



Real Estate Standards Organization Board of Directors Meeting Minutes

Tuesday, February 16, 2010
1:00PM Central Time

Conf Call: Phone: 800-727-7709 & Access Code:

Type of Meeting: Board of Directors Monthly Meeting

1. **Call to Order:** The meeting was called to order at 1:00pm CT by Pat Bybee, Chair
1. **Roll Call:** A Quorum was achieved. Absent: Mark Wise

RESO Board of Directors Meeting Attendance: Feb. 16, 2010				
	Member	Company	Present	Absent
1	Pat Bybee, Chair	Metrolist (MLS)	X	
2	Sergio Del Rio, Vice Chair	Templates For Business	X	
3	Mary Frances Adams	Trend (MLS)	X	
4	Kristen Carr	Bridge Interactive	X	
5	Steve Clarke	Marketlinx (MLS System)	X	
6	Troy Davisson	FBS Data Systems (MLS System)	X	
7	John Holley	NTREIS (MLS)	X	
8	Paula O'Brien	Ronin Technologies	X	
9	Paul Stusiak	Falcon Technologies	X	
10	Mark Wise	Threewise Corp		X
11	Chris McKeever	NAR	X	
12	Mark Lesswing	NAR	X	
13	Debbie Mayer	NAR	X	
14	Travis Wright	RESO	X	
15	Guests			X

2. Minutes of Jan. 19, 2010

- Approved as presented

3. Chair Report (Pat Bybee)

- Laurie Janek, NAR General Counsel, and Pat Bybee discussed RESO incorporation and protection of IP rights during a phone call the previous week. It was decided that Ms. Janek will attend the BOD meeting on March 23 in Chicago and address/discuss questions with the BOD
- Paul Stusiak asked if we would have an IP policy by the March conference, that it was not acceptable to wait. Paul suggested that someone at the NAR legal group should create a draft.

- Mark Lesswing indicated that he would inquire to see if a 'pro forma' IP policy could be drafted by the March RETS meeting.
- Question was raised (Steve Clarke?) whether the BOD should meet in Chicago on Monday, March 22 for an extended BOD discussion prior to the BOD meeting on Tuesday, March 23.
- Sergio Del Rio: MOTION to convene at 3pm CT on Monday, March 22
- Kristen Carr: SECOND
- VOTE: Motion CARRIED

3.1. Comments Heard on RESO and RETS at COVE meeting Feb. 1-2

- Pat Bybee: Mary Frances Adams and Pat attended. Comments were made that RESO has been slow to advance the RETS standard. Someone at the COVE meeting said: "Maybe the entire organization should be 'blown up' and reworked". A key issue was the standards name project from COVE, and COVE was worried that the work would not be done by March RETS conference.
- Mary Frances Adams: Observed negativity about RESO and RETS. Art Carter was very fair about moving the standard along. Perhaps the COVE group is not aware of all the work that has been done.

4. NAR Report

4.1. Modernizing the RETS standard

- Mark Lesswing indicated that he had called each BOD member the previous week to make them aware of his views.
- Here is Mark Lesswing's prepared statement for the meeting:

Mark Lesswing: Prepared Remarks for BOD Call: Feb. 16, 2010

1. Modernizing the RETS Standard

- RETS 1.X is 1990's technology
- RETS 1.X is operational today
- We owe it to the industry to incorporate RCPs for 1.8
- We need to do better for the business folks
- Incorporate COVE names
- RETS 2.0 is 2000 technology
- Most usage of 1.X today is IDX
- RSS models are more closely aligned with IDX
- RSS model is operational today with great success
- R&D should start on this path in 2010
- IP should remain community-based

2. Status of Budget

- The current funding emphasis on 1.X does not bring enough return
- Reducing the post 1.X emphasis can save \$200K for R&D and marketing efforts
- Incorporate Commercial
- Form a Federation with other standards groups

3. Continuing Financial Support From NAR

- A lot was accomplished in 2009; adoption
- Need to create a revenue model

4.2. Status of budget with NAR

- Marl stated that RESO was targeting too much money on 1.X and it was not providing enough return on the investment. Must do what's right for the MLS's, Realtors, and industry. Mark believes we could redeploy \$200K to marketing and RETs modernization. Business leaders are looking for 'business benefits'. RESO needs to work with CCIM for commercial standards from RESO / RETS. RESO should form a 'Federation' with other standards groups.

4.3. Continuing financial support from NAR

- Mark stated that NAR has been humble and committed to RETS, but RESO needs to create a revenue model. Offer is made (on the table) for anyone to fund RESO. We need to show that NAR is in the game, has been for a decade, and that it desires to move the standard forward.
 - Troy: what is the status of the budget? Is it approved?
 - Mark: all funding comes from NAR; NAR is disappointed with the lack of focus on the future. The budget has not been approved, but has not been denied, either.
 - PAT: what I'm hearing is that you are challenging us to take another look at the budget. Can we continue to work on budget?
 - Mark: the concept of 'core rets' is an example of rewriting RETS in its current form. Should drop expenditures on compliance testing. We should complete documents for v1.8 and let it be used for the next five years.
 - Sergio: Mark you are one person who says change; many people say Core RETS is necessary to move the standard forward.
 - Steve: I take a little offense; I have three developers that spend time on RETS.
 - Kristen: I'm confused, because I have people who would write a check to RESO if it were independent from NAR.
 - Pat: we are not going to resolve this question on this call. Will the technical writer be approved?
 - Mark: Yes
 - Paul: POINT OF ORDER: may we get back on Agenda it is now 2pm.
 - Pat: will funding will continue for work in progress?
 - Mark: Yes. We will include the question of additional funding from external sources at the next BOD meeting.

5. Executive Director Report (Travis Wright)

- 5.1. Dec. 15, 2009 minutes were corrected
- 5.2. RESO 2009 achievements attached to Agenda
- 5.3. RETS conference dates, venues and logistics:
 - Debbie Mayer: March 22-25, 2010 Conrad is NRE for \$135
 - Paul: can we get the meeting announcement and hotel info, logistics on website?
 - Chris: I will post the Agenda, sidebar, and logistics
 - Debbie: Sept 14-16, 2010 space is reserved for Fall RETS at NAR
 - Debbie: NAR will not reserve meeting space this much in advance of March or April, 2011
- 5.4. Statement of Work: Paul Stusiak for RETS conference
 - Travis: For the record, RESO has received and approved the SOW from Paul Stusiak to serve as Facilitator of the March RETS conference.
- 5.5. Collaboration with RPR, Core Logic and Move
 - Paul: I have been contacted by RPR , should we contact Core Logic?
 - Travis: I will determine the best approach to discuss RETS with Move, Core Logic and RPR
- 5.6. Collaboration with MISMO, PRIA and ALTA
 - Travis stated he had discussed the notion of a 'Federation' with leaders from MISMO, MERS, ALTA, PRIA and the Appraisal Institute at the January, 2010 MISMO conference and would follow up.
- 5.7. The draft outline for strategic plan and technology roadmap
 - Travis stated that he had begun a general outline but would wait until after the RETS conference to fully develop the outline.

6. Committee & Workgroup Action Items

- 6.1. Standards Committee: Technical WG's (Paul Stusiak, acting Chair)
 - Syndication (Paul Stusiak)
 - Data Schemas (Paul Stusiak)
 - Transport (Steve Clarke)
 - Update (Sergio del Rio)
 - Compliance Testing (Paula O'Brien)
 - Errata (Ryan Bonham)
- 6.2. Business Committee: Business WG's (Kristen Carr, Chair)
 - Outreach / Education (Kristen Carr)
- 6.3. For Discussion: R & D WG Location (David Harris)

7. Open Issues

7.1. Board Members' Issues:

- Paul Stusiak: I want to submit the RETS roadmap (standards and business committee work) to the Board for consideration. How do we submit.
- Pat: can we discuss at next BOD meeting? Please submit to Travis for routing to BOD members;
- Paul: where do we place the R&D group (which committee)
- Mark: Board or ED can charter
- Sergio: MOTION for R&D to report to standards committee (WITHDRAWN)
- Mark: OPPOSED. Prefer it be a board workgroup
- Paul: OPPOSED. I suggest a modified charter so RD consider the business cases only; let the other work be conducted by other WG's
- Paul Stusiak: MOVE to place R&D WG under Business Committee
- John Holley: SECOND
- VOTE: CARRIED
- Paul: MOVE to modify charter of the R&D WG to identify business cases;
- Mary Frances: SECOND
- VOTE: CARRIED
- Sergio: MOVE for an RFP for Technical Writer:
- Kristen: SECOND
- VOTE: CARRIED (Paul abstained)
- Action Item: Sergio and Steve will find a draft position description for a Technical Writer which Travis will use to solicit candidates. BOD will review responses to the RFP
- Kristen: MOTION to approve WG to update and improve RETS.org website by Troy as chair.
- Sergio: SECOND
- DISCUSSION: Mark in favor; Kristen: will we use Reso.org? (let Troy deal with it)
- Pat: Committee to write charter
- VOTE: CARRIED
- Paul: WG's will file reports to Travis to add to minutes for BOD knowledge.

8. Action Items Unresolved

- a) Open items?

9. New Business (no specific discussion)

9.1. Paul Stusiak

- RETS Roadmap
- RETS Document Versions and NAR Policy
- Intellectual Property Rights Statement
- Cove standard names progress

9.2. John Holley

- A strategic plan for RESO and the standard

9.3. Kristen Carr

- Annual Report - #4 from the Governance Document

9.4. Sergio Del Rio

- Delivery date of March 5th for the IPR document
- RESO incorporation
- Technical writer RFP

10. Action Items for Next Meeting

- (1) Mark Lesswing will inquire at NAR legal department to see if a draft IP policy statement can be available by March 5.
- (2) External funding for RESO to be discussed at March BOD meeting
- (3) Chris McKeever to post RETS Agenda and logistics on RETS/RESO website (done)
- (4) Travis Wright to determine best approach to discuss RETS with Move, Core Logics and RPR
- (5) Discuss RETS roadmap at March BOD; Paul to submit Roadmap to Travis to circulate to the Board
- (6) Steve Clarke and Sergio Del Rio to locate a draft position description for a Technical Writer and send to Travis
- (7) Business Committee to write charter for WG to update and modernize RESO/RETS website
- (8) WG's to file reports or minutes to Travis for inclusion to Minutes

- **On Fri, Feb 19, 2010 at 22:28, P Stusiak <pstusiak@falcontechologies.com> wrote:**

With the consent of the active members of this workgroup, an email/electronic voting process was used to determine the candidates for Chair and Vice Chair of the work group for 2010. The results are:

Chair: Paul Stusiak, Falcon Technologies Corp., acclamation

Vice Chair: Jay Pepper-Martens, Point2, acclamation

Paul Stusiak

pstusiak@falcontechologies.com

11. Adjournment: Meeting Adjourned at 2:34pm Central Time