

## NAR Trustee Working Session

January 3, 2024

Session started at 8:01 PM.

Present: Steve Kristal, Vice President; Mark Wise, Secretary; Kevin Johnson, Treasurer; Andrew Bean; Don Carson; Becky Green; Emi Sears; Lynn Thomas; Jim Wilkerson.

Absent: John Hochheimer, President; Jasper Barnett.

Vice-President Steve Kristal presided in John's absence.

Others present:

Todd Schweim, NAR Communications Director, managed the technical aspects of the meeting and provided input as appropriate.

Steve welcomed Young Adult Trustees Andrew Bean and Emi Sears to the Board.

### NARTS

Steve said that an informal survey went out on the NAR Member Forum regarding NARTS. The reaction to the proposed "print-on-demand" concept for most NAR merchandise (as opposed to the prior practice of maintaining large stocks of inventory) was largely positive. The Board envisions a web store where such items as shirts, caps/hats, and NAR "swag" are printed on demand by a vendor, and standing inventories are only maintained for "hard" items such as pins.

Todd described the current state of our information technology and knowledge management. NAR currently has multiple systems to carry out IT functions. This approach, which evolved over many years, requires custom programming and near-constant debugging. Todd said that Club Express could perform all of the functions we require, and has a complete merchandising section that would accommodate NARTS' storefront capability (but not actual production and manufacturing). A demonstration is scheduled for Thursday, January 4.

Steve said that members have been asking us to get NARTS back up and running, and asked Todd for an estimated timeframe. Todd said that Tripoli, which currently uses Club Express, took about ten weeks for implementation. He suggested that we not move forward with anything else before we know what Club Express can do.

Steve asked if NAR has the artwork for shirts and other branded items. Kevin confirmed that we have the artwork and added that he could work with John to look at existing inventory and decide what to continue in the product line.

## **Treasurer's Report**

Kevin reported that the majority of NAR's cash is now in accounts with Chase Bank, with \$10,530.07 remaining in the USBank committee account, most of which will go toward ARC expenses. He added that he is just about ready to close out the remaining Americhoice accounts.

Income in December was \$14,077.28 against expenditures of \$23,733.04, for a negative cash flow of \$9,655.76. NAR's total cash on hand is \$92,969.79, which is somewhat low relative to most of the rest of the year but consistent with past experience.

## **Miscellaneous**

Kevin has created a sample page of NARTS merchandise on Spreadshop. He tested it by ordering a watch cap, which turned out well. He said that the logos on made-to-order merchandise are all printed, and that he is not sure whether embroidery would be available. Steve asked if we could go live with the NARTS page on Spreadshop while we sort out the broader NARTS issue. Kevin said it would be possible. Todd said he could add a link to the member forum. Kevin will send him the link, and we will run a trial.

Mark noted that NAR policy only allows links to noncommercial websites ("Direct links from the NAR website will only be made to noncommercial websites whose content is consistent with the mission of the NAR," enacted March 20, 2009), and that the Board would have to ratify an exception to this policy during the next meeting, which will be public. (Motions cannot be passed during non-public planning sessions.)

Kevin obtained a quote from a vendor to scan the cards in the old membership card file. This would provide NAR with a hard drive of scannable PDFs of member information from before the introduction of the member database. Kevin also talked to NAR Historian Jennifer Ash, who said there would be no need to retain the originals once they were scanned. Board members agreed that the information should not be available to the general membership due to privacy concerns. The estimate for the work came to approximately \$4,000. The Board will discuss this issue during the next public planning session, since it will require the expenditure of NAR funds.

Don relayed a report from Section Activities chair Chuck Neff. As of the time of the meeting, 211 Sections out of 244 have completed the renewal process for 2024 and 7 Sections have asked to be placed in an inactive status. Chuck will call the remaining 26 Sections to check their status. In 2023, 69 Sections applied for and received Section Grants totaling \$17,185.07, 40 free memberships were submitted by Sections, and 56 free memberships were submitted by Trustees.

The next planning session will take place on February 7, 2024 at 8:00 p.m. Eastern Time.

Meeting adjourned at 9:15 PM.