



North Dakota Association of REALTORS®

To advocate for the success of our members in partnership with our local Associations and the National Association of REALTORS®

Minutes

RPAC Fundraising Committee

October 24, 2017

Present: Karin Haskell, Chair; Amy Hullet, Director Liaison; Greg Larson; Mary Shelkey-Miller; Vicki Roller; Deborah Nichols; Diann Loper; Mike Swartz, JoAnn Callahan.

Absent with prior notice: Tate Cymbaluk, Vice Chair; Tamie Dunn; Kevin Fisher; Cindy Harvey; Larry Louser; Scott Louser; Lorrie Nantt; Jodi Tollefson;

Absent: Scott Breidenbach, Past Chair;

Guests: Nick Leavy; John Colter; Lyn Dwyer; Scot Nething; Ruth Ann Halvorson; Linda Hartmann; Amber Carlton; Emily Johnson; Sue Heth; Judy Hoskin; Mitzi Bestall; David Blumkin; Dewey Uhrir.

Staff: Jill Beck, Jane Marum, Nancy Willis

Presiding: Karin Haskell, Chair
Director Liaison: Amy Hullet, Vice President
Staff Liaison: Nancy R. Willis, GAD

1. Karen Haskell welcomed everyone and everyone in the room introduced themselves.
2. The minutes of the June 20, 2017 meeting were approved. **M/S/C**
3. Haskell reviewed the status of the 2017 RPAC Triple Crown Goals (9/30)
 - a. Fundraising - \$152,000 Met (101%)
 - b. NAR RPAC - \$10,729 Met (149%)
 - c. Major Investors – 18 Met (48)
 - d. President’s Circle – 2 Met (5)
 - e. Participation – 37% Met (62%)
4. Haskell reviewed the status of the 2017 RPAC President’s Cup Goals, which equals the Triple Crown Goals plus Advocacy Goals (9/30)
 - a. Avg. CFA Response Rate 20% Met – NFIP 33.26% (best in nation)
Not met yet – Tax Reform (in process)
we are confident we will meet
 - b. Mobile Alert App 100%
 - c. Host Voter Registration Event Met (No regis in ND/no vote until 2018)
 - d. Host Annual Broker Meeting Met
5. Haskell reported that 94% of Board/committee members have made a contribution.
6. Haskell reviewed NDAR specific goals and their status (10/23):
 - a. Goal: \$30/member Actual: \$18.18/member
 - b. Participation: 75% Actual: 61%
 - c. Major Donors: 50 Actual: 48 (believe we’ll end up with 51)
 - d. President Club: 1.5% (28) Actual: 38 (met)
 - e. Capital Club: 5% (88) Actual: 61
 - f. 99 Club: 15% (270) Actual: 167

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7. Haskell and committee members set 2018 RPAC Goals as follows:

- a. Per Members Goal \$30
- b. Member Participation 65% (the 75% may have been too aggressive)
- c. Major Donors 55 (keep at 55, we came close)
- d. CFA 35% (keep since we have met and surpassed)
- e. Total Fundraising Goal \$153,000 as of now, but will be raised once the 2017 fundraising year is complete and we see the final total.

M/S/C noting that 2018 goal will change once 2017 fundraising year ends.

In response to a question, Nancy Willis reviewed the RPAC/ISSUES Donor Levels as follows:

Minimum	\$30	
99 Club	\$99	
Capital Club	\$250	
President's Club	\$500	
Major Investor Levels		
Sterling	\$1,000	
Crystal	\$2,500	1 st time and requires \$1,500/yr to sustain
Golden	\$5,000	1 st time and requires \$2,000/yr to sustain
Platinum	\$10,000	1 st time and requires \$5,000/yr to sustain

Willis also addressed recognition – 99 Club and Capital Club receive a pin from NDAR the first time a contribution is made at this level. President's Club receives a paperweight from NDAR the first time a contribution is made at this level. Sterling, Crystal, Golden and Platinum investors receive a pin from NAR for each annual contribution. NDAR's Hall of Fame inducts investors who have made a lifetime investment of \$10,000. NAR's Hall of Fame inducts investors who have made a lifetime investment of \$25,000 and continues to add recognition on their wall for each additional \$25,000. In addition to the contributions at the Major Investor level, Major Investors may elect to invest an additional \$2,000 per year to participate in NAR's *President's Circle*. By investing in the *President's Circle*, Crystal and Golden major investors can reduce their annual sustaining investment to \$1,000. *President's Circle* investors may choose to whom they want their additional investment to go from a list of U.S. House and Senate candidates or office holders identified by NAR as strong, supportive REALTOR® Party advocates.

Karen Haskell congratulated everyone on a tremendous RPAC/Issues Fundraising year and thanked everyone for their investments. There being no further business, the meeting was adjourned at 11:30 a.m.

Respectfully submitted,

Nancy R. Willis, GAD