

**WRA Executive Committee Meeting
Wednesday, December 5, 2001
Country Inn - Waukesha**

MINUTES

PRESENT: Pete Didier, Corky Hellyer, Kitty Jedwabny, Jeff Kitchen, Matt Miller, Roger Rushman, Bob Weber.

STAFF: Bill Malkasian, Gale Foster, Stephanie Larson, Kitty Kuhl, Sonja Penner, Rick Staff, Mike Theo, Sandy Bolgrihn

CALL TO ORDER

Chairman Miller called the meeting to order at 10:00 am.

QUORUM DETERMINATION

President Malkasian determined that a quorum was present.

PRESIDENTS REPORT

WRA Meetings/Events Calendar

A calendar of upcoming WRA meetings and events was distributed to the Committee for their information.

January 25th Board of Director Meeting

A tentative agenda and schedule was distributed to the Committee.

Nominating Committee

The Nominating Committee is scheduled to meet on January 24, 2002 from 2:15-4:30pm at the Madison Club to interview candidates for 2003 chairman-elect and treasurer.

DEPARTMENT REPORTS

Business Services

Kitty gave the committee a summary of 2000-2001 education programs and the growth of distance learning. She also summarized the 2001 state convention, which attracted almost 1400 attendees, and updated the group the 2002 state convention, the theme of which will be "It's a Jungle Out There". Kitty is also exploring Green Bay as a possible site for 2003.

The November GRI Course 2 met its budget while Course 3 fell short. As of December 1 anyone can now take the GRI Course 1 Equivalency Exam on line for \$85.

The 2001 Management Conference attendance has shattered all previous attendance records with over 240 registrations.

Winter Convention 2002 promotional material was mailed last week expected attendance is around 200.

Appraisal CE has been another huge success. Appraisers have until December 31, 2001 to complete 28 hours of CE.

Communications/Marketing

Sonja presented the results of the recent Wisconsin REALTOR survey, which had a total response of 763.

Sonja is working on the creation of a Wisconsin REALTOR e-zine to test the waters for electronic delivery with a projected debut in March 2002.

An html version of the DR Heads up which is a review for the Broker Package that goes out each month has been created and will be used in the coming months.

The Communications Department has been working on the development of a myWRA page. Members are now able to track education courses completed (WRA education only), committee service and contact information as it appears in the WRA database. They are starting Phase II which includes the adding of the ability to see course history for prelicense sales and broker, ability for user to view what courses they are registered for, add the ability to print GRI/CRS confirmation letters used to apply for CRS designations, give the user the ability to select any WRA web page and add it to the myWRA Favorites and to include license number and type, membership/section type, WRA member number and individuals dues (paid through date).

Sonja also distributed the latest web site statistics to the Committee for their review.

Legal Services:

Rick distributed and discussed the following issues:

DRL Rule Report – the Department of Regulation and Licensing is currently working on rule revisions in the areas of Broker Supervision, broker liability, and “promotion” regulation.

Rick gave a status report on the lead based paint rules. A small number of issues require further clarification prior to promulgation.

Rick updated the Committee on the License Law Committee meeting held October 12, 2001, there were no motions presented for approval.

Rick briefly updated the Committee on the recent Legal Action Committee conference call held September 14, 2001 regarding the appeal of the Abbey Marina decision to the Supreme Court. The following motion was presented for approval:

M/S/C – to authorize up to \$20,000 for the appeal of the Abbey Marina case to the Wisconsin Supreme Court. This authorization is subject to agreement with the law firm that is a firm and absolute amount that cannot be exceeded without the signature of Bill Malkasian.

Professional Standards and Mediation Training is scheduled for February 5, 2002 at the WRA Headquarters.

The Equal Opportunity Committee announced that Mr. Ronald Kelly from Milwaukee and Mr. Pedro Rodriguez of Waukesha have been selected for Partnership for Success Awards. Also, Linda K. Laitinen-Schultz, the only recipient as a person with disabilities, paid back her \$1,020.60 to the Foundation.

Rick also briefly discussed NAR’s Cultural Diversity Program. The WRA Equal Opportunity Committee is in the process of talking to the agents to get a feel for what barriers they encounter in actual practice, plus looking for information about cultures, customs, etc. The Committee will incorporate this information into materials developed for use in Wisconsin.

Rick also discussed the issue of Flipping. The City of Milwaukee is proposing the amendment of Wisconsin Stats pertaining to the definition of “Appraisal Report”.

Public Policy:

Mike Theo updated the committee on various public policy issues including:

State budget deficit, Governor McCallum is looking for ways to make up for a \$1-1.3 million budget deficit. A special session will likely be called in January or February, 2002.

Mike briefed the group on a special meeting he attended in Minocqua at the urging of Governor McCallum regarding the future of k-12 funding and potential changes to school revenue caps, two-thirds funding and QEOs.

Mike distributed a WRA Land Use Update memo prepared by Tom Larson providing an update on comprehensive planning grants, tax incremental financing and use value penalty.

Next Mike distributed minutes from the October 12, 2001 Public Policy Committee meeting. After reviewing the minutes the following motion was made:

M/S/C – to change the position of SB 209 relating to environmental corridors from “no position” to “oppose”.

Mike briefly updated the Committee on federal issues, in particular the status of banks in the real estate industry. HR 3424 has now been introduced which statutorily prohibits banks from offering real estate brokerage or management services.

Mike also distributed the last edition of the On Common Ground magazine.

Chairman Matt Miller overviewed the recent Economic Summit held in Milwaukee where he served as a panelist.

Minutes from the October 10th Political Strategy Group (PSG) meeting and the agenda for the December 12th PSG meeting were distributed and discussed. Mike also provided a summary of the findings from four member focus group which were conducted to gain insights regarding how to mobilize our members, to the greatest extent possible, to actively support and vote for WRA-endorsed candidates in 2002, to identify how our members feel toward Governor McCallum, and how to best build active member support for his candidacy.

Summaries of recent gubernatorial polls were also distributed for information purposes only.

Mike briefly updated the Committee on the recent legislative caucus and other investigations pending at the Capitol.

Minutes from the December 4, 2001 RPAC Trustee conference call were distributed. The following motions were presented for approval:

M/S/C – to recommend the expenditure of up to \$29,000 in RPAC funds in the form of in-kind focus group research to Governor Scott McCallum’s campaign.

M/S/C – to set the 2002 RPAC and Direct Giver goal at \$300,000 for the 2002 fundraising campaign.

M/S/C – to approve the proposed 2002 RPAC Administrative Budget as presented.

Mike also distributed and discussed the new Governmental Affairs Directors (GAD) jurisdiction maps which show the entire state represented by one of the seven GAD’s for the purposes of political grassroots organizing. The request was also made to partially fund an additional GAD position for the South Central Association. After some discussion the following motion was made:

M/S/C – to authorize the expenditure from WRA Reserves in the amount of \$25,000 to hire an additional governmental affairs director for the South Central Association and adjacent counties from February 1, 2002 through December 31, 2002. This position will be an employee of the WRA.

TREASURERS REPORT

Financial Statements

Treasurer, Corky Hellyer gave the Committee a report and overview of the October 31, 2001 Financial Statements.

M/S/C - to accept the General Fund Statements of Financial Position and Activities. The Financial reports for the Legal Action Fund, Wisconsin REALTORS Foundation, RPAC, Private Property Action Committee, Research & Development Fund, Issue Advocacy Fund, as of October 31, 2001 as presented.

2000-2001 Fiscal Year Audit

Carl Schultz and Kelly Vowels from Suby Von Haden and Associates presented the 2000-2001 Fiscal Year Audit.

M/S/C - to recommend to the Board of Directors the approval of the WRA and Affiliated Organizations 2000-2001 Fiscal Year Audit dated September 30, 2001 as prepared by Suby Von Haden and Associates.

WRA Long-term Investments

Michael Hull from Salomon Smith Barney, Inc. presented the investment performance report.

M/S/C - to accept the WRA fiscal year end investment performance report of Salomon Smith Barney, Inc.

PROFIT Program

Jay Carlson from M & I Bank presented the investment management report of the WRA salesperson PROFIT program.

M/S/C - to accept the M&I Investment Management Report of the WRA salesperson PROFIT Program.

WRA Employee Profit Sharing

Barb Schneider from Johnson Bank presented the investment performance report of the WRA employee profit sharing pension program. After some discussion regarding the Vanguard U.S. Growth Fund, the following motion was made:

M/S/C – to recommend that effective December 15, 2001 two changes to the fund options be approved (1) The Vanguard U.S. Growth Fund will be frozen for new contributions as of December 15, 2001. (2) Goldman Sachs Capital Growth, will be added as the growth fund option, effective December 15, 2001. Current contributions elections into the Vanguard U.S. Growth Fund will be transferred to the Goldman Sachs Fund. Note: The assets in Vanguard U.S. Growth will not be liquidated at this time unless the participant elects to make a change, a decision may be made a later date to liquidate the fund.

WRA Mortgage

M/S/C – to refinance the WRA mortgage with Firststar bank at an interest rate of 6.93% for 10 year term/12 year amortization with a maturity date of November 21, 2010 keeping the payment for principal and interest at \$8,825.

Waiver of Dues for Military Service

In response to the U.S. war on terrorism, the following motion was made pertaining to waiver of 2002 dues.

M/S/C – recommend the waiver of annual state dues and special assessments for REALTORS who are called to active duty in the National Guard or Ready Reserve or whose spouses are called to active duty.

Integration of South Central Association Membership with WRA iMIS

Gale Foster updated the Committee on the progress of the integration. The goal is to have the RASCW/SCWMLS connect to a subset of their data located on the WRA iMIS database. The connection will be done over the Internet and using a Terminal Server connection to their membership system using iMIS. The RASCW/SCWMLS will have a functional membership system based on this sub-set of their data. They will be able to keep their MLS system and their membership system synchronized. The project is scheduled to go live by May 15th 2002.

NEXT MEETING

The next meeting is scheduled as part of the January 25, 2002 Board of Director at the WRA Headquarters in Madison.

ADJOURNMENT

With no further business the meeting adjourned at 3:45 p.m.

Matt Miller, GRI
2001-02 Chairman

William Malkasian, CAE
President