

Lake Pointe Board Meeting

October 5, 2021

This meeting was held virtually.

**Present**: Pat Dery, Jamie Begin, Dawn Waldrip Bertani, Francine Kanalos, Alicia Beasley, Kim Urkshus, Andrea Warunek

**Absent**: Kathleen Kelchner

Meeting was called to order at 9:05 & by President, Pat Dery

Motion to approve agenda by Dawn 2nd by Alicia; approved

Minutes from August 3, 2021 motion to approve as written by Alicia 2nd by Dawn all in favor

**Christmas Project Team:**  Jamieopened with an update on Christmas Luncheon. She will be sending an email with a proposed budget for board members to approve, after Christmas committee has reviewed 2019 spend, finalized & approved. She also asked for the board to help change the mindset toward the event & help spread how grateful we are to be able to have an event this year. The world has changed a lot & that we should not be comparing it to the past events & expectations. Dawn Bertani also mentioned that we should listen to what any past committee member have for input and thank them for their contribution to helping us learn. The Christmas committee is currently meeting every other Wednesday & we have a good number of volunteers registered to help.

**President:** Pat Dery’s report opened stating the national certification report was due in September & was submitted. Waiting for approval. Past presidents luncheon will be Nov 18, 2021 at Andiamo Warren on 14 Mile at 10:30am for set up & guest arrival at 11am. We have the room until 1:30pm. Menu selected includes choice of Chicken Parmesan, Penne Primavera or a Salmon. Cash Bar. Cost $30 per member. Past presidents are paid for. Dawn will be installed at this event along with all new officers. Dawn will choose whomever she wishes to do her installation & those of the officers. She can ask that person to do a speech or a Roast if she wishes. Also, the past presidents are asked to bring a token of advice for the new president. Dawn asked that when pins are ordered if she could get her President elect pin as well. Pat will inquire.

We need to come to nest meeting with recommendations for Member “Realtor” of the Year & Strategic Partner of the Year. Nominees cannot be a current officer. Pat will be sending out an email asking for recommendation from our members. We will vote in November Board meeting. This is a closed session & will not be announced until the December Luncheon. Then this candidate goes to state level & where there will be a vote on a state Realtor member of the year. We pay for them to attend this function.

Kathleen & Pat have decided not to go to San Diego. National has reimbursed for the registration less $35. October 15th deadline for full refund less $35. Pat will check on registration refund for Jamie & Alicia registration cancellation. Pat will be passing her proxy vote to Dawn. Dawn is on the fence about going herself.

Pat mentioned we should all have meetings with our counterparts to pass along things to help them implement their positions in 2022. Also asked we start working on getting strategic partners for 2022. Fran mentioned people are still not showing on website, specifically Megan Blenkhorn, is not on the membership roster. Alicia will go through books to get Fran information she needs for membership. Kat Graphics did an excellent job on Partner signs last year. Dawn asked where she can get lists of partners. Fran said on the 2020 Google drive. Dawn asked if Kat Graphics could be added. Pat stated they could be under her personal name.

**President Elect:** Dawn Waldrip Bertani recap on Traverse City was they saw some great speakers & learned a lot. Our new state President has a solid plan & blue print for our future. Fran also mentioned it was great with lots of good Breakout sessions. Fran suggests we look into possible speakers for us in the future from this event. Alicia also had a great time & learned a lot. Dawn made a motion to install & introduce Alicia Beasley; Treasurer, Andrea Warunek; Membership Director, Kim Urkshus; 1st Vice president aka Secretary, Mary Macherzak; Events Director. All in favor.

Dawn motioned to cancel both paid plans for PayPal & zoom. Pat mention we just paid for a full year of zoom. Was already paid August 2021-Aug 2022. Dawn has a full paid account we could use & save the network funds. Alicia will be checking on that. Dawn amended her motion as to cancel the PayPal Subscription. Noted that Bill Highway is coming & we are leaning towards Eventbrite. Bill Hwy will be designed to handle payments. Kim Urkshus asked why we had to wait to use Bill Hwy. Pat mentioned it is not fully rolled out yet & we are on list as a test network. Pat will call Bill Hwy today to find out where we are on the list as a test network. Jamie mentioned if we get rid of PayPal, we will not have a card reader. Dawn is looking into other options & has a square we can use temporarily. Kim mentioned we need to have something in place before we cancel. Jamie & Alicia agreed. Pat said we should make it effective Jan 1, 2022, as we may need it at Christmas event. Dawn said she agrees we should gather more information. Motion tables until November Meeting.

**Treasurer:** Alicia Beasley found some corrections & submitted an updated Budget vs. Actual & P&L prior to meeting. Asked if anyone had questions. Dawn stated that there was a significant change in bank balance from 1st version she sent & second? $30,891 even on 1st statement sent. Revised copies sent were $30,149.18 Pat said Alicia gave a bank balance from Sept & the new documents was more current & Matt Jones check was cashed at $750. Cost of Industry events also changes by approx. $1200 Dawn is asking why? Pat went through everything & found an error of a deposit as an expense instead of income that will be corrected. Distribution correction of to be sent out by Alicia. Dawn asked that Pat let Alicia makes changes because she will be on her own in 2 months. Pat agreed.

Dawn also asked about a change in membership; we had state meetings for $977 with a difference in the 2 versions we were sent. Pat mentioned we paid for 9 registrations to attend states in Traverse City. Dawn just wants to make sure we all understand things. Updated version also shows PayPal monthly fees were adjusted on new report as well, because the bill was due 1st of the month.

Jamie asked do we have regular financial committee meetings to review financials. Dawn said we should. Pat mentioned Alicia & herself are the committee. Jamie offered to be part of the committee in 2022.

Alicia motioned out of committee for a $250 deposit to be sent to Andiamo. All in favor.

Dawn asked do we have a way to cancel if Covid restrictions apply. Pat said we committed to a 40-person minimum & we are responsible for 20% if canceled. Dawn mentioned Vintage House will allow a credit for future event if circumstances come to that.

Budget approved with revisions.

Expenses for Traverse City Alicia asked for a motion to approve $266.39 Pat approved as President.

A budget meeting needs to be set in November for a December Approval.

**Membership**: Franny Kanalos stated that she still having problems with national website. Otherwise, nothing new to report. Pat mentioned she really loves the Text Magic & she has been paying for it herself. She may have spent $40 this year total. Pat suggests we use it moving forward.

**Events:** Fran mentioned Self Defense class will be next week. We currently have 3 ppl registered. Dawn feels that our new events director for 2022 will be unable to set an agenda & finalize all events for 2022 by November because she has no experience & needs more time. Pat mentioned the budgets will be light on events in 2022 because we have not made a lot of money on events in 2021. Dawn suggests that we use same as the 2021 budget for events. Hopes the Frankenmuth event will give her a lot of insight & direction on Events.

**Secretary:** Jamie Begin asked if she needed to reach out to any scholarships approved in last meeting. Pat said no it was up to them to submit their expense at this point.

**Marketing:** Nothing to report. Pat has been doing.

**New Business:** Randi has not responded to the mailing from the previous month. Dawn mentioned that Robin Barnes suggests we just fill out the form on her behalf & be done with it. Dawn agrees. If there is a form submitted by anyone, we will discuss next month.

Next meeting will be held virtually on November 2, 2021 9am

Meeting adjourned at 10:45am

Respectfully submitted by, Jamie Begin