

MINUTES OF MEETING
OF
LOUISIANA REAL ESTATE COMMISSION

March 17, 2022

The Louisiana Real Estate Commission held its regular meeting on Thursday, March 17, 2022, at 10:00 a.m., at 9071 Interline Ave, Baton Rouge, Louisiana, according to regular call, of which all members of the Commission were duly notified, at which meeting the following members were present:

COMMITTEE

Matt Ritchie, Chairman
Jeff Free, Vice Chairman
Paula Duncan, Secretary
Lacy Baaheth
Synde Devillier
Eloise Gauthier
Rodney Greenup
Ted Major
Joseph Pappalardo, Jr.
Patrick Roberts, Jr.
Gladys Smith-Coward

STAFF

Bruce Unangst, Executive Director
Arlene Edwards, Legal Counsel
Summer Mire, Deputy Director
Ryan Shaw
Tom Devillier
Mark Gremillion
Debbie DeFrates
Dusty Evans
Nikki Wallace
Malissa Fowler
Logan Cockerham
Telly Hollis
Henk vanDuyvendijk
Allison O'Toole
Jenny Yu
Allison Burnette

GUESTS

Norman Morris – Louisiana REALTORS®
Kim Callaway – Louisiana REALTORS®
Tony Corner – Louisiana REALTORS® President Elect
Cindy Dyer – Louisiana REALTORS® Secretary

Wardell Coward
Bob Gray
Chris Donaldson – Donaldson Educational Services

Commissioner Major led the invocation; Commissioner Free led the Pledge of Allegiance.

MINUTES

Commissioner Gauthier made motion, seconded by Commissioner Greenup, to approve the minutes of the meeting of February 17, 2022. Motion passed without opposition.

(Attachment A)

COMMITTEE REPORTS:

1. Budget – Commissioner Duncan reviewed the budget report with the Commissioners. She stated that revenues are up from last year. She stated that license counts are still growing. She stated that totals have steadily increased. She stated that the budget is in good shape.

(Attachment B)

2. Education/Research/Publication – Commissioner Gauthier stated that the education committee met yesterday. She stated that it is the recommendation of the committee that the 2019 broker responsibility course be updated and used for 2023 as there are nearly 500 new brokers since that course was last taught.

Commissioner Gauthier made motion, seconded by Commissioner Baaheth, that staff send out an RFP for course development and hold a Train the Trainer course for the 2023 broker mandatory course. Motion carried without opposition.

Commissioner Gauthier stated that the 2019 outline would need to be updated for inclusion in the RFP. Commissioner Baaheth stated that she thinks that the property management section from the 2019 course could be removed as this has been a mandatory topic more recently.

Commissioner Gauthier made motion, seconded by Commissioner Major, to adopt the 2019 broker mandatory outline for the 2023 broker mandatory course RFP. Motion carried without opposition.

Commissioner Gauthier reviewed a CCIM course that she recently took with the Commissioners. She stated that the course was very helpful for all agents interested in selling commercial property.

Commissioner Gauthier made motion, seconded by Commissioner Smith-Coward to adopt the CCIM course as the 2023 commercial mandatory alternative course. Motion carried without opposition.

Commissioner Gauthier asked Ms. Mire to review the course topics discussed at the education committee meeting. Ms. Mire stated that the committee suggested one hour on contracts, one on FEMA/flood insurance, and one on misrepresentation. Commissioner Gauthier suggested that one hour on advertising be added.

Mr. Donaldson stated that he thinks that four one-hour modules works well to keep students engaged.

Commissioner Gauthier made motion, seconded by Commissioner Greenup, to develop and RFP for development of a 2023 mandatory course with one-hour modules on Contracts, FEMA/Flood Insurance, Advertising/Renewal period, and misrepresentation. Motion carried without opposition.

3. Legal/Legislative/Timeshare – Commissioner Pappalardo stated that he and Commissioner Gauthier attended the Louisiana REALTORS bill review session. He stated that LR and Ms. Callaway did an excellent job of reviewing all the bills that impact the Commission. He stated the legislative session is underway and that he is very confident that the bills that the LREC has put forward will pass. He thanked Mr. Devillier for his work drafting the bills.
4. Standardized Forms – Commissioner Roberts stated that there has been some feedback on the new contract. He stated that Commissioners Greenup and Ritchie attended a Louisiana Land and Title meeting and reviewed the updated forms with those in attendance. Commissioner Ritchie stated that Commissioner Greenup did a wonderful job representing the Commission and updating the title attorneys in attendance.
5. Errors & Omissions – Commissioner Free brought the Commissioner’s attention to the RFP for bid for the LREC group errors and omissions policy. Ms. Mire stated that she will get everything updated State Procurement and collect all bids prior to the April commission meeting.

Commissioner Free reviewed the fourth quarter errors and omissions report with the commissioners. Mr. Unangst stated that the biggest issue that jumped out to him from the Q4 report was that of misrepresentation. He stated that this might help the Commissioners to decide on a topic for the 2023 mandatory course.

6. Technology – No report

DIRECTORS REPORT:

Mr. Unangst stated that there will be a noticeable change to the budget for next month’s meeting due to the payment of LREC group E&O policies.

Mr. Unangst asked Ms. Shaw to review the communications plan to inform licensees of the new renewal dates following the end of the current renewal period, which ends on March 31, with the Commissioners.

Ms. Shaw stated that communications about the renewal dates will begin in April. She stated that staff will use mailed letters, emails, social media posts, the LREC website, etc. to inform licensees of the upcoming changes to the renewal season.

PUBLIC COMMENT:

Commissioner Ritchie stated that Bob Gray is in attendance to discuss continuing education requirements. Mr. Gray stated that attorneys and insurance agents have different rules for their licensees over the age of 65. Mr. Gray stated that he believes that the Real Estate Commission should adopt this policy for seniors.

Commissioner Ritchie stated that the change is not one that can be made by the Commission as a body. He stated that this change would have to be made through legislation.

UNFINISHED BUSINESS:

None

NEW BUSINESS:

None

EXECUTIVE SESSION

Commissioner Free made motion, seconded by Commissioner Gauthier, to enter executive session. Motion carried unanimously.

Commissioner Greenup made motion, seconded by Commissioner Gauthier, to reenter regular session. Motion carried without opposition.

Commissioner Pappalardo made motion, seconded by Commissioner Gauthier, to appoint Ms. Mire as the next Executive Director of the LREC upon the retirement of Mr. Unangst. Motion carried unanimously.

Ms. Mire thanked the Commissioners for their confidence and stated that she believes that she is ready for the role. Mr. Unangst stated that he has been very impressed with Ms. Mire's development and believes that the Commission will be in incredible hands with Ms. Mire.

Commissioner Ritchie stated that it takes a leader to develop a leader and thanked Mr. Unangst for his dedication to the growth and betterment of the Commission.

There being no further business, Commissioner Roberts made motion, seconded by Commissioner Pappalardo, to adjourn. Motion passed without opposition.

MATT RITCHIE, CHAIRMAN

PAULA DUNCAN, SECRETARY