



# North Dakota Association of REALTORS®

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### *STAFF:*

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Minutes

### **RPAC Fundraising**

July 23, 2014 – 1:15 p.m.

Holiday Inn, Fargo

Present: Daryl Braham, Chair; Mary Shelkey-Miller, Chair-Elect; Kevin Fisher; Cindy Harvey; Amy Hullet; Peggy Isakson; Greg Larson; Bob Lee; Lorrie Nantt (late); Ninetta Wandler and Shelly Zach.

Absent: Renee Bailey, Director-In-Charge; Laurel Haake, Past Chair; Tate Cymbaluk; Shirley Dukart; Mike Gergen; Christine Letvin; Larry Louser; Ron Volk and Jerry Youngberg.

Guests: David Blumkin; Josh Boschee; Scott Breidenbach; Diane Duchscher; Lyn Dwyer; Dawn Cruff; Cassie Gorder; Pam Hanson; Karin Haskell; Danette Krumwiede; Joyce Kuntz; Steve Lunde; Sharon Lunski; DeAnne Mason; Vicky Matson; Shirley Moen; Weezie Potter; Vicki Roller; Tricia Schlosser; Jodi Tollefson; Dewey Uhlir; Phil Vanyo and LuAnn White. AEs: John Colter; Nancy Deichert; Marti Kaiser; Barb Lupo and Beth Mayer.

Staff: Jill Beck, Nancy R. Willis

Daryl Braham, Chair, called the meeting to order.

1. Welcome and introductions were made.
2. Minutes of the January 22, 2014 meeting were approved as distributed. **M/S/C**
3. Payment Plans Update - A quick review was done of the handout listing those with payment plans still outstanding. In January there were 12 plans outstanding for a total of \$7,465.00. That has dropped to 7 plans outstanding for a total of \$2,985. Work will continue to get those paid off.
4. NAR Grant and Golf Fundraiser – Willis said NDAR was approved for a \$5,000 RPAC fundraiser. Discussion in January was to hold a golf fundraiser spearheaded by Larry Louser. Beth Mayer reminded everyone that the grant requirement was to raise 3 xs the amount of the grant, so a total of \$15,000 and 5% of money raised needed to be from “new” investors. Mayer also reviewed the details of golf fundraiser devised by Louser using a handout included in committee members’ packets.

Golf Fundraiser – lay out a 100-yard grid of 10x10 squares on a golf course. Sell each square for \$500, 100 squares to be sold. (2 people can pay \$250@) Each person gets a number and there is a random drawing for a square into which a pro hits a golf ball.

Recruit golf pro to hit the ball into a square.

Square in which ball lands determines major winner, who receives \$2500.

Adjacent 8 squares get \$312.50 each.

Current major donors \$1,000+ would be entitled to 2 squares automatically.



**RPAC Fundraising Committee**  
**July 23, 2014 – p. 2**

Originally talked about doing during convention, but weather is questionable in September. Then talked about doing at this Fargo meeting, but requests for assistance were not forthcoming. Louser now plans to do during Minot REALTORS Golf outing in August and report winners, etc. to membership.

Discussion ensued about how to reach the \$15,000 threshold required of this fundraiser. Committee members felt it was getting too late in the year. Some members who already have given to RPAC would be willing to give more, other members were not. Braham asked if the money was in hand. Willis said that NAR had approved but money would not be distributed until fundraiser was carried out.

Motion was made to change the cost of each square to \$200 of new money, so even those who had given would need to give more. Discussion was that it should be a compromise; major investors get one square while others give \$250 per square. Motion was amended to get 40 new investors or the required 5%. Discussion was that it would not be possible to get 40 new investors within a month. Leadership also commented that with additional workload on staff from organizational realignment and Measure 2 staff could not take on additional responsibilities to assist. Braham asked if turning back the grant money would hurt our future chances at a grant. Beck said no. Original and amended motions were withdrawn. After discussion another motion was presented:

- To pursue grant and fundraiser for next year and start earlier based on lessons learned this year and ensure fundraiser is inclusive of all members. **M/S/C**

5. Braham reminded everyone that minimum contribution to attend RPAC Reception at Convention is now \$250.

6. Willis directed everyone's attention to the handout for "Anchors Away", an Issues Mobilization fundraiser that will be held the Tuesday night prior to the start of convention. Everyone is invited.

7. Braham reviewed NAR Goals for President's Cup for 2014. ND has met all but the Broker Involvement meeting. Beck said that will be completed in late September/early October. Braham congratulated and thanked everyone for their contributions.

8. Braham reviewed the NDAR goals for 2014:

- Per member goal of \$30/@ has been surpassed.
- Member participation goal of 75% is at 54% - work to be done before end of October  
**Need to recruit 336 new investors at \$30/@ to meet 75% goal**
- Major donor goal of 45 – almost there – need 2 more
- President Club Member goal of 1.5% has been met
- Capital Club percentage of 5% has not been met – at 3%
- 99 Club Member goal of 15% has been met

Question was asked if all new agents are asked to commit to RPAC – perhaps more work in that area. Nantt asked if something could be sent out explaining why they should invest. Braham asked that it be

sent out to everyone. Comment was made that more people are giving to Issues Mobilization because of Measure 2. Beck said both count. Braham told the committee that he will work with Willis to send out the number of new contributors needed by board to reach the 75% participation goal and urges everyone to work to achieve that before our contribution year ends in October.

9. RPAC Trustee Update – Willis said trustees had met and interviewed candidates but not all candidates had been notified as of yet so information about endorsements would come out later.

10. RPAC Website – Willis told the committee that the RPAC website has not been updated and they are looking to move the website into the NDAR website as a web page. More information will be shared at a future meeting.

11. In other business – Willis told the committee that a recent RPAC webinar by NAR had caused a lot of confusion about what organizations are able to do to promote PAC contributors. At this point, it appears that no information about level of donor should be distributed publicly. NDAR and others are awaiting clarification.

There being no other business, the meeting was adjourned.

Respectfully submitted,

Nancy R. Willis