

Meeting Minutes
South Dakota Real Estate Commission

Via Zoom

1-312-626-6799 Meeting ID: 966 0047 0143 Passcode: 911881

January 6, 2021 9:30 a.m. CST

Chairman Carol Lawhun called the meeting to order at 9:34 a.m. A quorum was participating.

Members Present: Dave Bonde
Carol Lawhun
Mark Wahlstrom
Ryan Wordeman
Ken Cotton

Others Present: Melissa Miller, Executive Director, SDREC
Graham Oey, Staff Attorney, SD Department of Labor and
Regulation,
Lauren McMillon

Cotton made a motion to approve the agenda. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

Public Comment – No comments were made from the public.

Wahlstrom made motion to approve the December 2 meeting minutes. Wordeman seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

Summary of the financials for November was presented by Director Miller. Wordeman made a motion to acknowledge receipt of November financials and to file. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

Complaint 2021-001

Wahlstrom made motion to approve Complaint 2021-001. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

A discussion was held on evaluation and BPOs. Oey did some follow up from the last meeting and will prepare a document to assist brokers who perform BPOs, evaluations, or appraisals

A discussion was held on electronic notary. Oey visited with Eric Hansen. He works a title insurance company and has been running lead on remote notary issues. He was wondering if any of the commission members would like to participate in a work group on remote notary. Lawhun and Wordeman agreed to join the work group. Hansen will be providing Oey a packet of information that he has put together soon. SDRA would like us to share information with them.

Other Business:

Oey informed the commission that he wants to be consistent and file a complaint against Responsible Brokers when a licensee within a Responsible Brokers firm is being subjected to disciplinary action. The commission agreed.

Miller informed the commission that Michelle Kleven with SDRA called to let us know that a bill to make some changes to the new Property Condition Disclosure Statement will be coming out this Legislative Session. Miller will share that information when she receives it.

Next Meeting is March 10, 2021.

Bonde made a motion to adjourn the meeting at 10:22 a.m. Wordeman seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

Meeting Adjourned.

STATE OF SOUTH DAKOTA
CASH CENTER BALANCES
AS OF: 12/31/2020

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	453,786.68	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,444.92	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			556,231.60	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			556,231.60	DR **	
BUDGET UNIT TOTAL 1037			556,231.60	DR ***	

CENTER NAME REAL ESTATE COMMISSION - INFO

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	628,198.00	0.00	0.00	15,643.24	197,098.11	415,456.65	556,231.60
BUDGETED TOT	628,198.00	0.00	0.00	15,643.24	197,098.11	415,456.65	
ALL COMP TOT	628,198.00	0.00	0.00	15,643.24	197,098.11	415,456.65	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	BUDGET AVAILABLE	PCT AVTL
5101 EMPLOYEE SALARIES	296,336.00	0.00	0.00	18,160.02	120,229.24	59.4
5102 EMPLOYEE BENEFITS	96,133.00	0.00	0.00	6,157.96	42,567.98	55.7
5203 TRAVEL	40,407.00	0.00	0.00	0.00	39,778.01	98.4
5204 CONTRACTUAL SVCS	161,707.00	0.00	15,643.24	5,941.35	27,643.49	73.2
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	78.96	4,317.43	86.2
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	1,710.98	26.1
TOTALS	628,198.00	0.00	15,643.24	30,338.29	197,098.11	66.1

BREAKOUT BY COMPANY:

COMPANY	PROFESSIONAL & LICENSING BOARDS	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	BUDGET AVAILABLE	PCT AVTL
5101000	EMPLOYEE SALARIES	296,336.00	0.00	0.00	18,160.02	120,229.24	59.4
5102000	EMPLOYEE BENEFITS	96,133.00	0.00	0.00	6,157.96	42,567.98	55.7
5203000	TRAVEL	40,407.00	0.00	0.00	0.00	39,778.01	98.4
5204000	CONTRACTUAL SVCS	161,707.00	0.00	15,643.24	5,941.35	27,643.49	73.2
5205000	SUPPLIES & MATRLS	31,300.00	0.00	0.00	78.96	4,317.43	86.2
5207000	CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	1,710.98	26.1
PS SUBTOTALS		392,469.00	0.00	0.00	24,317.98	162,797.22	58.5
OE SUBTOTALS		235,729.00	0.00	15,643.24	6,020.31	34,300.89	78.8
COMPANY 6503-I	TOT	628,198.00	0.00	15,643.24	30,338.29	197,098.11	66.1

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 12/31/2020

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION - INFO	COMP	6503	PROFESSIONAL & LICENSING BOARDS	ACCT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
103700069901	6503	4293700	RESIDENT RENTAL AGENTS		540.00	1,635.00				
103700069901	6503	4293702	BROKER		6,300.00	42,450.00				
103700069901	6503	4293703	HOME INSPECTORS		600.00	2,025.00				
103700069901	6503	4293704	PROPERTY MANAGER		1,350.00	2,475.00				
103700069901	6503	4293705	SALES AGENTS		.00	225.00				
103700069901	6503	4293707	FIRMS		1,710.00	7,435.00				
103700069901	6503	4293708	CONDOMINIUMS		1,485.33	7,622.33				
103700069901	6503	4293711	EDUCATIONAL COURSES		1,310.00	7,825.00				
103700069901	6503	4293712	ADDITIONAL LICENSES		1,500.00-	840.00				
103700069901	6503	4293713	CHANGE OF ADDRESS		1,020.00	3,855.00				
103700069901	6503	4293714	CERTIFICATES OF LICENSURE		350.00	1,745.00				
103700069901	6503	4293715	LATE RENEWAL FEES		5,480.00	6,670.00				
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS		400.00	2,500.00				
103700069901	6503	4293718	RENEWAL AUCTIONEER		1,875.00	2,250.00				
103700069901	6503	4293719	RENEWAL BROKER		70,625.00	148,250.00				
103700069901	6503	4293720	HOME INSPECTION RENEWAL		1,500.00	3,900.00				
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER		3,625.00	8,875.00				
103700069901	6503	4293722	RENEWAL SALES AGENTS		4,875.00	10,875.00				
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS		5,250.00-	.00				
103700069901	6503	4293724	RENEWAL FIRMS		8,220.00	29,180.00				
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT		6,500.00	6,500.00				
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS		2,760.00	2,760.00				
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)		113,775.33	299,892.33	*			
ACCT: 42			LICENSES, PERMITS & FEES		113,775.33	299,892.33	**			

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 12/31/2020

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION - INFO					
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE		
103700069901	6503	4393003	MISC FINES & PENALTIES	1,000.00	2,347.19		
ACCT: 4393			PENALTIES (NON-GOVERNMENTAL)	1,000.00	2,347.19	*	
ACCT: 43			FINES, FORFEITS & PENALTIES	1,000.00	2,347.19	**	
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	40.00	1,588.00		
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	1,770.00	5,665.00		
ACCT: 4596				1,810.00	7,253.00	*	
ACCT: 45			CHARGES FOR SALES & SERVICES	1,810.00	7,253.00	**	
103700069901	6503	4910000	OPERATING TRANSFERS IN	.00	2,104.59		
ACCT: 4910			OPERATING TRANSFERS IN	.00	2,104.59	*	
103700069901	6503	4920045	NONOPERATING REVENUES	.00	8,187.25		
ACCT: 4920			NONOPERATING REVENUE	.00	8,187.25	*	
ACCT: 49			OTHER REVENUE	.00	10,291.84	**	
CNTR: 103700069901				116,585.33	319,784.36	***	
103700069902	6503	4920045	NONOPERATING REVENUES	.00	2,444.92		
ACCT: 4920			NONOPERATING REVENUE	.00	2,444.92	*	
ACCT: 49			OTHER REVENUE	.00	2,444.92	**	
CNTR: 103700069902				.00	2,444.92	***	
COMP: 6503				116,585.33	322,229.28	****	
B UNIT: 1037				116,585.33	322,229.28	*****	

Revenue Report Ending 12/31/20

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,000	540	1,365	1,635	54
Broker	54,000	6,300	11,550	42,450	78
Home Inspectors	4,000	600	1,975	2,025	51
Property Manager	6,000	1,350	3,525	2,475	41
Sales Agents	4,000	0	3,775	225	5
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	1,710	(435)	7,435	106
Condominiums	6,000	1,485.33	(1,622.33)	7,622.33	127
Timeshare Projects	4,000	0	4,000	0	
Educational Courses	14,000	1,310	6,175	7,825	55
Additional Licenses	4,000	1,500-	3,160	840	21
Change of Address	7,000	1,020	3,145	3,855	55
Certificate of Licensure	2,500	350	755	1,745	69
Late Renewal Fees	12,000	5,480	5,330	6,670	55
Renewal Res Rental Agents	4,000	400	1,500	2,500	62
Renewal Auctioneer	3,000	1,875	750	2,250	75
Renewal Broker	180,000	70,625	31,750	148,250	82
Home Inspection Renewal	7,000	1,500	3,100	3,900	55
Renewal Property Manager	12,000	3,625	3,125	8,875	73
Renewal Sales Agents	14,000	4,875	3,125	10,875	77
Renewal Timeshare Agents	1,000	5,250-	1,000	0	
Renewal Firms	37,000	8,220	7,820	29,180	78
Renewal Timeshare Project	6,500	6,500	0	6,500	100
Renewal Additional Licenses	2,000	2,760	(760)	2,760	138
Misc. Fines, Penalties and NO Rev	18,000	1,000	2,916.05	15,083.95	83
Interest Earned					
License Law Books Sold	900	40	(688)	1,588	176
Directories/Lists Sold	9,000	1,770	3,335	5,665	43
	422,900	116,585.33	104,176.05 (3,505.33)	322,229.28	76

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STATE OF SOUTH DAKOTA
CASH CENTER BALANCES
AS OF: 01/31/2021

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	454,129.60	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,444.92	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			556,574.52	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			556,574.52	DR **	
BUDGET UNIT TOTAL 1037			556,574.52	DR ***	

BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE	PCT AVL
6503-I	628,198.00	0.00	0.00	14,362.70	227,934.63	385,900.67	556,574.52	
BUDGETED TOT	628,198.00	0.00	0.00	14,362.70	227,934.63	385,900.67		
ALL COMP TOT	628,198.00	0.00	0.00	14,362.70	227,934.63	385,900.67		

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	296,336.00	0.00	0.00	19,441.23	139,670.47	156,665.53	52.9
5102 EMPLOYEE BENEFITS	96,133.00	0.00	0.00	6,261.26	48,829.24	47,303.76	49.2
5203 TRAVEL	40,407.00	0.00	0.00	0.00	628.99	39,778.01	98.4
5204 CONTRACTUAL SVCS	161,707.00	0.00	14,362.70	4,561.41	32,204.90	115,139.40	71.2
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	269.63	4,587.06	26,712.94	85.3
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	302.99	2,013.97	301.03	13.0
TOTALS	628,198.00	0.00	14,362.70	30,836.52	227,934.63	385,900.67	61.4

BREAKOUT BY COMPANY:

COMPANY	PROFESSIONAL & LICENSING BOARDS	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
COMPANY 6503-I	296,336.00	0.00	0.00	0.00	19,441.23	139,670.47	156,665.53	52.9
5101000 EMPLOYEE SALARIES	96,133.00	0.00	0.00	0.00	6,261.26	48,829.24	47,303.76	49.2
5102000 EMPLOYEE BENEFITS	40,407.00	0.00	0.00	0.00	0.00	628.99	39,778.01	98.4
5203000 TRAVEL	161,707.00	0.00	0.00	14,362.70	4,561.41	32,204.90	115,139.40	71.2
5204000 CONTRACTUAL SVCS	31,300.00	0.00	0.00	0.00	269.63	4,587.06	26,712.94	85.3
5205000 SUPPLIES & MATRLS	2,315.00	0.00	0.00	0.00	302.99	2,013.97	301.03	13.0
5207000 CAPITAL OUTLAY	392,469.00	0.00	0.00	0.00	25,702.49	188,499.71	203,969.29	52.0
PS SUBTOTALS	235,729.00	0.00	0.00	0.00	5,134.03	39,434.92	181,931.38	77.2
OE SUBTOTALS	628,198.00	0.00	0.00	14,362.70	30,836.52	227,934.63	385,900.67	61.4
COMPANY 6503-I TOT	628,198.00	0.00	0.00	14,362.70	30,836.52	227,934.63	385,900.67	61.4

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 01/31/2021

AGENCY 10 LABOR & REGULATION
 BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
COMPANY NO 6503 COMPANY NAME PROFESSIONAL & LICENSING BOARDS					
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	.00	1,635.00
103700069901	6503	4293702	BROKER	4,725.00	47,175.00
103700069901	6503	4293703	HOME INSPECTORS	800.00	2,825.00
103700069901	6503	4293704	PROPERTY MANAGER	450.00	2,925.00
103700069901	6503	4293705	SALES AGENTS	450.00	675.00
103700069901	6503	4293707	FIRMS	600.00	8,035.00
103700069901	6503	4293708	CONDOMINIUMS	875.00	8,497.33
103700069901	6503	4293711	EDUCATIONAL COURSES	325.00	8,150.00
103700069901	6503	4293712	ADDITIONAL LICENSES	90.00	930.00
103700069901	6503	4293713	CHANGE OF ADDRESS	555.00	4,410.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	195.00	1,940.00
103700069901	6503	4293715	LATE RENEWAL FEES	4,040.00	10,710.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	250.00	2,750.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	2,250.00
103700069901	6503	4293719	RENEWAL BROKER	13,250.00	161,500.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	500.00	4,400.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	1,000.00	9,875.00
103700069901	6503	4293722	RENEWAL SALES AGENTS	750.00	11,625.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	125.00	125.00
103700069901	6503	4293724	RENEWAL FIRMS	2,905.00	32,085.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	250.00	6,750.00
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	90.00	2,850.00
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	32,225.00	332,117.33
ACCT: 42			LICENSES, PERMITS & FEES	32,225.00	332,117.33

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STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 01/31/2021

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION - INFO	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
103700069901	6503	4393003	MISC FINES & PENALTIES		.00	2,347.19	
ACCT: 4393			PENALTIES (NON-GOVERNMENTAL)		.00	2,347.19	*
ACCT: 43			FINES, FORFEITS & PENALTIES		.00	2,347.19	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD		.00	1,588.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU		225.00	5,890.00	
ACCT: 4596					225.00	7,478.00	*
ACCT: 45			CHARGES FOR SALES & SERVICES		225.00	7,478.00	**
103700069901	6503	4910000	OPERATING TRANSFERS IN		.00	2,104.59	
ACCT: 4910			OPERATING TRANSFERS IN		.00	2,104.59	*
103700069901	6503	4920045	NONOPERATING REVENUES		.00	8,187.25	
ACCT: 4920			NONOPERATING REVENUE		.00	8,187.25	*
ACCT: 49			OTHER REVENUE		.00	10,291.84	**
CNTR: 103700069901					32,450.00	352,234.36	***
103700069902	6503	4920045	NONOPERATING REVENUES		.00	2,444.92	
ACCT: 4920			NONOPERATING REVENUE		.00	2,444.92	*
ACCT: 49			OTHER REVENUE		.00	2,444.92	**
CNTR: 103700069902					.00	2,444.92	***
COMP: 6503					32,450.00	354,679.28	****
B UNIT: 1037					32,450.00	354,679.28	*****

Revenue Report Ending 01/31/21

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,000	0	1,365	1,635	54
Broker	54,000	4,725	6,825	47,175	87
Home Inspectors	4,000	800	1,175	2,825	70
Property Manager	6,000	450	3,075	2,925	48
Sales Agents	4,000	450	3,325	675	17
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	600	(1,035)	8,035	114
Condominiums	6,000	875	(2,497.33)	8,497.33	141
Timeshare Projects	4,000	0	4,000	0	
Educational Courses	14,000	325	5,850	8,150	58
Additional Licenses	4,000	90	3,070	930	23
Change of Address	7,000	555	2,590	4,410	63
Certificate of Licensure	2,500	195	560	1,940	77
Late Renewal Fees	12,000	4,040	1,290	10,710	89
Renewal Res Rental Agents	4,000	250	1,250	2,750	68
Renewal Auctioneer	3,000	0	750	2,250	75
Renewal Broker	180,000	13,250	18,500	161,500	90
Home Inspection Renewal	7,000	500	2,600	4,400	62
Renewal Property Manager	12,000	1,000	2,125	9,875	82
Renewal Sales Agents	14,000	750	2,375	11,625	83
Renewal Timeshare Agents	1,000	125	875	125	12
Renewal Firms	37,000	2,905	4,915	32,085	86
Renewal Timeshare Project	6,500	250	(250)	6,750	103
Renewal Additional Licenses	2,000	90	(850)	2,850	142
Misc. Fines, Penalties and NO Rev	18,000	0	2,916.05	15,083.95	83
Interest Earned					
License Law Books Sold	900	0	(688)	1,588	176
Directories/Lists Sold	9,000	225	3,110	5,890	65
	422,900	32,450.00	73,541.05 (5,320.33)	354,679.28	84

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STATE OF SOUTH DAKOTA
CASH CENTER BALANCES
AS OF: 02/28/2021

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	467,891.58	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,444.92	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			570,336.50	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			570,336.50	DR **	
BUDGET UNIT TOTAL 1037			570,336.50	DR ***	

BUDGET UNIT 1037

AS OF: 02/28/2021
FY YEAR REMAINING: 33.7%
PAY DAYS REMAINING: 8

DATE 02/27/2021

BUDGET UNIT NAME REAL ESTATE COMMISSION - INFO

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	628,198.00	0.00	0.00	13,082.16	254,356.60	360,759.24	570,336.50
BUDGETED TOT	628,198.00	0.00	0.00	13,082.16	254,356.60	360,759.24	
ALL COMP TOT	628,198.00	0.00	0.00	13,082.16	254,356.60	360,759.24	

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	296,336.00	0.00	0.00	17,612.19	157,282.66	139,053.34	46.9
5102 EMPLOYEE BENEFITS	96,133.00	0.00	0.00	6,044.02	54,873.26	41,259.74	42.9
5203 TRAVEL	40,407.00	0.00	0.00	0.00	628.99	39,778.01	98.4
5204 CONTRACTUAL SVCS	161,707.00	0.00	13,082.16	2,097.19	34,302.09	114,322.75	70.7
5205 SUPPLIES & MATRIS	31,300.00	0.00	0.00	668.57	5,255.63	26,044.37	83.2
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	2,013.97	301.03	13.0
TOTALS	628,198.00	0.00	13,082.16	26,421.97	254,356.60	360,759.24	57.4

BREAKOUT BY COMPANY:

COMPANY	PROFESSIONAL & LICENSING BOARDS	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101000	EMPLOYEE SALARIES	296,336.00	0.00	0.00	17,612.19	157,282.66	139,053.34	46.9
5102000	EMPLOYEE BENEFITS	96,133.00	0.00	0.00	6,044.02	54,873.26	41,259.74	42.9
5203000	TRAVEL	40,407.00	0.00	0.00	0.00	628.99	39,778.01	98.4
5204000	CONTRACTUAL SVCS	161,707.00	0.00	13,082.16	2,097.19	34,302.09	114,322.75	70.7
5205000	SUPPLIES & MATRIS	31,300.00	0.00	0.00	668.57	5,255.63	26,044.37	83.2
5207000	CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	2,013.97	301.03	13.0
PS SUBTOTALS		392,469.00	0.00	0.00	23,656.21	212,155.92	180,313.08	45.9
OE SUBTOTALS		235,729.00	0.00	13,082.16	2,765.76	42,200.68	180,446.16	76.5
COMPANY 6503-I	TOT	628,198.00	0.00	13,082.16	26,421.97	254,356.60	360,759.24	57.4

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 02/28/2021

AGENCY BUDGET UNIT	CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
10 1037	LABOR & REGULATION REAL ESTATE COMMISSION - INFO	6503	PROFESSIONAL & LICENSING BOARDS			
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	240.00	1,875.00	
103700069901	6503	4293702	BROKER	6,975.00	54,150.00	
103700069901	6503	4293703	HOME INSPECTORS	1,000.00	3,825.00	
103700069901	6503	4293704	PROPERTY MANAGER	450.00	3,375.00	
103700069901	6503	4293705	SALES AGENTS	675.00	1,350.00	
103700069901	6503	4293707	FIRMS	1,700.00	9,735.00	
103700069901	6503	4293708	CONDOMINIUMS	6,562.00	15,059.33	
103700069901	6503	4293710	TIMESHARE PROJECTS	1,000.00	1,000.00	
103700069901	6503	4293711	EDUCATIONAL COURSES	1,950.00	10,100.00	
103700069901	6503	4293712	ADDITIONAL LICENSES	120.00	1,050.00	
103700069901	6503	4293713	CHANGE OF ADDRESS	720.00	5,130.00	
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	345.00	2,285.00	
103700069901	6503	4293715	LATE RENEWAL FEES	3,480.00	14,190.00	
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	150.00	2,900.00	
103700069901	6503	4293718	RENEWAL AUCTIONEER	125.00	2,375.00	
103700069901	6503	4293719	RENEWAL BROKER	7,500.00	169,000.00	
103700069901	6503	4293720	HOME INSPECTION RENEWAL	300.00	4,700.00	
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	500.00	10,375.00	
103700069901	6503	4293722	RENEWAL SALES AGENTS	125.00	11,750.00	
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	125.00	
103700069901	6503	4293724	RENEWAL FIRMS	875.00	32,960.00	
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	6,750.00	
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	30.00	2,880.00	
ACCT: 4293	BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)			34,822.00	366,939.33	

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STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 02/28/2021

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION - INFO	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
ACCT:	42		LICENSES, PERMITS & FEES		34,822.00	366,939.33	**
	103700069901	6503	4393003	MISC FINES & PENALTIES	5,939.93	8,287.12	*
	ACCT:	4393		PENALTIES (NON-GOVERNMENTAL)	5,939.93	8,287.12	*
	ACCT:	43		FINES, FORFEITS & PENALTIES	5,939.93	8,287.12	**
	103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	80.00	1,668.00	
	103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	640.00	6,530.00	
	ACCT:	4596			720.00	8,198.00	*
	ACCT:	45		CHARGES FOR SALES & SERVICES	720.00	8,198.00	**
	103700069901	6503	4910000	OPERATING TRANSFERS IN	.00	2,104.59	
	ACCT:	4910		OPERATING TRANSFERS IN	.00	2,104.59	*
	103700069901	6503	4920045	NONOPERATING REVENUES	.00	8,187.25	*
	ACCT:	4920		NONOPERATING REVENUE	.00	8,187.25	**
	ACCT:	49		OTHER REVENUE	.00	10,291.84	**
	CNTR:	103700069901			41,481.93	393,716.29	***
	103700069902	6503	4920045	NONOPERATING REVENUES	.00	2,444.92	
	ACCT:	4920		NONOPERATING REVENUE	.00	2,444.92	*
	ACCT:	49		OTHER REVENUE	.00	2,444.92	**
	CNTR:	103700069902			.00	2,444.92	***
	COMP:	6503			41,481.93	396,161.21	****
	B UNIT:	1037			41,481.93	396,161.21	*****

Revenue Report Ending 02/28/21

(Additional Report) Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,000	240	1,125	1,875	62
Broker	54,000	6,975	(150)	54,150	100
Home Inspectors	4,000	1,000	175	3,825	95
Property Manager	6,000	450	2,625	3,375	56
Sales Agents	4,000	675	2,650	1,350	33
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	1,700	(2,735)	9,735	139
Condominiums	6,000	6,562	(9,059.33)	15,059.33	250
Timeshare Projects	4,000	1,000	3,000	1,000	25
Educational Courses	14,000	1,950	3,900	10,100	72
Additional Licenses	4,000	120	2,950	1,050	26
Change of Address	7,000	720	1,870	5,130	73
Certificate of Licensure	2,500	345	215	2,285	91
Late Renewal Fees	12,000	3,480	(2,190)	14,190	118
Renewal Res Rental Agents	4,000	150	1,100	2,900	72
Renewal Auctioneer	3,000	125	625	2,375	79
Renewal Broker	180,000	7,500	11,000	169,000	93
Home Inspection Renewal	7,000	300	2,300	4,700	67
Renewal Property Manager	12,000	500	1,625	10,375	86
Renewal Sales Agents	14,000	125	2,250	11,750	84
Renewal Timeshare Agents	1,000	0	875	125	12
Renewal Firms	37,000	875	4,040	32,085	87
Renewal Timeshare Project	6,500	0	(250)	6,750	103
Renewal Additional Licenses	2,000	30	(880)	2,880	144
Misc. Fines, Penalties and NO Rev	18,000	5,939.93	(3,023.88)	21,023.88	116
Interest Earned					
License Law Books Sold	900	80	(768)	1,668	185
Directories/Lists Sold	9,000	640	2,470	6,530	72
	422,900	41,481.93	45,795 (19,056.21)	396,161.21	93