



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

January 9, 2018

Holiday Inn-North, Bismarck

Present: Tate Cymbaluk, Chair; Jill Kjorstad, Director Liaison; Amy Hullet; Vicki Roller; Mary Shelkey-Miller; Jodi Tollefson; Dewey Uhlir; Ruth Ann Halvorson; Sharon Lunski.

Absent with prior notice: Karin Haskell; Greg Larson; Daryl Braham; Deborah Nichols;

Guests: Nancy Deichert; John Colter; Scot Nething; Jodi Danzl; Lynda Hartmann; Shari Anhorn; Ben Schroeder; Lore Schneider.

Staff: Jill Beck, Jane Marum, Nancy Willis

Presiding: Tate Cymbaluk, Chair
Director Liaison: Jill Kjorstad, Vice President
Staff Liaison: Nancy R. Willis, GAD

1. Tate Cymbaluk called the meeting to order at 10:00 am, welcomed everyone and introductions were made.
2. Cymbaluk reviewed the committee purpose and reminded committee members of the 100% RPAC/Issues investment goal of \$30 minimum from all members.
3. The minutes of the October 24, 2017 meeting were approved. **M/S/C**
4. Cymbaluk reviewed the 2017 RPAC Triple Crown achievements (12/31/2017)
 - a. Fundraising - \$168,871 Met (110%)
 - b. NAR RPAC - \$10,729 Met (149%)
 - c. Major Investors – 18 Met (57)
 - d. President’s Circle – 2 Met (5)
 - e. Participation – 37% Met (64%)
5. Cymbaluk also reviewed the 2017 RPAC President’s Cup achievements, Triple Crown+ Advocacy Goals (12/31)
 - a. Avg. CFA Response Rate 20% Met – NFIP 33.26% (best in nation)
Met – Tax Reform 35.04% (#4)
Met – 2nd Tax Reform 20.21% (#4)
 - b. Mobile Text Download 100%
 - c. Host Voter Registration Event Met (No regis in ND/no vote until 2018)
 - d. Host Annual Broker Meeting Met (8/29/2017-Fargo/8/30/2017 Bismarck)
6. Cymbaluk reported that 95% of Board/committee members made a contribution in 2017. (Ex-officio members were not counted)
7. Cymbaluk reviewed NDAR 2017 results (12/31):
 - a. Goal: \$30/member Actual: \$18.18/member
 - b. Participation: 75% Actual: 64%
 - c. Major Donors: 50 Actual: 57
 - d. President Club: 1.5% (28) Actual: 34
 - e. Capital Club:5% (88) Actual: 64
 - f. 99 Club: 15% (270) Actual: 175

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8. 2018 RPAC Recommended Goals:

- a. Per Members Goal \$30
- b. Member Participation 65% (75% has not been met)
- c. Major Donors 60 (57 actual in 2017)
- d. CFA 35% (keep since we met and surpassed)
- e. Total Fundraising Goal \$170,000 (since final 2017 was \$168,871)

Recommended goals for 2018 were discussed. Committee members approved the recommended 2018 goals. **M/S/C**

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.

Cymbaluk congratulated everyone on a tremendous 2017 RPAC/Issues fundraising year and thanked everyone for their investments. There being no further business, the meeting was adjourned at 11:00 a.m.

Respectfully submitted,

Nancy R. Willis, GAD