

Meeting Minutes
South Dakota Real Estate Commission
711 East Wells Ave
November 8th, 2017 8:30 a.m. CDT

Chairman Ken Cotton called the meeting to order at 8:30 a.m. A quorum was participating.

Members Participating: Ryan Wordeman
Mark Wahlstrom
Ken Cotton
Matt Krogman
Dave Bonde

Others Participating: Melissa Miller, Executive Director, SDREC
Brian Jackson, Compliance Officer, SDREC
Graham Oey, Staff Attorney, South Dakota Department of Labor
and Regulation
Bob Mercer, The Daily Republican

Request to correct the September 7th minutes in regards to Complaint and Consent Agreement 2017-108 on page three. The second paragraph of letter (b) incorrectly identifies the complaint number as 2018-108. The minutes will be updated to reflect 2017-108 as the complaint number.

Wahlstrom made a motion to approve the September 7th, 2017 meeting minutes with the correction. Krogman seconded the motion. **MOTION PASSED.**

Summary of the financials for September 2017 was presented by Director Miller. Online renewals are in process but the income is not included in the provided financials. This is the first year of online only renewals and approximately \$87,000 in renewal fees have been received so far. The renewal fees will be included in the next meetings financials. Krogman made a motion to accept the financial reports for filing. Bonde seconded the motion. **MOTION PASSED.**

Applications were discussed and reviewed with the following action taken:

Applicant 1: Motion by Wordeman to approve the application. Krogman seconded the motion. **MOTION PASSED.**

Applicant 2: Motion by Wahlstrom to table the application until proof the unpaid judgments have been discharged has been received by the Commission. Bonde seconded the motion. **MOTION PASSED.**

Applicant 3: Motion by Bonde to deny the application per SDCL 36-21A-33 (8). Wahlstrom seconded the motion. **MOTION PASSED.**

Applicant 4: Motion by Wahlstrom to table the application and request the applicant personally appears before the Commission at the next scheduled meeting. Wordeman seconded the motion. (Bonde Abstained) **MOTION PASSED.**

Applicant 5: Motion by Wahlstrom to approve the application. Krogman seconded the motion. **MOTION PASSED.**

Motion by Wahlstrom to enter into Executive Session to consult with legal counsel about proposed or pending litigation per SDCL 1-25-2 (3). Bonde seconded the motion. **MOTION PASSED.** The commission entered into Executive Session at 9:00 A.M. Jackson, Metzinger, and Mercer left the meeting room.

Jackson re-entered the meeting room at 9:10 a.m. Jackson left the meeting room at 9:17 a.m.

Metzinger entered the meeting room at 9:17 a.m. Metzinger left the meeting room at 9:25 a.m.

The Commission exited Executive Session at 9:37 a.m. Mercer and commission staff Jackson and Metzinger returned to the meeting.

Action was taken on the following complaints. Approval is for respondents who had accepted consent agreements or assurance of voluntary compliance agreements by signing and returning them to the Executive Director.

Complaint 2017-108: Consent agreement with Roger Chase, license number 4278, Huron, SD for violation of SDCL 36-21A-71(1), SDCL 36-21A-80, and SDCL 36-21A-82.

- a. CHASE agrees to create and provide to the commission a copy of the monthly reconciliation, as required by SDCL 36-21A-80, to include a copy of the ledger, check register and bank statement, for bank statements received in May, June, and July 2017.
- b. CHASE agrees to pay a \$100 administrative fine.

Krogman made a motion to approve consent agreement 2017-108. Bonde seconded the motion. **MOTION PASSED.**

Complaint 2017-109: Consent agreement with Thomas Souvignier, license numbers 10481 and 11684, Canton, SD for violation of SDCL 36-21A-71(1), SDCL 36-21A-6(8), ARSD 20:36:16:03, and ARSD 20:14:06:01.

- a. SOUVIGNIER shall pay a \$500 administrative fine by December 8, 2017.
- b. SOUVIGNIER shall have his license suspended for a period of twelve months starting the date the agreement is accepted by the commission. The twelve months will be held in abeyance conditioned on the payment of the fine and no other violations of SDCL chapter 36-21A or ARSD 20:69 during the twelve month period.

Wahlstrom made a motion to approve consent agreement 2017-109. Wordeman seconded the motion. **MOTION PASSED.**

Complaint 2017-064: Krogman made a motion to dismiss complaint 2017-064 based on staff finding of no violation. Wahlstrom seconded the motion. **MOTION PASSED.**

Complaint 2017-099: Assurance of voluntary compliance agreement for violation of SDCL 36-21C-11 and ARSD 20:74:06:06 (1)(h).

- a. RESPONDENT shall pay a \$350 administrative fine by October 27, 2017 (payment sent with agreement).
- b. RESPONDENT shall have their license suspended for a period of thirty days, with thirty days held in abeyance for a period of twelve months from the day the Commission signs the agreement, conditioned on no other violations of license law or rule during that period.

Krogman made a motion to approve assurance of voluntary compliance 2017-099. Wahlstrom seconded the motion. **MOTION PASSED.**

Complaint 2018-001: Bonde made a motion to dismiss complaint 2018-001 based on staff finding of no violation. Krogman seconded the motion. **MOTION PASSED.**

Complaint 2018-002: Consent agreement with Melissa O'Farrell, license number 13300, for violation of SDCL 36-21A-71 (15) and 36-21A-71 (32).

- a. O'FARRELL shall pay a \$500 administrative fine by November 30, 2017.
- b. O'FARRELL shall complete additional in-classroom education of six hours of ethics and six hours of South Dakota license law. Proof of completion must be received by the commission office prior to March 30, 2018.
- c. If O'FARRELL fails to comply with a and b, or commits a violation under SDCL36-21A or ARSD Article 20:69 within one year of the agreement being signed by the commission O'Farrell's license shall be suspended for up to six months.

Krogman made a motion to approve consent agreement 2018-002. Wordeman seconded the motion. **MOTION PASSED.**

Oey explained a request for an extension for completion of education hours by respondents of consent agreements 2017-095 and 2017-105. Wahlstrom made a motion to extend the date the classroom education be completed to December 31, 2017, due to a required course not being offered prior to the original deadline. Bonde seconded the motion. (Krogman abstained) **MOTION PASSED.**

Oey informed the commission of upcoming legislation. SDCL 36-21A-19 and 36-21A-55 are being updated to reference correct statutes. SDCL 36-21A-29(8) is being updated to include credit unions as being exempt for licensure. Subsection 8 exempts banks, trust companies, and savings and loans from licensure.

The proposed 2018 meeting schedule was reviewed. No action was taken.

Cotton provided a summary of the 2017 ARELLO annual conference he attended in September. Jackson provided a summary of the 2017 ARELLO investigator workshop he attended in October.

No other business was brought before the commission.

Next Meeting: January 8, 2018 at 1 p.m. in Pierre

Bonde made a motion to adjourn the meeting at 10:40 a.m. Wahlstrom seconded the motion.
MOTION PASSED.

STATE OF SOUTH DAKOTA
REVENUE SUMMARY BY BUDGET UNIT
FOR PERIOD ENDING: 11/30/2017

AGENCY BUDGET UNIT	CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
10				LABOR & REGULATION REAL ESTATE COMMISSION		
		6503		PROFESSIONAL & LICENSING BOARDS		
			6503	RESIDENT RENTAL AGENTS	420.00	1,840.00
103700069901			6503	BROKER	2,940.00	18,240.00
103700069901			6503	HOME INSPECTORS	.00	1,625.00
103700069901			6503	PROPERTY MANAGER	225.00	2,025.00
103700069901			6503	SALES AGENTS	225.00	900.00
103700069901			6503	TIMESHARE AGENTS	.00	450.00
103700069901			6503	FIRMS	700.00	3,100.00
103700069901			6503	CONDOMINIUMS	583.33	4,233.33
103700069901			6503	TIMESHARE PROJECTS	370.00	370.00
103700069901			6503	EDUCATIONAL COURSES	1,125.00	6,075.00
103700069901			6503	ADDITIONAL LICENSES	165.00	945.00
103700069901			6503	CHANGE OF ADDRESS	585.00	3,075.00
103700069901			6503	CERTIFICATES OF LICENSURE	345.00	1,035.00
103700069901			6503	LATE RENEWAL FEES	.00	140.00
103700069901			6503	RENEWAL RES RENTAL AGENTS	2,100.00	2,100.00
103700069901			6503	RENEWAL AUCTIONEER	4,000.00	4,000.00
103700069901			6503	RENEWAL BROKER	81,625.00	81,750.00
103700069901			6503	HOME INSPECTION RENEWAL	1,900.00	1,900.00
103700069901			6503	RENEWAL PROPERTY MANAGER	5,625.00	5,625.00
103700069901			6503	RENEWAL SALES AGENTS	6,750.00	6,750.00
103700069901			6503	RENEWAL TIMESHARE AGENTS	500.00	500.00
103700069901			6503	RENEWAL FIRMS	17,625.00	17,625.00
103700069901			6503	RENEWAL TIMESHARE PROJECT	.00	250.00
103700069901			6503	RENEWAL ADDITIONAL LICENS	5,040.00	5,040.00

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 11/30/2017

AGENCY BUDGET UNIT	COMP CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
10 1037	103700069901	6503	4293700	RESIDENT RENTAL AGENTS	420.00	1,840.00
	103700069901	6503	4293702	BROKER	2,940.00	18,240.00
	103700069901	6503	4293703	HOME INSPECTORS	.00	1,625.00
	103700069901	6503	4293704	PROPERTY MANAGER	225.00	2,025.00
	103700069901	6503	4293705	SALES AGENTS	225.00	900.00
	103700069901	6503	4293706	TIMESHARE AGENTS	.00	450.00
	103700069901	6503	4293707	FIRMS	700.00	3,100.00
	103700069901	6503	4293708	CONDOMINIUMS	583.33	4,233.33
	103700069901	6503	4293710	TIMESHARE PROJECTS	370.00	370.00
	103700069901	6503	4293711	EDUCATIONAL COURSES	1,125.00	6,075.00
	103700069901	6503	4293712	ADDITIONAL LICENSES	165.00	945.00
	103700069901	6503	4293713	CHANGE OF ADDRESS	585.00	3,075.00
	103700069901	6503	4293714	CERTIFICATES OF LICENSURE	345.00	1,035.00
	103700069901	6503	4293715	LATE RENEWAL FEES	.00	140.00
	103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	2,100.00	2,100.00
	103700069901	6503	4293718	RENEWAL AUCTIONEER	4,000.00	4,000.00
	103700069901	6503	4293719	RENEWAL BROKER	81,625.00	81,750.00
	103700069901	6503	4293720	HOME INSPECTION RENEWAL	1,900.00	1,900.00
	103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	5,625.00	5,625.00
	103700069901	6503	4293722	RENEWAL SALES AGENTS	6,750.00	6,750.00
	103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	500.00	500.00
	103700069901	6503	4293724	RENEWAL FIRMS	17,625.00	17,625.00
	103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	250.00
	103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	5,040.00	5,040.00

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 11/30/2017

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION						
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE			
ACCT: 4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)		132,848.33	169,593.33	*		
ACCT: 42		LICENSES, PERMITS & FEES		132,848.33	169,593.33	**		
103700069901	6503	4393003	MISC FINES & PENALTIES	1,000.00	6,887.44			
ACCT: 4393		PENALTIES (NON-GOVERNMENTAL)		1,000.00	6,887.44	*		
ACCT: 43		FINES, FORFEITS & PENALTIES		1,000.00	6,887.44	**		
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	.00	88.00			
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	625.00	5,250.00			
ACCT: 4596				625.00	5,338.00	*		
ACCT: 45		CHARGES FOR SALES & SERVICES		625.00	5,338.00	**		
103700069901	6503	4920045	NONOPERATING REVENUES	.00	5,250.40			
ACCT: 4920		NONOPERATING REVENUE		.00	5,250.40	*		
ACCT: 49		OTHER REVENUE		.00	5,250.40	**		
CNTR: 103700069901				134,473.33	187,069.17	***		
COMP: 6503				134,473.33	187,069.17	****		
B UNIT: 1037				134,473.33	187,069.17	*****		

AGENCY: 10 LABOR & REGULATION
BUDGET UNIT: 1037 REAL ESTATE COMMISSION

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	291,326.64	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			391,326.64	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			391,326.64	DR **	
BUDGET UNIT TOTAL 1037			391,326.64	DR ***	

Revenue Report Ending 11/30/17

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,000	420	1,160	1,840	61
Auctioneer	450	0	450	0	
Broker	65,000	2,940	46,760	18,240	28
Home Inspectors	4,000	0	2,375	1,625	41
Property Manager	6,000	225	3,975	2,025	34
Sales Agents	2,000	225	1,100	900	45
Timeshare Agents	1,000	0	550	450	45
Firms	7,500	700	4,400	3,100	41
Condominiums	7,000	583.33	2,766.67	4,233.33	60
Timeshare Projects	6,000	370	5,630	370	6
Educational Courses	14,000	1,125	7,925	6,075	43
Additional Licenses	2,000	165	1,055	945	47
Change of Address	7,000	585	3,925	3,075	44
Certificate of Licensure	3,000	345	1,965	1,035	35
Late Renewal Fees	9,000	0	8,860	140	2
Renewal Res Rental Agents	3,000	2,100	900	2,100	70
Renewal Auctioneer	5,000	4,000	1,000	4,000	80
Renewal Broker	185,500	81,625	104,750	81,750	44
Home Inspection Renewal	5,000	1,900	3,100	1,900	38
Renewal Property Manager	9,000	5,625	3,375	5,625	63
Renewal Sales Agents	15,000	6,750	8,250	6,750	45
Renewal Timeshare Agents	1,000	500	500	500	50
Renewal Firms	38,000	17,625	20,375	17,625	46
Renewal Timeshare Project	7,000	0	6,750	250	
Renewal Additional Licenses	4,000	5,040	(1,040)	5,040	126
Misc. Fines, Penalties and NO Rev	15,000	1,000	2,862.16	12,137.84	81
Interest Earned	7,350	0	7,350	0	
License Law Books Sold	1,500	0	1,412	88	6
Directories/Guide Sold	9,000	625	3,662	5,338	59
Mailing Labels Sold	5,500	0	5,500	0	
Investigation Reimbursement	2,000	0	2,000	0	
	449,800	134,473.33	262,739.83	187,069.17	42

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 12/31/2017

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION					
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE		
COMPANY NO	6503						
COMPANY NAME	PROFESSIONAL & LICENSING BOARDS						
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	120.00	1,960.00		
103700069901	6503	4293702	BROKER	3,825.00	22,065.00		
103700069901	6503	4293703	HOME INSPECTORS	800.00	2,425.00		
103700069901	6503	4293704	PROPERTY MANAGER	225.00	2,250.00		
103700069901	6503	4293705	SALES AGENTS	.00	900.00		
103700069901	6503	4293706	TIMESHARE AGENTS	.00	450.00		
103700069901	6503	4293707	FIRMS	1,000.00	4,100.00		
103700069901	6503	4293708	CONDOMINIUMS	.00	4,233.33		
103700069901	6503	4293710	TIMESHARE PROJECTS	1,000.00	1,370.00		
103700069901	6503	4293711	EDUCATIONAL COURSES	800.00	6,875.00		
103700069901	6503	4293712	ADDITIONAL LICENSES	150.00	1,095.00		
103700069901	6503	4293713	CHANGE OF ADDRESS	705.00	3,780.00		
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	285.00	1,320.00		
103700069901	6503	4293715	LATE RENEWAL FEES	.00	140.00		
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	2,100.00		
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	4,000.00		
103700069901	6503	4293719	RENEWAL BROKER	.00	81,750.00		
103700069901	6503	4293720	HOME INSPECTION RENEWAL	.00	1,900.00		
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	.00	5,625.00		
103700069901	6503	4293722	RENEWAL SALES AGENTS	.00	6,750.00		
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	500.00		
103700069901	6503	4293724	RENEWAL FIRMS	.00	17,625.00		
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	5,750.00	6,000.00		
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	5,040.00		

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 12/31/2017

AGENCY	BUDGET UNIT	10	1037	LABOR & REGULATION	REAL ESTATE COMMISSION				
CENTER	COMP	ACCT	ACCT	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE		
		4293	42	BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)		14,660.00	184,253.33	*	
		42		LICENSES, PERMITS & FEES		14,660.00	184,253.33	**	
		103700069901	6503	4393003	MISC FINES & PENALTIES	.00	6,887.44		
		4393		PENALTIES (NON-GOVERNMENTAL)		.00	6,887.44	*	
		43		FINES, FORFEITS & PENALTIES		.00	6,887.44	**	
		103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	8.00	96.00		
		6503		DIRECTORIES/HOME BUYER GU		500.00	5,750.00		
		4596				508.00	5,846.00	*	
		45		CHARGES FOR SALES & SERVICES		508.00	5,846.00	**	
		103700069901	6503	4920045	NONOPERATING REVENUES	.00	5,250.40		
		4920		NONOPERATING REVENUE		.00	5,250.40	*	
		49		OTHER REVENUE		.00	5,250.40	**	
		103700069901				15,168.00	202,237.17	***	
		6503				15,168.00	202,237.17	****	
		1037				15,168.00	202,237.17	*****	

AGENCY: 10 LABOR & REGULATION
BUDGET UNIT: 1037 REAL ESTATE COMMISSION

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	264,457.53	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			364,457.53	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			364,457.53	DR **	
BUDGET UNIT TOTAL 1037			364,457.53	DR ***	

CENTER NAME	REAL ESTATE COMMISSION	COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	580,357.00		580,357.00	0.00	0.00	17,289.50	214,555.70	348,511.80	364,457.53
BUDGETED TOT	580,357.00		580,357.00	0.00	0.00	17,289.50	214,555.70	348,511.80	
ALL COMP TOT	580,357.00		580,357.00	0.00	0.00	17,289.50	214,555.70	348,511.80	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	269,919.00	0.00	0.00	21,776.24	126,199.08	143,719.92	53.2
5102 EMPLOYEE BENEFITS	79,288.00	0.00	0.00	6,599.75	38,997.98	40,290.02	50.8
5203 TRAVEL	37,350.00	0.00	0.00	1,372.12	11,468.02	25,881.98	69.3
5204 CONTRACTUAL SVCS	160,185.00	0.00	17,289.50	8,396.25	28,739.00	114,156.50	71.3
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	468.86	7,904.62	23,395.38	74.7
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	1,247.00	1,068.00	46.1
TOTALS	580,357.00	0.00	17,289.50	38,613.22	214,555.70	348,511.80	60.1

BREAKOUT BY COMPANY:

COMPANY	6503-I	PROFESSIONAL & LICENSING BOARDS	TOT
5101000	EMPLOYEE SALARIES	269,919.00	269,919.00
5102000	EMPLOYEE BENEFITS	79,288.00	79,288.00
5203000	TRAVEL	37,350.00	37,350.00
5204000	CONTRACTUAL SVCS	160,185.00	160,185.00
5205000	SUPPLIES & MATRLS	31,300.00	31,300.00
5207000	CAPITAL OUTLAY	2,315.00	2,315.00
PS SUBTOTALS		349,207.00	349,207.00
OE SUBTOTALS		231,150.00	231,150.00
COMPANY 6503-I	TOT	580,357.00	580,357.00

Revenue Report Ending 12/31/17

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,000	120	1,040	1,960	65
Auctioneer	450	0	450	0	
Broker	65,000	3,825	42,935	22,065	34
Home Inspectors	4,000	800	1,575	2,425	61
Property Manager	6,000	225	3,750	2,250	38
Sales Agents	2,000	0	1,100	900	45
Timeshare Agents	1,000	0	550	450	45
Firms	7,500	1,000	3,400	4,100	55
Condominiums	7,000	0	2,766.67	4,233.33	60
Timeshare Projects	6,000	1,000	4,630	1,370	23
Educational Courses	14,000	800	7,125	6,875	49
Additional Licenses	2,000	150	1,055	1,095	55
Change of Address	7,000	705	905	3,780	54
Certificate of Licensure	3,000	285	1,680	1,320	44
Late Renewal Fees	9,000	0	8,860	140	2
Renewal Res Rental Agents	3,000	0	900	2,100	70
Renewal Auctioneer	5,000	0	1,000	4,000	80
Renewal Broker	185,500	0	104,750	81,750	44
Home Inspection Renewal	5,000	0	3,100	1,900	38
Renewal Property Manager	9,000	0	3,375	5,625	63
Renewal Sales Agents	15,000	0	8,250	6,750	45
Renewal Timeshare Agents	1,000	0	500	500	50
Renewal Firms	38,000	0	20,375	17,625	46
Renewal Timeshare Project	7,000	0	6,750	6,000	
Renewal Additional Licenses	4,000	0	(1,040)	5,040	126
Misc. Fines, Penalties and NO Rev	15,000	0	2,862.16	12,137.84	81
Interest Earned	7,350	0	7,350	0	
License Law Books Sold	1,500	8	1,404	96	6
Directories/Guide Sold	9,000	500	3,250	5,750	64
Mailing Labels Sold	5,500	0	5,500	0	
Investigation Reimbursement	2,000	0	2,000	0	
	449,800	15,168	247,562.83	202,237.17	45

+ online
renewals
\$124,555