 Bowling Tournament and the investments to date	Kathy Evans
Unfinished Business:	None	
New Business:	Report on Winter Meeting was presented by TR Director. TR Election results announced Economic update looks to be steady for 2019.	
Announcements:	President Chism announced that the notice has been given concerning the new office space. The current occupants have found a new location and upon completion of the build out will be vacating the premises (in about 6 months). <u>Motion</u> made and carried to approve the lease of the new office location at 1917 Martin Drive in accordance with the provisions in the current office lease.	
Adjournment:	Being no other business meeting adjourned @ 11:45am	

GMWAR**2019**

<u>Income</u>	Annual Budget	to Date	% to Budget	1st Quarter
Application Fees	10600	7050	67%	7050
Connect Fees	600	0	0%	0
Education Committee	10800	4239	39%	4239
LateFee/Reconnect	2750	453	16%	453
Local Dues	102540	99418	97%	99418
Luncheon Income	5200	1265	24%	1265
MLS Data checker fines	2500	751	30%	751
MLS Fees	221400	64370	29%	64370
Product Sales Store	12000	3483	29%	3483
Set Up Fees	2656	1590	60%	1590
Supra Equipment Lease	68525	22323	33%	22323
Transfer Fees	600		0%	
Total	440171	204942	47%	204942

GMWAR Combined Income Expense Report—1st Quarter 2019

GMWAR Expense

Expenditure	Annual Budget	To Date	% to Budget	1st Quarter
Association Staff Salary	145000	37796	26%	37796
Advertising/Public Relations	2500	150	6%	150
Awards/Certificates	1500	0	0%	0
Bank Charges	50	15	30%	15
Chamber Dues	725	365	50%	365
Committees:				
Community Service	500	0	0%	0
Event Planning	500	0	0%	0
Credit Card Fees	7000	2275	33%	2275
Dues / Subscriptions	150	6	4%	6
Employee Bonuses	7500	0	0%	0
Executive Expenses:				
<i>EXE: CEO Travel</i>	8500	488	6%	488
<i>EXE: Appointee Mileage</i>	1400	252	18%	252
<i>EXE: Elected Off Travel</i>	8500	3523	41%	3523
<i>EXE: Staff Auto Mileage</i>	1000	0	0%	0
<i>EXE:TAR Director</i>	6000	882	15%	882
Staff Travel/Education	600	0	0%	0
Forms / Publications	50	0	0%	0
Health Insurance / CEO	6000	1970	33%	1970
Income Tax	6000	0	0%	0
Insurance	800	0	0%	0
Luncheon Expense	5500	1271	23%	1271
Member Events	437	0	0%	0
NTRIS Fees	90560	22626	25%	22626
Office Equipment	2500	11	0%	11
Office Repair / Maintenance	1300	87	7%	87
Office Supplies	3000	1462	49%	1462
<i>Payroll Expenses:Fica</i>	8990	2343	26%	2343
<i>Payroll Expenses:Medicare</i>	2102	548	26%	548
<i>Payroll Expenses:SUI/TEC</i>	1900	61	3%	61
Products Purchased (Store)	8000	1350	17%	1350
Postage / Delivery	1000	200	20%	200
Professional Fees	4750	0	0%	0
Property Taxes	1000	275	28%	275
Rent	29400	7512	26%	7512
Service Office Machines	1287	0	0%	0
Software / Internet	2700	560	21%	560
Strategic Planning	750	0	0%	0
Supra Equipment Lease	62500	20323	33%	20323
Telephone	1500	300	20%	300
TRLP	2000	1122	56%	1122
Utilities	3500	747	21%	747
Website	1220	309	25%	309
TOTAL	440171	108829	25%	108829

ASSETS

Current Assets	
Checking/Savings	
Checking	126,675.59
Edward Jones Investment #19946	173,233.13
Petty Cash	<u>15.10</u>
Total Checking/Savings	299,923.82
Accounts Receivable	
Accounts Receivable	-111.73
Returned Cks Receivable	<u>18.50</u>
Total Accounts Receivable	<u>-93.23</u>
Total Current Assets	299,830.59
Fixed Assets	
Accumulated Depreciation	
Computer	-40,614.00
Computer	
Computer Other	8,465.06
Cost	2,690.92
Other Office Equipment	1,888.72
Computer - Other	<u>2,109.75</u>
Total Computer	15,154.45
Office Furniture	
Off Furniture/Equipment	13,092.26
Office Furn-Board, Other	17,062.20
Office Furniture - Other	<u>464.16</u>
Total Office Furniture	<u>30,618.62</u>
Total Fixed Assets	5,159.07
Other Assets	
Deposits Paid	2,200.00
Prepaid Expenses	
Travel Expenses Prepaid	4,234.62
TREPAC Investment Prepaid	<u>630.00</u>
Total Prepaid Expenses	<u>4,864.62</u>
Total Other Assets	<u>7,064.62</u>
TOTAL ASSETS	<u>312,054.28</u>

LIABILITIES & EQUITY

Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	
NAR Dues Payable	-180.50
TAR Dues Payable	94.26
Accounts Payable - Other	<u>1,016.64</u>
Total Accounts Payable	<u>930.40</u>
Total Accounts Payable	930.40
Credit Cards	
Credit Cards Payable	
Mastercard	<u>2,356.19</u>
Total Credit Cards Payable	<u>2,356.19</u>
Total Credit Cards	2,356.19
Other Current Liabilities	
Payroll Liabilities	
Federal Withholding	-20.00
FICA-Employee	464.29
FICA Company	-503.27
Medicare-Employee	2,485.12
Medicare Company	<u>-2,498.94</u>
Total Payroll Liabilities	<u>-72.80</u>
Sales Tax Payable	<u>1,599.49</u>
Total Other Current Liabilities	<u>1,526.69</u>
Total Current Liabilities	<u>4,813.28</u>
Total Liabilities	4,813.28
Equity	
Opening Bal Equity	33,923.41
Retained Earnings	155,236.23
Unrealized Gains	36,598.97
Net Income	<u>81,482.39</u>
Total Equity	<u>307,241.00</u>
TOTAL LIABILITIES & EQUITY	<u>312,054.28</u>

Keypad Balance Sheet—March 2019

ASSETS**Current Assets****Checking/Savings**

Checking	76,283.55
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Total Checking/Savings	<u>76,283.55</u>
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Accounts Receivable

Accounts Receivable	-304.10
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Total Accounts Receivable	<u>-304.10</u>
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Total Current Assets	<u>75,979.45</u>
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TOTAL ASSETS	<u>75,979.45</u>
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LIABILITIES & EQUITY**Liabilities****Current Liabilities****Other Current Liabilities**

Sales Tax Payable	4.03
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Total Other Current Liabilities	<u>4.03</u>
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Total Current Liabilities	<u>4.03</u>
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Total Liabilities	4.03
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Equity

Opening Bal Equity	524.66
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Retained Earnings	72,390.03
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Net Income	3,060.73
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Total Equity	<u>75,975.42</u>
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TOTAL LIABILITIES & EQUITY	<u>75,979.45</u>
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ASSETS**Current Assets****Checking/Savings**

Checking	87,233.51
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Total Checking/Savings	87,233.51
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Accounts Receivable

Accounts Receivable	-3,573.63
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Returned cks Receive-	143.91
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Total Accounts Receivable	-3,429.72
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Other Current Assets

Allowance for Doubtful	-153.00
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Total Other Current Assets	-153.00
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Total Current Assets	83,650.79
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Fixed Assets**Computer Equipment**

Accumulated Deprecia-	-1,299.00
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Computer Equipment	1,244.27
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Total Computer Equipment	-54.73
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NTREIS Stock Subscription	1,125.00
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Office Furniture

Accum Depre-Off Furni-	-5,569.35
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Office Furniture-Other	5,942.08
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Total Office Furniture	372.73
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Total Fixed Assets	1,443.00
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TOTAL ASSETS	85,093.79
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LIABILITIES & EQUITY**Equity**

Opening Bal Equity	-1,556.51
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Retained Earnings	65,477.53
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Net Income	21,172.77
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Total Equity	85,093.79
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TOTAL LIABILITIES & EQUITY	85,093.79
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2019 Edward Jones Report

<u>Month</u>	Beginning Balance	Assets Added	Income	Fees Charges	Change in Value	Ending Balance
1/25/2019	\$158,624.60			-\$145.43	\$9,240.74	\$167,719.91
2/22/2019	\$167,719.91			-\$149.29	\$5,287.49	\$172,858.11
3/29/2019	\$172,858.11			-\$140.02	\$515.04	\$173,233.13



AE Forum

Carolyn Wall

AE forum met on March 12. John Holley reported on the Clarity Conference and the Homes & Rental App.

MLS mandatory Rules & Regulations changes have gone before the Governance Committee and an email will go out to the Board of Directors for an email vote for approval.

User Committee

Ronny Doran

Motion made & carried to change the message on Matrix customer portals that indicates a property is no longer available from "This listings is no longer available" to "This property's criteria has changed, please contact your agent"

Motion made & carried to add the Pet Policy feature group to the CloudMLX platform for Residential Lease listings.

Motion made & carried to add building sketches as a separate tab in the Matrix 360 View

Motion made & carried to add the ability to order/re-order rooms on the input form

NTREIS Board of Directors

Vicki Voss

Meeting scheduled for April 20

Committee Reports:

Budget/Finance: no report **Joyce Wallace**

Bylaws: No NAR mandatory changes made in 2018—recertification in 2019 not necessary **Rhonda Sears**

Community Service: Fund Raising project & Community project update **Jacque Lammers**

Education: **Ronny Doran**

4/26	Resort & Second Home Markets
4/30, 5/1, 5/7 & 5/8	GRI Marketing
5/3	New Member Orientation
5/10	Maximized CMA: Perfect Comp
5/15	TREC LU I & II
5/16	Commercial Sales Contract
5/17	1-4 Contract Bootcamp
5/21 & 22	TREC LU I & II Commercial
5/24	Express Agent
5/31	AHWD Certification Course

Event Planning: Working on the 2019 Awards/Installation Banquet
Thursday December 5 — Location: Doss Heritage Center
Committee will be conducting a taste testing with potential caterer at their next meeting

Governmental Affairs: **Cynthia Williams**

Governmental Affairs committee conducted Candidate Interviews for contested WISD school board races.

Place 3: Robert Williams & Adam Feriend

The Committee felt both candidates were very good candidates.

Robert Williams stated he did not want to accept any campaign contributions and was funding his own campaign. Taking this into consideration, the committee decided to pass this on to the Board of Directors. The Committee has not ruled out possibly making a “post” campaign contribution, but still not knowing if Candidate Williams would accept a contribution at that time.

Place 5: Lexi Lee & Wally Wallace

Motion was made and carried to seek the approval of the Board of Directors for a \$500 campaign contribution be made to the Lexi Lee campaign.

Motion was made and carried to seek the approval of the Board of Directors to approve a “Post” Campaign contribution be made to Judge Pat Deen in the amount of \$1000.

Membership/Member Services:**David Bourquin****REALTORS:**

<u>Century 21 Judge Fite</u>	Tito Ruiz Rhonda King	<u>Diamond B Realty</u>	Kelly Gibson
<u>Clark Real Estate Group</u>	Macey Hunter Darryl Roberts Katrina Martin Valerie Wright	<u>Fathom Realty</u>	Susan Massey
<u>HBS Real Estate</u>	Chris Neuman Stafani Kovacevic	<u>Hackfeld's Home & Ranch</u>	Keith Hackfeld
<u>Keller Williams Realty</u>	Skiler Rushing	<u>JP & Associates</u>	Carlee Otero
<u>Perch Realty</u>	Alice Conner Andy Cook Kathryn McCurley Mayra Torres	<u>Kirkpatrick Realty</u>	Brian Bouldin
<u>Railhead Realty</u>	Marilyn Carter	<u>Mitchell Real Estate</u>	Justin Fairless
		<u>The Platinum Group</u>	Whitney Robinson
		<u>Terin Realty</u>	Melanie Clay
		<u>The Real Estate Group</u>	Lisa Foster
		<u>Weatherbee Real Estate</u>	James Thorne

AFFILIATES:

Ag Texas Farm Credit Services	Diona McLain
Spec-Pro Inspection Services	Brent Giles
Straight Line Foundation Repair	Rey Herrera

MLS Committee: no report**Professional standards:** no report**Strategic Planning:** no report**TREPAC:****Kathy Evans**

Contributions collected to date from dues billing: \$15,660.00

Annual quota — \$17,115

Thursday—April 18

Bowling Tournament: All Lanes are full for bowling— 160 bowlers

Advertising sales: Good response with just a few lanes remaining unsold

Unfinished Business: none

New Business:

REALTOR Day @ The Capitol

Cynthia Williams

Attended: Janet Chism, Cynthia Williams, Kathy Evans, Lisa Elkins, Nancy Foust, Ronny Doran & Carolyn Wall.

Scheduled meeting with Chairman Phil King @ 1:00pm and Senator Pat Fallon @ 1:30pm. Neither were available to meet with us but they each had very knowledgeable staff available to meet with us wanting to hear our issues and concerns.

NAR Association Executive Institute—Austin

Carolyn Wall

The session was kicked off by NAR President John Smaby. The Institutes team was introduced and the new RCE's were recognized.

Then we broke out into hour long sessions categorized by topic: Innovation and Collaboration, Leadership/Professionalism/Association Governance, Marketing/Communication/Advocacy and Member Engagement & Customer Service; which ran throughout the 3 day event.

The Texas REALTORS hosted a buffet for us at Austin City Limits on Saturday night, followed by a live concert featuring Bob Schneider. The event was closed with an economic update presented by NAR's chief economist, Lawrence Yun.

This event also satisfies the 6 hours education requirement for Association Executives for NAR Core Standards.

Texas REALTORS® 360-Insights

Janet Chism

The Leadership Reception was attended by Janet Chism, Kathy Evans and Carolyn Wall. We traveled to Arlington to "Texas Live" where we joined the reception for the Texas Realtors leadership.

The next day we traveled to Grand Prairie, Ronny Doran and Lisa Elkins joined us, where we were brought up to date on Texas REALTORS benefits, 2018 Real Estate Year in Review, topics of interest such as "Reasonable Accommodations & Assistance Animals, insights into our ever changing industry and market, and tips on how to become the best you can be.

Announcements:

Adjournment:

Janet Chism