



GOVERNING BOARD MEETING MINUTES

2020 OFFICERS

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Date:	January 19, 2020
Time:	10:00 AM
Place:	Scioto Country Club, 2196 Riverside Dr, Columbus, OH
Presiding:	Sandra Runyon, President
Meeting Called to Order:	By President Sandra Runyon at 10:02 AM
Pledge:	Dianne Hosta
Inspiration:	Elyse Nedrow
Install Angie Travis	Jan Jedlinsky
Roll Call:	Angie Travis, Secretary
	Quorum Determination – Anne Uchtman
Approval of Agenda:	Meeting Agenda was approved
Approval of Minutes:	Fall Meeting Minutes were approved

President | Sandy Runyon

- Recognized all the patrons and played a few videos. Thank you for your support.
- Installation of Angie Travis as the 2020 Secretary
- Refer to sheet listing the chairs and vice-chairs passed out, had all volunteers for these positions to stand up and be recognized.
- Explained the voting procedures and who is able to vote on issues presented today.
- Asked for volunteer for Strategic Partner Chair and Event Attendance chairs. Jennifer McIntyre explained the position of Strategic Partner Chair and accepted Courtney DeMarco.
- Moved to accept the committee chairs as listed in document was carried.
 - Beth Campbell does emails only, her name is spelled incorrectly and not from Columbus. Line #25
 - Jennifer does newsletter
- Meeting dates provided. Noted that location for Spring meeting is TBD. Asked for show of hands of who would like to be downtown for this event in conjunction with Ohio Realtors versus a longer distance away. Majority ruled.
- Introduce 2020 Local Network Presidents and recognized
 - Sitting in for the Northeast President is Elyse Nedrow, President Elect
- Sales & use tax exemption certificate emailed out for use in networks

Women's Council of Realtors® Ohio Network | www.WCROhio.org

- The E-connect newsletter that comes from National as a useful tool. Local Network Presidents should be reading and sharing it to the members.
- A flyer was distributed to attendees with contact info for all LNPs to be able to reach out if needed / wanted.
- National will be rolling out a new State Network model in 2021. This was finalized in September of last year. More information available to everyone on the National website of www.WCR.org. Will covered in more detail in the April meeting. Handed out flyers regarding the benefits of being a member of WCR.
- At the April meeting we will talk about Governance structure, and a leadership team. We will delve more into it at that time.
- After lunch Phil Morracle, Women's Council of Realtors Cincinnati, will be speaking about running for 2021 Ohio Realtor's Treasurer and asking for endorsement.
- Chris Reese, President of Ohio Realtors, will be joining us for lunch. She has some exciting news that she is going to be sharing.
- Key note speaker is Diane DiFrancesco, Connect to Your Joy
- The incoming Leadership Team for the local networks and state attended a Leadership Academy last August in Chicago and there were booklets distributed to them. However it is available on www.WCR.org. It is very, very important to understand the rules, how to run and govern your local networks. Everything you need to know is in there. Sandy is also available to answer any of your questions.

President-Elect | Debbie Stohl

- Quickly wanted to go over the final budget info for 2019 and all attendees were given a copy.
- For the final 2019 budget income and expenses, everything was balanced as of January 13, 2020.
- All books have been submitted for audit. We came in under budget with more income than expected and under budget on our expenses leaving an excess of \$4,726.
- On last page you can see info regarding the checking account and references the changes the next day as Debbie relocated funds as directed by President Donna Allen and President-Elect Sandy Runyon for 2019.
- There is a current balance in the account of \$5,000 in the checking account for Sandy to start her year out and then the figures are there for our savings account and our education accounts.
- Also there was relocating funds to the education funds from the checking account per standing rules.
- Noted to Local Network Presidents, please see Debbie to turn in 990's and checks for taxes to be completed.
- For upcoming travel, we are going to be looking for location for April meeting and then our May legislative meeting in Washing DC we will have a networking dinner. Debbie will be announcing what the location will be at our next email or through email.
- If you need a roommate or any help with travel, contact Debbie to talk about it. She is here to help.
- As Sandy mentioned, we have a new State Network model that is going to be rolling out in 2021 and there is a new position created / renamed. It is going to be the State liaison replacing the Governor. According to new network mode, Debbie (President-Elect) appoints 3 people for that position. She is thankful to those that have reached out about the upcoming opportunity. Debbie would like to announce she chose Christine Pappas for that role.
- According to the new State Network Operating Model, once the position of the new State Liaison is appointed by the incoming President, it must be ratified by the Governing Board before the election which takes place at the April meeting.
 - Sandy asks for a show of hands from the Governing Board members for those who vote to support the appointment of Christine Pappas for the State Liaison in 2021. There is a quorum.

Treasurer | Denise Taylor

- Yesterday Denise and Sandy were added to the checking and savings accounts and feels official. Prior board members were removed.
- Local Network Presidents:

- Denise sent to everyone the program recognition that is an opportunity to recognize some of the programs you had in 2019. She requested to have it back by January 24th so it can be submitted to National by 31st.
- There is also a W9 that went to local networks that needs to be completed.
- Also, use tax exempt form whenever you are making purchases so that you get the non-profit status.
- Sandy ask for a motion to move from the current way we are doing the treasurer books over to Quickbooks online . We are going from Quicken to Quickbooks. Also, through one of the wonderful aspects of doing that is through Quickboks we will also be able to do our budget. There won't be 2 separate steps. Right now, the way it's handled, the transaction which is a check that is written or a deposit that is made is touched by the Treasurer 5 times. That's room for error and by going to this platform and building our budget through Quickbooks, that information is automatically transferred over appropriately to the right accounts and we can create our budget documents directly from there. That was another reason we wanted to try and do that.
- Motion to approve the purchase of the online Quickbooks application and changing over the current technique that we use for handling the Treasurer position to this new format.
- Motioned and moved.
- Discussion –
 - Beth Campbell states that at \$26.68 per month, you don't get a budget. However, for a little bit more you do get a budget. Make sure you get the one that has the budget. Also, should something happen to the Treasurer, It will automatically text the current personal cell phone if someone is trying to get in. It will also move everything from Quicken to Quickbooks.
 - Ruthie Lowery asks: In the proposed 2020 budget, where is the money coming from? Sandy responds that it is not in the proposed budget given because it was not discussed with that Budget & Finance committee because it only came about after a meeting she had yesterday with Debbie and Denise.
 - What Sandy would like to suggest we do is to take the amount we need to purchase this online application, at the Premier level, from savings account to cover it.
- Elyse Nedrow - I would like to amend the motion that the cost of the Premier Quickbooks be taken from the savings account.
- Motion carried
- Comment: Going forward it will need to be included in the budget.
- Revisited by Judy Van Duyke: Has a question about the motion that was just passed even though you have moved on. It is the understanding that savings account will be the proposed financial method.
 - Sandy states that we are not there yet and will be addressed by our chair.
 - Judy wants, just for clarity, that it perhaps the savings account will fund this for the year or charged monthly and show on the budget?
 - Beth states that it is cheaper if you pay for the whole year. It can be a monthly or a yearly charge.
 - Anne Uchtman asked: are you wondering how it's going to show up on the books? Is that what you are looking for?
 - Sandy Runyon: We are not exactly sure of what that cost is. When Denise did the research, it was as she laid it out. That all got changed during the discussion and the motion was voted we will purchase the Premier package of the online Quickbooks. If it's less expensive to purchase it for the whole year then that's what we'll do and it will be reflected in the budget as an expense.
 - Jennifer McIntyre: Next year it will be a budgeted amount and taken out of savings. This year only.
 - Sandy: Is that correct? Does that answer your question?
- Vacate the previous motion
- New motion by Ruthie Lowery– I would like to put forth the motion that for this year only we take from savings the amount of money for an annual subscription to what Denise needs and then going forward that will become a line item number in our budget for 2021 and further on.
- Seconded
- Discussion:
 - Nancy Farkas: I think we need to clarify that instead of saying “for what she needs” to say Quickbooks online.

- Amended by Ruthie Lowery – I make a motion that we this year take from our savings account the amount of money for an annual subscription to the Quickbooks Premier online program for Denise to use and from that point on, next year it will be a line item number on our regular state budget.
- Seconded.
- Questions:
 - Beth Campbell: I don't think that you should call it Premier because Premier is going to give you..there's.
 - Sandy: Okay. The equivalent of whatever the package is called.
 - Denise: We're going to pick the right one.
- Motion carried

Secretary | Angie Travis

- When it comes time for the standing committees, if you don't know who you are you are on the list, to give your reports, please come to the podium so it can be recorded and turn in your form to me when you are done. If you have not filled out your form, we have blank ones so don't sweat it.
- Question: If you have no report, do you still need to fill out a report saying no report? Yes please. Just so there's proof that I didn't lose it.
- If you snuck in and did not sign in on our sign in sheet, we need everybody in attendance to do so. I'm going to start passing this one around and if you didn't sign in already please do that.

Governor | Ruthie Lowery

- Because it is the beginning of the year, she has not been out to any of the Networks yet.
- She has a list of all the Network Presidents that she will be reaching out to when she gets home asking to please send to her events and government board meetings for this upcoming year so she can schedule and made out and let them know ahead of time when she will be coming.
- President did ask all the Local Network Presidents in an email that if they had their 2020 schedule to bring today. If you do that that, please give to Ruthie and for Ruthie to please share with Debbie Stohl and Cindy O'riley who will update across platforms.

STANDING COMMITTEE CHAIR REPORTS

Auditor Report | Sharon Geier

- We met yesterday, it was myself, and Paula Buehrer and Denise Taylor sat it. Mary Ann Mills was not able to be there and Pat Zirkelbach had stepped back.
- We went through everything. It turned out great. All record keeping has been done. We have learned some things going along and we have a pretty good system now. It's all good.
- Sandy Runyon: I have a motion to accept the audit findings.
- Second
- Any questions. None
- Motion carried

Bylaws and Standing Rules | Nancy Hendrickson

- Not in attendance
- Sandy states that she does know that there will be some changes to the standing rules going forward. You'll be apprised of that information as it happens.

Education and Programs | Anne Goss

- We pretty much have the year planned out for speakers for the most part. Today we have Diane DiFrancesco, Connect to Your Joy.

- For the April meeting, I don't know if you guys have listened to Brian Stevens is another guy on that podcast thing that he does, but he posts for National Real Estate posts. They are loan officer. They are giving great real estate information and it's free. So he is going to be here in April.
- For September, the plan is for an estate attorney and self defense person coming in.

Finance and Budget | Nancy Farkas, Charlie Foster & Craig Davis

- Nancy Farkas - Charlie and I had been recently appointed as the co-chairs of Budget and Finance. And we came in after the budget was completed by Pat Zirkelbach after she had resigned from her post. We are coming in at the 11th hour and presenting to you the budget that was completed. However, there are a couple different options on here and Charlie's going to go through all the numbers.
- This is going to be a transition year. 2021 will be very different when we come up with a new budget that we're going to be working on for the rest of the year to better accommodate how we cover the expenses and don't just come up with a number that we have to count on against the raffles. We're going to have to do our very best to work like the other State networks and come up with a larger group of strategic partners. Sandy is going to be putting together a Strategic Partner planning group which is totally different than the position Courtney just took on. It will consist of 1 member from each of the networks along with their President to be the solicitors for the State Strategic Partner funding. And this funding will help us to cut back in the future on the raffle.
- The raffle is not an assessment. It is a raffle and it is a fundraiser. Nancy called Jeff at National and it is permitted but it is not exactly the recommended way of raising funds.
- And how to be conscious of our expenses going forward like travel. We're not saying that we're eliminating it but we have to be more careful about monitoring it and tracking on food and things like that so we don't just put any number in that we think we're going to spend. The most important things are the travel and the hotel.
- And there are other places we can cut back. So we're going to look at this all very carefully through the year.
- Charlie Foster - On the agenda it lists him as Charlie Williams. Correction
- There were 2 pages passed out for this proposed budget. Budget 1 was created by the officers as a preliminary budget and they sent it out for feedback. There was a ton of backlash. In a separate conference call, we are offering to you a 2nd budget to consider. The only difference between the two is how much money we are intending to net to the State network.
 - On the income side, that difference is shown in the Network fundraiser (line 280 on 2020 Proposed Budget & Income/Expenses) between the \$23,700 and the \$14,700. The difference is, there's \$5,700 in expenses either way to pull that fundraiser together. In other words, we're trying to figure out do we want to net eventually \$18,000 or net \$9,000. Either way the expenses are all pretty typical of what we expect and therefor the total, the difference between the \$45,395 and \$36,395 (Total Income) is the difference is \$9,000 that we would like to net.
- Charlie - In theory, under budget #2, it would be more comfortable for the local networks with only having to fundraise and generate only \$9,000 into the State network. That is the only difference between these 2 models.
- Nancy Farkas - Debbie and anybody else that has a question about this. We have been doing this raffle for many years. So actually what we're offering here is an option to cut back. What we had on there originally was the same thing we had last year and the year before. The only part in question other than if it's the large amount, which is the way we've always done it, or the smaller amount, which we're proposing as a 2nd option, is how to divide those tickets up and that will come up in another discussion shortly, whether it's by member or by network. But it's actually, overall, in the 2nd budget, less money to raise.
- Barbara Loch - When I heard what they were doing, which was essentially cutting the budget in half, I don't know anybody in their right mind that would like to be a President and have half of her budget knocked off. So I suggested that was not appropriate and to send it back to the Committee, and that's probably why it's probably late. The Committee was asked to reevaluate and to look at a better, easier way to transition to a new system than to ax a budget by 50%. And if we had to take something out of savings to balance our budget, for crying out loud, we made the savings so don't worry about it. So I'm pretty simplistic so I think that first option was unreasonable and unfair so I asked for a 2nd budget to be proposed.

- Charlie Foster – I can tell you that we anticipate a separate motion coming from the Past President’s advisory to deal with looking ahead at the 2021 budget and some of those issues that we are going to talk about expense wise.
- Christine Pappas – I appreciate the budget coming up and information regarding fundraising and whatnot but I think we are getting confused on the fundraiser, the tactics of the fundraiser, how we are going to raise the funds and the budget. Do you like this budget? Are you going to approve this budget? Once the budget is approved, then how are you going to meet that network fundraising, which is up to the State to do, which is all you governing board people and that’s a whole separate discussion. We are mixing stuff into the pot that isn’t necessarily in there.
- Annette Foster – I just wanted to clarify. Sandy talked to us months ago, all the incoming Presidents, before 2020 and asked us if we wanted to do the raffle tickets or come up with a number and each network pay out a fair amount so we don’t have to sell raffle tickets. And we all agreed. So this didn’t just come up in the 11th hour. In fairness I wanted to let you guys know that we did discuss this months ago.
- Anne Uchtman – We do need to focus on just the budget right now and then get back to how we’re going to get there. So for the purpose of that, can someone..With a budget that is reduced by that much, can you tell me what your reasoning was, where you’re cutting from and if you feel that is going to be reasonable for you to proceed.
- Charlie - I will address your question directly as we look at the expense side. On the 2nd page, you will notice that in both cases there is no change in the officer travel. What you will notice is that the 2019 President only spent part of her travel. Nothing says you have to max out. (She didn’t go to National). Next year the State Governor will no longer exist but the State Liaison will be. Some of that is going to change from that standpoint. But otherwise, if you compare and look at the numbers they were planning for the State meetings and officer travels, it falls pretty closely to what we’ve spent recently. It’s not like they’re spending like drunken sailors.
- Then we came into our Network operating expenses. The \$5800 is the expenses that the state is planning to spend in order to fund the program. It doesn’t matter if you do the \$18,000 net or the \$9,000 net. The ways and means expenses are identical give or take \$100. Otherwise the expenses are typical of what we’ve seen. What you will notice is on the bottom of the sheet that the total expenses is \$45,084. If we do the \$18,000 net fundraiser, that actually gives us \$311 that we can eventually put into the savings account. If we go with the \$9,000 net, we’ll need nearly \$8,700 to come from savings. When you approve that in a budget, you don’t move the \$8,700 today. You don’t move it next month. But some time during the year, or at certain stages during the year, the treasurer may need money to cover expenses. In which case then, because it has already built into the budget in this case, she doesn’t need Governing board approval to move money from savings into our checking. There’s also no timing involved when they pay the money into the Keleciny and the Future Leadership funds.
- The question then is where are we going to cut expenses. Generally, we run a reasonably lean expense.
- Show of hands, would you rather come up with the \$18,000 net or the \$9,000 net? The only difference between budget 1 and budget 2 is if we are going to get for the differences in net.
- Charlie Foster – The motion is that we approve budget #2 as outlined in the presentation here, which requires a gross income of \$36,395, and a gross expense of \$45,584 meaning that we will have to potentially dig out \$9,189 from savings account.
- Seconded.
- Discussion. none
- Opposed. none
- Motion carried.

Ways and Means | Craig Davis

- Our goal this year is to come up with ideas to help you guys offset the cost of membership. Consensus did vote to do the raffle tickets again. This is the way it has been done, so this is the way we are moving forward.
- Work with marketing and Courtney just took over the Strategic Partners. Our goal is to help you guys grow your Partnerships so that we can offset some more sponsorship money.
- Jen did make a great comment today that if everyone made an attempt to use 1 strategic partner this year, what would that do to your Network numbers, right?

- Breakdown on the tickets is: 735 tickets , 6 networks, plus 5 Board Members. Would be 117 tickets to each network and divide the officers with a couple 6 and couple 5.
- Nancy Farkas: I think we have to vote on it if we're going to do it by Network or by Member. That hasn't been voted on yet.
- Sandy: He is laying this out now. He's saying that the 1st option would be to divide it evenly among the networks, which is described above.
- Craig: It was \$3,500 last year and \$2,340 is what it works out to per network this year.
- Sandy: And the 2nd option is to distribute the tickets.
- Anne Uchtman – Let's amend to correct the budget minus the comments and rationale on line 280 under the Network budget.
- So moved and Seconded.
- Anne – Right now we have a motion on the table that there is some discrepancy over whether or not the comments in rationale are meaningful to the budget.
- Beth Campbell – According to accounting practices, the rationale are not part of the budget.
- Question: If we were to do it across the members, how many tickets per member would you have to sell? 3 tickets per member. I think that we need clarification if it is Members or across the Networks.
- Sandy – Keeping in mind, going back to Jennifer's comments were, we all know that the Northeast network at 95 people, is a lot greater membership than 22 in Toledo. My idea on that, and this is just my opinion, is that we have encouraged our networks to continue to grow their membership in many, many different ways. To utilize all the benefits that Women's Council of Realtors offers our members. To encourage growth by putting on fantastic events. By networking with non-members to get them to join. Just because one network was successful in doing that over a 2 year period seems to me unfair now that we have to go back and ask them since you've done such a great job and so successful in growing your membership that now you're responsible to pay a greater amount to fund the State budget than another network. Does that seem fair?
- Courtney DeMarco – With our growth in our membership, we actually do bring more money to the State Network.
- Sandy – Yes you do because we get \$35 per member that joins.
- Angie Travis – We're in the middle part as Columbus. And if you think of these Networks that have the higher numbers, in these numbers we have members that may not be participating in a capacity that we would like for them to. So they may show up 1 or 2 time throughout the year, if they show up. Or they just paid their dues. So when you think about those people, how are we going to get them to do their tickets? It's going to come back on the Network anyways. So again, it's the larger Networks that will still again get penalized if they have people that are not even participating. Just a thought to keep in mind.
- Courtney: So we do have more members, but they're new members. These are new people that we just have and the involvement isn't there for every single one of them or it's different. Who it really falls on is the Governing Board members. And the truth of the matter is that every single Network has the same amount of Governing Board members. It isn't the responsibility of our members to sell these tickets. And having more members means that we have more cost. Every single thing that we do costs us more money than any of the other networks because we have so many more people at these programs. We do feel like we do get penalized if we have to pay more than everybody else because at the end of the day, it's the same amount of Governing Board members that's going to sell these tickets so I have to sell tickets that really takes me away from the other things that I need to be doing to help our network as the membership.
- Charlie: I move the previous question. It means that cuts off debate and we now have to vote on whether or not we're going to go forward. If you vote no, you want to continue to discuss this. If you vote yes, we move on to the vote.
- Anne - Call for the question. Charlie did.
- Sandy – Let's take a vote if you want to end the debate on this topic so we can move forward on another motion.
- Sandy - Raise of hands if you're ready to end that discussion and move forward with the motion.
- Majority ruled
- Sandy – calls for the motion
- Nancy Farkas - I move that we divide the raffle tickets by evenly members and not by Network.

- Seconded.
- Discussion: none.
- 5 agree. Motion failed
- Jennifer McIntyre: I move to distribute the tickets evenly among the networks.
- Seconded.
- Discussion. None
- 16 agree 5 opposed. Motion carries.
- Craig - We have the raffle tickets today to distribute. Make sure to look at the auction items. Try to get to the new sponsors and get some new blood into the state. Gear towards the younger crowd involved. . This should be a year of change. Some of the stuff that has gone on this morning, the nitpicking on stuff, if you're bringing people in that are new to the Network, and you were new, would you come back? That's questions you have to ask yourself. How do we get a younger crowd involved? How do we grow each network and get our Sponsors that we're doing business with more business because that can be contagious. There's an energy that's available and we just need to tap into. There's a lot of good resources in this room and a lot of knowledge.

Leadership Identification and Development | Jan Jedlinsky

- The point of Leadership Identification is to give people Locally and State National opportunities to learn and grow then to bring it back to the network. There are several ways to do that.
 - Form to nominate self to volunteer at National level. There is a form for Committee to review those applications and bring forth members. Committee can bring forth 3 names in 2020 from Ohio based on our numbers. Thinks that the deadline is May 1st for application submission.
 - Other volunteering includes at the elections, at the trade show at the convention.
- Options for volunteering at the National level.
- 2 new awards this year for Networks.
 - Network communicator of the year is in regards to events that have held in 2019 through March 2020 that were outstanding and got people involved and talking. It needs to be turned in by April 1st.
 - Network collaborator award for networks that work with their local networks and other organizations. Applications have to be turned in by April 1st.
 - Still doing the Network Program Awards. By January 28th they have to be turned in to show what spectacular events you put on for the last half of 2019.
- For 2nd year Women's Council has had a Leadership Institute on a National Level. It's 12 members from across the country that get together 3 to 4 times per year. The 2020 group just started this January. The next group will be for 2021. You have to fill out an application. There will be an interview in November and there is a fee of \$2,000. Couldn't find anything on the website but will have more next meeting.
- Women's Council has a RPAC for Ohio, which is Karen O'Donnel.
 - Want to have a rep at each network. Still looking for some of the networks.
 - Goal is to educate our members on the value of RPAC. It's about building strong communities, getting the right politicians to help our business.
 - Asking for minimum contribution of \$20 for all of members. Nationally, 74% of all our members do participate in RPAC.

Marketing | Jennifer McIntyre

- A copy of the new Ohio brochure and gave the option to do it for every network and provide for them to print on their own.
- State value offered for Local Networks.

Strategic Plan | Debbie Stohl

- A copy of the current plan was handed out which only goes through 2020.
- With all the changes that are coming down from National, it will impact our Strategic Plan. Debbie will be looking for volunteers to revise the strategic plan going forward with the 2021 State Network changes.

- This will be done by the September meeting for the vote.

Nominating | Anne Goss

Special Notes

- During lunch, Chris Reese spoke about updates happening at Ohio Realtors.
- Phil Morriscal spoke about himself and journey for Treasurer of Ohio Realtors in 2021.
 - Sandy - As an organization, we would like to endorse a candidate for 2021 on the Board for Ohio Realtors. I know there are 2 other men running from other Networks. But from my understanding they are not members of those networks nor did they ask if they could attend and address the group.
 - Sharon Geier – Our guy from Dayton asked me about coming but he wasn't able to come. He has been a WCR member in the past and he is renewing this year. His name is Ralph Manchico.
 - Barbara Loch – Asked if we are going to do an endorsement every year from WCR. Jan answered that Leaders are made here and that a member that have taken the initiative to get our endorsement.
 - There was a long discussion about giving other candidates the opportunity to visit our group or submit a video that would be viewed before our April meeting. It was determined that one candidate put in the effort to attend and it is not our job to seek out candidates to endorse.
 - Kent Hilty from Findlay OH is also another candidate.
 - Unknown: I would like to make a motion to endorse Phil Morriscal as a member.
 - Seconded.
 - Discussion. None
 - 16 agree. Opposed 2.
 - Motion carried.

SPECIAL COMMITTEE CHAIR REPORTS

Audit | Sharon Geier

- Paul Buer, Denise sat in, Mary Ann couldn't attend
- Recordkeeping has been done very well
- Good report
- Motion to approve audit findings. Motion carried

Awards and Recognition | Mary Ann Mills

- Mary Ann couldn't be available but would like to say congratulations to the following:
 - Courtney DeMarco – Installed to Akron Cleveland Association of Realtors Board of Directors (Northeast Network)
 - Kady Shawron Overton – Appointed as an Ohio Realtors Director (Northeast Network)
 - Drew Gaebelin – Appointed as an Ohio Realtors Director (Northeast Network)
 - Mary Vedda – Appointed as an Ohio Realtors Director (Northeast Network)
 - Maureen Wlodarczyk – Appointed as an ACAR's Board of Directors (Northeast Network)
 - Sandy Runyon – Appointed as an Ohio Realtors Director (Northeast Network)
 - Elyse Nedrow – Appointed as an Ohio Realtors Director (Northeast Network)
 - Connie Dickson – Installed as Medina County Board of Realtors President-Elect (Northeast Network)
 - Lisa Smith – Installed as President of Northwest Ohio Realtors (Toledo Network)
 - Sarah Ford – Installed as Northwest Ohio Realtors Director (Toledo Network)
 - Ivan Smith – Opened a third real estate office of Serenity Realty in Southeast Michigan (Toledo Network)
 - Sharon Geier – Appointed President-Elect of Dayton Board of Realtors (Dayton Network)
 - Tanya Blair – Appointed President-Elect of Midwestern Ohio Association of Realtors (Member at Large)

Communication | Beth Campbell, Anne Goss, Jennifer McIntyre, Beth Campbell

- Email (Beth Campbell) – No report
 - Please update if there are any changes in email addresses.
- Newsletter (Jennifer McIntyre) – No report
- Facebook (Anne Goss) – No report
 - Courtney DeMarco and her crew will be cleaning up the group and making it members only.
 - Another value added by State for the State Facebook group available to add all new members of the Networks to and have it be exclusive.

Event Attendance – Vacant

- Joyce Rhinehart of First American Home Warranty has agreed to fill this position.

Historian / Photographer | Jennifer McIntyre

- No report

Membership | Courtney DeMarco

- 265 for Ohio
- 26 from Cincinnati
- 42 from Columbus
- 36 from Dayton
- 95 from Northeast Ohio
- 38 from Stark
- 22 from Toledo
- 6 from At Large

Member of the Year | Linda Shurte

- Passing the nominating forms to all Local Network Presidents and must be picked out / turned in by August 1st so there's enough time for Ohio to pick Member of the Year, and then would be recognized at the September meeting.

New Networks Advisor | Nancy Farkas / Tanya Blair

- Nancy Farkas has limited time due to being put on another committee so Tanya Blair was added to committee.
- Tanya Blair has 19 members signed up for new network. An event was held in Springfield. Needs to have 30 members in order to get approved. Asking for help in getting more people to sign up.

Parliamentarian | Anne Uchtman

- No Report

Past President Advisory | Christine Pappas

- Committee met this morning. In attendance was Nancy Farkas, Charlie Foster, Jan Jedlinsky, Debi Zeren, Anne Goss, Judy Van Duyke and Sharon Guyer.
- Our goals are to support the current State President in her endeavors and projects, to assist in the Spring luncheon honoring all Past State Presidents as well as advise and consult on projects as needed.
- Our action items are ... The topics we wanted to discuss are ideas on funding the State budget. We talked about bringing together our Strategic Partners in a cohesive manor.
- Debbie Stohl and Christine are putting together a meeting with all of the President-Elects and as many as Strategic Partners who would like to come to a planning and brainstorming session on Feb 19th at Bridge Title 110 Polaris

Parkway, Westerville OH at 11 am. Asking each Network to choose a person from within the organization who is strong at soliciting strategic partners to be included as well.

- The importance of following your governing documents that govern our organization. As well as encourage local networks that at your new membership orientation to provide them so they know and maybe some cliff notes with roles, responsibilities and duties along with do's and don't's.
- Asking Madam President to form a taskforce to determine reasonable travel expense within the budget for allowance in 2021 and beyond.

PMN | Angie Travis

- Tanya Blair, Cindy O'Neal Riley & Sandy needs pen.
- Jan Jedlinsky advised that if you have paid your dues, PMN fee was not included and will be billed separately.

RPAC | Karen O'Donnell

- Not in attendance for report.
- See above notes given by Jan Jedlinsky.

Social | Fran Mucci

- Not in attendance
- Sandy – she will work closely with Joyce. In her opinion, hospitality, reservations and things all go hand-in-hand with attendance. She will talk to Fran about that.

Strategic Partners | Vacant

- Now accepted by Courtney DeMarco

Sunshine Comm | Robin Clark

- Committee Goal: To mail cards to Past Presidents of Ohio Networks and current officers as needed.
- Robyn will be sending emails / letters to 2020 LNP's asking for a list of their past State Presidents to keep State aware as well as a list of current year officers.
- Card sent to Heather Lovejoy in Northeast for her husband who passed in October.
- Card to family & donation sent to "Sunshine Kid" in memory of Sandy Schepp, past State President, who passed.

The Task is to Ask | Cindy O'Neal Riley

- A new form was created and emailed to the Presidents since National no longer provides. Brought it into this century.

Webmaster | Cindy O'Neal Riley

- Drew Gaebelein, drew@drewgoebelein.com, will be taking this position over for Cindy O'Neal Riley
- Sandy – Thank you Debbie Stohl for all these years of updating these websites.

Network President Reports

- **Cincinnati | Jamie Mick**
 - We are involving members on committees.
 - Having events on new locations.
 - Changing pricing between members and non-members
- **Columbus | Alissa Pugh-Clark**

- We have a few collaborative events. We are collaborating with Columbus Realtors for their Joint Industry Forecast. We are one of the sponsors. That's in January. We are doing Purse Bingo in Brunch on February 20th. And we are going to have a Real Estate Tech day with a mastermind panel with BizTech Forum with Columbus Realtors. And another one is Family Feud for our 2nd year and that's a collaboration with YPN in Columbus.
- **Dayton | Missy Sansabrino**
 - Wanted to remind current State Governing Board is that you are here to support the newbies. We make mistakes. We don't always understand everything. As Local Network Presidents this is the first time being here and we're trying to listen to the conversation. We're trying to work the numbers. Trying to figure out what we're voting on. I would just like to remind you to support us.
 - I would like to make the recommendation that if there is something especially budget-type things that maybe that could get emailed previous so that we would have time to review and make a decisive vote.
 - Our awesome President-elect is taking charge and we are doing a 100th anniversary of the Women's Suffrage movement. We're going to have a huge party at the Dayton Women's Club toward the end of the year, probably November.
- **Northeast | Renae Pace**
 - Elyse Nedrow standing in for President.
 - One of our premier events last year was Leading Ladies. It was hugely successful due to our Program Director and Membership Director, Courtney and Cindy. It was diverse.
 - Our big collaborative event is going to be with Realist and another group.
- **Stark County | Beth Campbell**
 - Not in attendance
- **Toledo | Annette Foster**
 - Will be having Ryan Vascow who is a National speaker and author. He used to be a Realtor so he gets that. He talks about communication. I saw him at OAR in Cincinnati and he was my favorite speaker. He will be coming January 23.
 - Feb 20th we'll be having our business lunch meeting with John Mangus who is the 2020 OR Treasurer.
 - In March we will be doing collaboration with our local lenders, mortgage officers.
 - We will also be adding a Christmas in July.

Get events & titles to Cindy as the chair and cc Debbie and Drew so that it can be uploaded onto the website and see when other networks' events. Change ~ Just send it to Ruthie and she will make sure that it gets to everyone else that needs it.

Old Business |

New Business |

Education Session | Diane DiFrancesco, Connect to Your Joy

Meeting Adjourned at 4:00 pm

Respectfully submitted,

Angie Travis

2020 Secretary

Ohio Women’s Council of Realtors