



Board of Trustees Meeting

BOT Meeting Minutes from February 17, 2021 Meeting

Call to Order: The meeting of the Board of Trustees was called to order by President Helen Graham at noon. Due to the current health crisis, the meeting was held online via Zoom.

Trustees in Attendance: Helen Graham, Steve Bohler, Avis Cherry, Dan Rider, Marge Hauge, Ken Amundson, Debbie Logan, Leslie Cain, Angelica Reyes, Pat Schweigert.

Guests in attendance: Past-President Amy Shocket, Shareholder CEO April LaBrie, Robert Bartshe, as representative for Shareholder SNR (Sierra Nevada REALTORS®), and Legal Counsel Bonnie Drinkwater.

Staff Present: George Pickard, Amie VanClute, Andrew Cristancho, Ryan Snyder, and Amie Duncan.

Minutes: *It was moved and seconded* to approve the minutes of the January 20th, 2021 meeting. ***Motion carried.***

Financial Review: NNRMLS Director of Finance Amie VanClute presented financials and noted variances. Noted variances included reserve account funded in January and the current operating reserves of 4.85 months, which is within the range recommended by NNRMLS CPA Tim Nelson. *It was moved and seconded* to approve the January 2021 financials. ***Motion carried.***

Shareholder Announcements:

- **RSAR (Reno Sparks Association of REALTORS®):** RSAR's building at 5650 Riggins Ct is still under construction, (remodeling downstairs). Appointments required until further notice. They have started renting the classrooms at a limited capacity allowing 15 people in person and the others on Zoom. RSAR is hosting first fundraiser in March for SPCA and is a drive-thru event.
- **SNR (Sierra Nevada REALTORS®):** The SNR team has an offer out for a potential CEO and is hoping to secure the position by end of March. SNR is also conducting a Community Outreach program, asking for \$10-\$20 gift cards for high-school students in need. SNR signed up for Polar Plunge in April and a golf tournament in May.

Important Dates: CEO George Pickard noted that the NNRMLS service agreement extension with Black Knight Financial Services, (makers of Paragon), will auto-renew on June 30, 2021. A 90-day notice is required to terminate but at this time George Pickard recommends keeping it for at least one more year. Zillow Syndication Agreement will terminate 3/14/21. Remine agreement terminates on 6/1/21. ShowingTime agreement terminates on 7/31/21.

Product Analytics: January usage analytics are pending a report from Lone Wolf/TransactionDesk, which was delayed due to the weather-related emergency in Texas.

Legal Update: NNRMLS Legal Counsel Bonnie Drinkwater gave a presentation on Antitrust, expanding on the content introduced during the Trustee Orientation program from the January Trustee orientation.

30k Foot Discussion: Vendor Consolidation – CoStar, Lone Wolf, CoreLogic & ShowingTime: George Pickard gave a presentation on recent developments in the real estate technology space and provided background on how vendor consolidation trends have intersected with the software services provided by NNRMLS.

Corporate Ally Contribution: It was moved and seconded to approve a 2021 contribution in the amount of \$3,807.00 to the REALTOR® Party Corporate Ally Program. ***Motion carried.***

NAR (National Association of REALTORS®) Mandated Rule Changes: It was moved and seconded to approve the NAR Mandated Rules changes as presented. ***Motion carried.***

CEO Report:

NNRMLS Chief Executive Officer George Pickard's CEO report included:

- Listing Status Workgroup/ Forms Project Update – Plans to roll out new statuses and forms: Active Under-Contract/ Show, Active Under-Contract/No Show, Listing Input Forms.
- Coming Soon – Staff is getting a lot of feedback and frustration from members.
- TransactionDesk Survey Update – NNRMLS Director of Marketing Andrew Cristancho gave an update on the broker survey replies. George will be reaching out to SkySlope and Lone Wolf for more information about pricing and data licensing terms and to identify any potential opportunities over the coming months.
- Member Satisfaction Survey – Clint Skutchan from T3 Sixty will present at March Meeting. Thus far about 20 percent of our members have participated in the survey.

New Business: No new business.

Meeting adjourned: 2:33 pm