



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®

RPAC Fundraising Committee Minutes

Tuesday, June 13, 2023

11:15 am CT – Missouri Room at Holiday Inn Bismarck, Bismarck, ND

Vice Chair Maureen Bartelt called the meeting to order at 11:15 am. She welcomed everyone and introductions were made.

The committee's purpose was reviewed, which reads: "To educate about, and encourage investment in, RPAC and Issues Mobilization in support of the real estate industry."

A motion was made to approve the minutes from January 31, 2023. **M/S/C**

Sarah Caldwell then reviewed the Board Investment Report, pointing out that North Dakota was currently at \$128,280 invested on a goal of \$192,000. She congratulated the Williston Board for exceeding their local goal, sitting at \$15,748 on a goal of \$11,154, and for meeting their investor goals for every club level. She encouraged the boards to promote RPAC on the local level and use Williston as an example of how impactful competition and word of mouth can be.

The committee then gave updates on local board activities:

- The High Plains Association is running an RPAC fundraiser later this month, a summer social with games and prizes.
- The Minot Board is applying for NAR's RPAC Grant and using those funds for their Cornhole Tournament.
- The Fargo-Moorhead Association hosted a silent auction in January.
- The Bismarck-Mandan Board hosted a silent auction in March and will host a phone bank in September to solicit investments personally.
- The Grand Forks Area Association held an auction in May that saw nearly \$3,000 in investments, and they have a golf tournament in July.
- The Williston Board recently hosted an inter-office participation challenge, and winners had breakfast pizza and non-alcoholic mimosas delivered to their office. They were able to reach 100% participation for two offices in Williston.
- The Badlands Board has applied for and received approval for the NAR RPAC Grant. They will be giving away free dues to one member for 2024 - \$30 is one entry, \$50 is two entries, and \$100 is 5 entries. They have a cornhole tournament at the end of July and a Paint & Sip in September/October.

The committee then discussed fundraising ideas for the local boards. Amy Hullet shared that the Bismarck Board enters Major Investors into a drawing, and at the year one Major Investor is awarded at least \$1,000 (in gift cards or in an equal value item). Jill Beck shared that the state has awarded Major Investors custom jackets or YETI mugs as gifts. Jill Lee shared that educating on the importance of RPAC has made the biggest difference in Williston, and suggested boards bring in someone who has directly benefited from RPAC and have them speak to the members. Greg Larson suggested that the Association

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be split into two teams and those teams then compete against each other to raise RPAC money. The committee also discussed targeting commercial agents for RPAC investments, as they are not typically asked to invest. Maureen Bartelt shared that one association in Pennsylvania raffled off a 2-year luxury vehicle lease.

Kevin Fisher then gave an RPAC Major Investor Council update. He shared that there is a need for new Major Investors in North Dakota, and friendly competition could help to spur that growth.

Maureen Bartelt then gave an RPAC Participation Council update and shared that North Dakota and all of their local boards have already hit NAR's Participation Goal of 30%. She shared that ND is one of only 15 states to have done so thus far.

Sarah Caldwell gave background on the RPAC Investment Flyer. A motion was made to approve the RPAC Flyer as presented, with "home buyers" combined to be one word. **M/S/C**

Sarah Caldwell then recognized the 2022 Local Triple Crown Winners, which included the Bismarck-Mandan Board and the Williston Board.

Being no further business, the meeting adjourned at 12:30 pm.

Respectfully submitted: Sarah Caldwell, Communications Director