

**Meeting Minutes**  
**South Dakota Real Estate Commission**  
Telephonic Meeting

May 9, 2019 10:00 a.m. CDT

Chairman Mark Wahlstrom called the meeting to order at 10:00 a.m. A quorum was participating.

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

**Members Absent:** None

**Others Present:** Melissa Miller, Executive Director, SDREC  
Michelle Metzinger, Compliance Officer SDREC  
Cindy Nickels, Licensing Administrator, SDREC  
Graham Oey, Staff Attorney, South Dakota Department of Labor and Regulation (Telephonic)  
Tim Bond, Compliance Officer, SDREC

Cotton made a motion to approve the agenda. Bonde seconded the motion. Wahlstrom called for a vote. **MOTION PASSED.**

Public Comment – None.

Wordeman made motion to approve the meeting minutes. Cotton seconded the motion. Wahlstrom called for a vote. **MOTION PASSED.**

Summary of the financials for March and April was presented by Director Miller. Lawhun made a motion to acknowledge receipt of financials and to file. Wordeman seconded the motion. Wahlstrom called for a vote. **MOTION PASSED.**

Cotton made a motion to accept Consent Agreements and Payments (Citation Program). Wordeman seconded the motion. Wahlstrom called for a vote. **MOTION PASSED.**

Wordeman made a motion to enter executive session to consult with legal counsel pursuant SDCL 1-25-2(3). Bonde seconded the motion. Wahlstrom called for a vote. **MOTION PASSED.** The commission entered executive session at 10:09 a.m.

Nickels and Bond left the meeting at 10:09 p.m.

The commission came out of executive session at 10:52 a.m.

Nickels, Bond, and Metzinger rejoined meeting at 10:52.

Complaint 2019-003

Bonde made a motion approve consent agreement 2019-003 with an amendment to paragraph 29 to reference paragraph 28 instead of 25. Cotton seconded the motion. Wahlstrom called for a roll call vote. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Complaint 2019-005

Lawhun made a motion to dismiss case 2019-005. Wordeman seconded the motion. Wahlstrom called for a roll call vote. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Complaint 2019-006

Bonde made a motion to table consent agreement 2019-006 till next meeting. Wordeman seconded the motion. Wahlstrom called for a roll call vote. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Complaint 2019-107

Wordeman made a motion to approve consent agreement 2019-107 with an amendment to paragraph 31 to reference paragraph 30 instead of 27. Cotton seconded the motion. Wahlstrom called for a roll call vote. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Complaint 2019-110

Wordeman made a motion to approve consent agreement. 2019-110. Cotton seconded the motion. Wahlstrom called for a roll call vote. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Discussion was held about Citation Program.

Discussion was held about Team Legislation Rule Making Authority.

Discussion was held by Miller and Lawhun regarding ARELLO meeting they attended.

Other Business – None

The next meeting will be scheduled for June 6<sup>th</sup>

Wordeman made a motion to adjourn the meeting at 11:38 a.m. Cotton seconded the motion. Wahlstrom called for a vote. **MOTION PASSED.**

**Meeting Minutes**  
**South Dakota Real Estate Commission**  
Telephonic Meeting

May 30, 2019 9:00 a.m. CDT

Chairman Mark Wahlstrom called the meeting to order at 9:00 a.m. A quorum was participating.

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

**Members Absent:** None

**Others Participating:** Melissa Miller, Executive Director, SDREC  
Michelle Metzinger, Compliance Officer, SDREC  
Cindy Nickels, Licensing Administrator, SDREC  
Graham Oey, Staff Attorney, South Dakota Department of Labor  
and Regulation

Cotton made a motion to add consent agreement 2019-108 to the agenda and to approve the agenda. Wordeman seconded the motion. Wahlstrom called for a vote. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Public Comment – None.

Bonde made a motion to enter Executive Session to consult with legal counsel pursuant to SDCL 1-25-2(3). Cotton seconded the motion. Wahlstrom called for a vote. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

The commission entered executive session at 9:04 a.m.

Metzinger and Nickels left the meeting at 9:04 a.m.

The commission came out of executive session at 9:14 a.m.

Nickels rejoined the meeting at 9:14 p.m.

Complaint 2019-006

Bonde made a motion to approve consent agreement 2019-006. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Complaint 2019-117

Wordeman made a motion to approve consent agreement 2019-117. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

Complaint 2019-108

Lawhun made a motion to dismiss consent agreement 2019-108. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

The next meeting will be scheduled for July 10, 2019.

Cotton made a motion to adjourn the meeting at 9:19 a.m. Wordeman seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Cotton – yea; Lawhun – yea; Wahlstrom – yea)

STATE OF SOUTH DAKOTA  
CASH CENTER BALANCES  
AS OF: 05/31/2019

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	304,644.16	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	101,204.84	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			405,849.00	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			405,849.00	DR **	
BUDGET UNIT TOTAL 1037			405,849.00	DR ***	

BUDGET UNIT 1037

AVAILABLE FUNDS  
AS OF: 05/31/2019  
FY YEAR REMAINING: 8.5%  
PAY DAYS REMAINING: 1

DATE 06/01/2019

BUDGET UNIT 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	596,084.00	1,071.00	0.00	10,190.97	389,394.19	197,569.84	405,849.00
BUDGETED TOT	596,084.00	1,071.00	0.00	10,190.97	389,394.19	197,569.84	
ALL COMP TOT	596,084.00	1,071.00	0.00	10,190.97	389,394.19	197,569.84	

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	282,475.00	0.00	0.00	31,087.97	231,537.31	50,937.69	18.0
5102 EMPLOYEE BENEFITS	82,623.00	0.00	0.00	9,870.50	74,206.87	8,416.13	10.2
5203 TRAVEL	37,971.00	0.00	0.00	4,120.23	14,074.78	23,896.22	62.9
5204 CONTRACTUAL SVCS	160,471.00	0.00	10,190.97	6,557.56	54,490.81	95,789.22	59.7
5205 SUPPLIES & MATRIS	31,300.00	0.00	0.00	413.68	10,061.63	21,238.37	67.9
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	5,022.79	2,707.79-	0.0
TOTALS	597,155.00	0.00	10,190.97	52,049.94	389,394.19	197,569.84	33.1

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

COMPANY	EMPLOYEE SALARIES	EMPLOYEE BENEFITS	TRAVEL	CONTRACTUAL SVCS	SUPPLIES & MATRIS	CAPITAL OUTLAY	PS SUBTOTALS	OE SUBTOTALS	COMPANY 6503-I TOT
5101000	282,475.00	82,623.00	37,971.00	160,471.00	31,300.00	2,315.00	365,098.00	232,057.00	597,155.00
5102000	82,623.00	37,971.00	37,971.00	160,471.00	31,300.00	2,315.00	365,098.00	232,057.00	597,155.00
5203000	37,971.00	0.00	37,971.00	160,471.00	31,300.00	2,315.00	365,098.00	232,057.00	597,155.00
5204000	160,471.00	0.00	37,971.00	160,471.00	31,300.00	2,315.00	365,098.00	232,057.00	597,155.00
5205000	31,300.00	0.00	37,971.00	160,471.00	31,300.00	2,315.00	365,098.00	232,057.00	597,155.00
5207000	2,315.00	0.00	37,971.00	160,471.00	31,300.00	2,315.00	365,098.00	232,057.00	597,155.00
PS SUBTOTALS	365,098.00	0.00	37,971.00	160,471.00	31,300.00	2,315.00	365,098.00	232,057.00	597,155.00
OE SUBTOTALS	232,057.00	0.00	37,971.00	160,471.00	31,300.00	2,315.00	232,057.00	232,057.00	597,155.00
COMPANY 6503-I TOT	597,155.00	0.00	37,971.00	160,471.00	31,300.00	2,315.00	597,155.00	232,057.00	597,155.00

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 05/31/2019

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION	COMP	6503	PROFESSIONAL & LICENSING BOARDS	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	180.00	4,620.00				
103700069901	6503	4293701	AUCTIONEER	.00	675.00				
103700069901	6503	4293702	BROKER	3,375.00	50,850.00				
103700069901	6503	4293703	HOME INSPECTORS	.00	4,478.10				
103700069901	6503	4293704	PROPERTY MANAGER	1,575.00	8,975.00				
103700069901	6503	4293705	SALES AGENTS	450.00	6,975.00				
103700069901	6503	4293706	TIMESHARE AGENTS	225.00	600.00				
103700069901	6503	4293707	FIRMS	400.00	6,500.00				
103700069901	6503	4293708	CONDOMINIUMS	.00	9,031.23				
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	3,309.38				
103700069901	6503	4293711	EDUCATIONAL COURSES	390.00	12,045.00				
103700069901	6503	4293712	ADDITIONAL LICENSES	90.00	3,000.00				
103700069901	6503	4293713	CHANGE OF ADDRESS	945.00	9,060.00				
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	120.00	2,070.00				
103700069901	6503	4293715	LATE RENEWAL FEES	.00	11,440.00				
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	3,100.00				
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	2,625.00				
103700069901	6503	4293719	RENEWAL BROKER	.00	162,815.00				
103700069901	6503	4293720	HOME INSPECTION RENEWAL	.00	4,800.00				
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	.00	10,155.00				
103700069901	6503	4293722	RENEWAL SALES AGENTS	.00	9,750.00				
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	1,500.00				
103700069901	6503	4293724	RENEWAL FIRMS	.00	31,400.00				
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	6,875.00				

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 05/31/2019

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS		.00	1,470.00	
ACCT:	4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)		7,750.00	368,118.71	*
ACCT:	42		LICENSES, PERMITS & FEES		7,750.00	368,118.71	**
103700069901	6503	4393003	MISC FINES & PENALTIES		3,100.00	14,396.88	
ACCT:	4393		PENALTIES (NON-GOVERNMENTAL)		3,100.00	14,396.88	*
ACCT:	43		FINES, FORFEITS & PENALTIES		3,100.00	14,396.88	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD		.00	120.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU		50.00	8,560.00	
ACCT:	4596				50.00	8,680.00	*
ACCT:	45		CHARGES FOR SALES & SERVICES		50.00	8,680.00	**
103700069901	6503	4920045	NONOPERATING REVENUES		.00	3,519.91	
ACCT:	4920		NONOPERATING REVENUE		.00	3,519.91	*
ACCT:	49		OTHER REVENUE		.00	3,519.91	**
CNTR:	103700069901				10,900.00	394,715.50	***
103700069902	6503	4920045	NONOPERATING REVENUES		.00	1,204.84	
ACCT:	4920		NONOPERATING REVENUE		.00	1,204.84	*
ACCT:	49		OTHER REVENUE		.00	1,204.84	**
CNTR:	103700069902				.00	1,204.84	***
COMP:	6503				10,900.00	395,920.34	****
B UNIT:	1037				10,900.00	395,920.34	*****



**Revenue Report Ending 5/31/19**

(Additional Report) Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,000	180	(1,620)	4,620	154
Auctioneer	450	0	(225)	675	150
Broker	60,000	3,375	9,150	50,850	85
Home Inspectors	4,000	0	(450)	4,450	111
Property Manager	6,000	1,575	(2,975)	8,975	150
Sales Agents	2,000	450	(4,975)	6,975	349
Timeshare Agents	1,500	225	900	600	40
Firms	7,500	400	1,000	6,500	87
Condominiums	7,000	0	(2,031.23)	9,031.23	129
Timeshare Projects	3,000	0	(309.38)	3,309.38	110
Educational Courses	15,000	390	2,955	12,045	80
Additional Licenses	2,000	90	(1,000)	3,000	150
Change of Address	7,000	945	(2,060)	9,060	129
Certificate of Licensure	2,500	120	450	2,070	83
Late Renewal Fees	9,000	0	(2,440)	11,440	127
Renewal Res Rental Agents	4,000	0	900	3,100	78
Renewal Auctioneer	6,000	0	3,375	2,625	44
Renewal Broker	176,550	0	13,735	162,815	93
Home Inspection Renewal	6,000	0	1,200	4,800	80
Renewal Property Manager	9,000	0	(1,155)	10,155	113
Renewal Sales Agents	11,000	0	1,250	9,750	89
Renewal Timeshare Agents	1,000	0	(500)	1,500	150
Renewal Firms	35,000	0	3,600	31,400	90
Renewal Timeshare Project	6,000	0	(875)	6,875	115
Renewal Additional Licenses	4,000	0	2,530	1,470	37
Misc. Fines, Penalties and NO Rev					
Interest Earned	22,000	3,100	2,850.27	19,149.73	87
License Law Books Sold	500	0	380	120	24
Directories/Lists Sold	9,000	50	440	8,560	95
	420,000	10,900	44,715.27 (20,655.61)	395,920.34	94

STATE OF SOUTH DAKOTA  
CASH CENTER BALANCES  
AS OF: 06/30/2019

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	306,501.42	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	101,204.84	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			407,706.26	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			407,706.26	DR **	
BUDGET UNIT TOTAL 1037			407,706.26	DR ***	

BUDGET UNIT 1037

PAY DAYS REMAINING: 0

DATE 06/29/2019

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	596,084.00	1,071.00	0.00	0.00	410,218.73	186,936.27	407,706.26
BUDGETED TOT	596,084.00	1,071.00	0.00	0.00	410,218.73	186,936.27	
ALL COMP TOT	596,084.00	1,071.00	0.00	0.00	410,218.73	186,936.27	

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	282,475.00	0.00	0.00	10,190.06	241,727.37	40,747.63	14.4
5102 EMPLOYEE BENEFITS	82,623.00	0.00	0.00	3,300.03	77,506.90	5,116.10	6.2
5203 TRAVEL	37,971.00	0.00	0.00	361.80	14,436.58	23,534.42	62.0
5204 CONTRACTUAL SVCS	160,471.00	0.00	0.00	4,811.59	59,302.40	101,168.60	63.0
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	142.22	10,203.85	21,096.15	67.4
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	2,018.84	7,041.63	4,726.63-	0.0
TOTALS	597,155.00	0.00	0.00	20,824.54	410,218.73	186,936.27	31.3

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	282,475.00	0.00	0.00	10,190.06	241,727.37	40,747.63	14.4
5102000	EMPLOYEE BENEFITS	82,623.00	0.00	0.00	3,300.03	77,506.90	5,116.10	6.2
5203000	TRAVEL	37,971.00	0.00	0.00	361.80	14,436.58	23,534.42	62.0
5204000	CONTRACTUAL SVCS	160,471.00	0.00	0.00	4,811.59	59,302.40	101,168.60	63.0
5205000	SUPPLIES & MATRLS	31,300.00	0.00	0.00	142.22	10,203.85	21,096.15	67.4
5207000	CAPITAL OUTLAY	2,315.00	0.00	0.00	2,018.84	7,041.63	4,726.63-	0.0
	PS SUBTOTALS	365,098.00	0.00	0.00	13,490.09	319,234.27	45,863.73	12.6
	OE SUBTOTALS	232,057.00	0.00	0.00	7,334.45	90,984.46	141,072.54	60.8
	COMPANY 6503-I TOT	597,155.00	0.00	0.00	20,824.54	410,218.73	186,936.27	31.3

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 06/30/2019

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION	CURRENT MONTH	YEAR-TO-DATE	
CENTER	COMP	ACCOUNT	DESCRIPTION		
COMPANY NO	6503	PROFESSIONAL & LICENSING BOARDS			
COMPANY NAME					
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	180.00	4,800.00
103700069901	6503	4293701	AUCTIONEER	450.00	1,125.00
103700069901	6503	4293702	BROKER	7,450.00	58,300.00
103700069901	6503	4293703	HOME INSPECTORS	600.00	5,078.10
103700069901	6503	4293704	PROPERTY MANAGER	675.00	9,650.00
103700069901	6503	4293705	SALES AGENTS	1,250.00	8,225.00
103700069901	6503	4293706	TIMESHARE AGENTS	450.00	1,050.00
103700069901	6503	4293707	FIRMS	600.00	7,100.00
103700069901	6503	4293708	CONDOMINIUMS	890.00	9,921.23
103700069901	6503	4293710	TIMESHARE PROJECTS	1,671.15	4,980.53
103700069901	6503	4293711	EDUCATIONAL COURSES	2,160.00	14,205.00
103700069901	6503	4293712	ADDITIONAL LICENSES	105.00	3,105.00
103700069901	6503	4293713	CHANGE OF ADDRESS	1,500.00	10,560.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	825.00	2,895.00
103700069901	6503	4293715	LATE RENEWAL FEES	800.00	12,240.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	3,100.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	2,625.00
103700069901	6503	4293719	RENEWAL BROKER	375.00	163,190.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	.00	4,800.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	.00	10,155.00
103700069901	6503	4293722	RENEWAL SALES AGENTS	.00	9,750.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	125.00	1,625.00
103700069901	6503	4293724	RENEWAL FIRMS	.00	31,400.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	6,875.00

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 06/30/2019

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS				3,500.00	4,970.00	
ACCT:	4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)				23,606.15	391,724.86	*
ACCT:	42		LICENSES, PERMITS & FEES				23,606.15	391,724.86	**
103700069901	6503	4393003	MISC FINES & PENALTIES				750.00	15,146.88	
ACCT:	4393		PENALTIES (NON-GOVERNMENTAL)				750.00	15,146.88	*
ACCT:	43		FINES, FORFEITS & PENALTIES				750.00	15,146.88	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD				.00	120.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU				1,250.00	9,810.00	
ACCT:	4596						1,250.00	9,930.00	*
ACCT:	45		CHARGES FOR SALES & SERVICES				1,250.00	9,930.00	**
103700069901	6503	4920045	NONOPERATING REVENUES				.00	3,519.91	
ACCT:	4920		NONOPERATING REVENUE				.00	3,519.91	*
ACCT:	49		OTHER REVENUE				.00	3,519.91	**
CNTR:	103700069901						25,606.15	420,321.65	***
103700069902	6503	4920045	NONOPERATING REVENUES				.00	1,204.84	
ACCT:	4920		NONOPERATING REVENUE				.00	1,204.84	*
ACCT:	49		OTHER REVENUE				.00	1,204.84	**
CNTR:	103700069902						.00	1,204.84	***
COMP:	6503						25,606.15	421,526.49	****
B UNIT:	1037						25,606.15	421,526.49	*****

**Revenue Report Ending 6/30/19**

(Additional Report)

<b>Description</b>	<b>Budgeted</b>	<b>Current</b>	<b>Rev. to be Rec</b>	<b>YTD</b>	<b>PCT Rec.</b>
Residential Rental Agents	3,000	180	(1,800)	4,800	160
Auctioneer	450	450	(675)	1,125	450
Broker	60,000	7,450	1,700	58,300	97
Home Inspectors	4,000	600	(1,050)	5,050	126
Property Manager	6,000	675	(3,650)	9,650	161
Sales Agents	2,000	1,250	(6,225)	8,825	441
Timeshare Agents	1,500	450	450	1,050	70
Firms	7,500	600	400	7,100	95
Condominiums	7,000	890	(2,921.23)	9,921.23	142
Timeshare Projects	3,000	1,671.15	(1,980.53)	4,980.53	166
Educational Courses	15,000	2,160	795	14,205	95
Additional Licenses	2,000	105	(1,105)	3,105	155
Change of Address	7,000	1,500	(3,560)	10,560	151
Certificate of Licensure	2,500	825	(395)	2,895	136
Late Renewal Fees	9,000	800	(3,240)	12,240	127
Renewal Res Rental Agents	4,000	0	900	3,100	78
Renewal Auctioneer	6,000	0	3,375	2,625	44
Renewal Broker	176,550	375	13,360	163,190	93
Home Inspection Renewal	6,000	0	1,200	4,800	80
Renewal Property Manager	9,000	0	(1,155)	10,155	113
Renewal Sales Agents	11,000	0	1,250	9,750	89
Renewal Timeshare Agents	1,000	125	(625)	1,625	163
Renewal Firms	35,000	0	3,600	31,400	90
Renewal Timeshare Project	6,000	0	(875)	6,875	115
Renewal Additional Licenses	4,000	3,500	(970)	4,970	124
Misc. Fines, Penalties and NO Rev					
Interest Earned	22,000	750	2,100.27	19,899.77	90
License Law Books Sold	500	0	380	120	24
Directories/Lists Sold	9,000	1,250	(810)	9,810	109
	420,000	25,606.15	29,510.49 (31,036.76)	421,526.49	100



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## EVENTS

2019 Annual Conference/Denver

2019 Commissioner College-Section 101@AC2019

2019 Investigator Workshop

2020 Mid-Year Meeting/Savannah

District 2/3 Meeting in June 2020

District Conferences

Commissioner College

Future Events

My Registrations

Event Handouts

## 2019 Annual Conference/Denver



Denver, CO/Grand Hyatt Denver  
September 18–21, 2019

[Register Here](#)  
by 9/21/19

Ready to become a sponsor?  
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### Schedule

#### Wednesday September 18

1:00–3:00 pm	Extra: District 1 Meeting (\$0.00) District Vice President, Anne Cooke, invites members of District 1 to meet and discuss issues of mutual interest.
	District 1 Member Jurisdictions: Bermuda, Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, and Vermont
4:00–5:30 pm	New Member Orientation/First Time Attendees Reception
5:30–7:30 pm	Welcome Reception – Sponsored by Rice Insurance Services

#### Thursday September 19

7:00–7:50 am	Breakfast – All registered attendees invited
7:50–8:10 am	Welcome (President)/Tech Tips
8:15–8:45 am	District 1 Caucus
8:15–8:45 am	District 2 Caucus
8:15–8:45 am	District 3 Caucus
8:15–8:45 am	District 4 Caucus
9:00–10:30 am	Law and Regulation Committee Meeting
9:00–10:30 am	Membership Committee Meeting
9:00–10:30 am	Exam Accreditation Committee Meeting
9:00–10:30 am	Timeshare Committee Meeting
9:00–10:30 am	IT/Communication Committee Meeting
10:30–10:45 am	Break
10:45 am–12:15 pm	Program Committee Meeting
10:45 am–12:15 pm	Administrator Roundtable
10:45 am–12:15 pm	Investigator/Auditor Resource Committee Meeting
10:45 am–12:15 pm	Commissioner Roundtable
10:45 am–12:15 pm	Exam Accreditation Committee Meeting (CLOSED)
12:15–1:30 pm	ARELLO Foundation Working Lunch (CLOSED)
12:15–1:30 pm	Lunch on Your Own
1:30–3:00 pm	Fair Housing Committee Meeting
1:30–3:00 pm	Education Certification Committee Meeting
1:30–3:00 pm	Commissioner Resource Committee Meeting
1:30–3:00 pm	Nominating Committee Meeting
3:00–3:15 pm	Break



PROGRAMS MEMBERSHIP RESOURCES EVENTS ARELLO FOUNDATION ABOUT CONTACT MEMBER & SUBSCRIBER LOGIN

3:15-4:00 pm General Session—Effects of Cannabis Industry on Real Estate and Regulation, Marcia Waters, Director Colorado Division of Real Estate. [About](#) [Contact Us](#) [Store](#) [Join](#)  
*This interesting General Session will provide an overview of Colorado's history of marijuana legalization and what may market issues legalizat in this created. Marcia Waters will then provide numerous examples of the complaints they have received and provide an in-depth analysis of how the legalization of marijuana has effected licensing decisions.*

4:00-4:45 pm Finance Committee Meeting  
 4:00-4:45 pm Governance Review Committee Meeting  
 4:00-4:45 pm Real Estate Best Practices Roundtable

**Friday September 20**

8:00-8:30 am General Session –EBPHI Roundtable  
 8:30-10:00 am General Session – Affiliate Panel  
 Learn about the value our Affiliate Members bring to ARELLO in this intimate Rondtable session.  
 10:00-10:15 am Break  
 10:15 am-12:00 pm Keynote Speaker—Real Estate Economic Forecast for Housing—Dr. Lawrence Yun, Chief Economist, National Association of Realtors  
 Dr. Yun's presentation will cover: Recent trends and developments in the housing market at a national level, while also examining some smaller anomaly markets • Forecast the direction of home prices, housing market trends and overall economy in the next 12 – 24 months • Compare the current environment with past housing cycles and take a deeper dive into why and how these cycles occurred.  
 12:00-1:30 pm Executive Committee Working Lunch (Closed)  
 12:00-1:30 pm Lunch on Your Own  
 1:30-3:00 pm General Session—Award Winning Ideas  
 3:00-3:15 pm Break  
 3:15-4:30 pm General Session—REEA Update and Presentation on User Authentication Systems Using Facial Recognition for Online Courses  
 3:15-4:30 pm License Portability Task Force  
 4:30-5:15 pm Getting Involved in ARELLO Leadership

**Saturday September 21**

8:30-10:30 am Case Law Update  
 10:30-10:45 am Break  
 10:45 am-12:15 pm General Session—The Future of Real Estate is Now, Nobu Hata, Director of Engagement, National Association of Realtors.  
*With unprecedented money being funneled into real estate combined with empowered consumers enabled by technology, the real estate industry is evolving at a rapid pace. Learn the who, what and why's of industry evolution and how legacy institutions can rise to meet the needs of real estate stakeholders now and into the future.*  
 12:15-1:30 pm Lunch on Your Own  
 1:30-4:00 pm General Assembly/Board of Directors Meeting  
 5:30-9:00 pm Installation Reception & Dinner-Guests **REQUIRED** to register to attend

**Sunday September 22**

9:00 am-4:00 pm Commissioner College 101—SEPARATE REGISTRATION  
 ARELLO's Commissioner College is an educational program that is designed to prepare new board/council/commission members for their unique role as regulatory decision-makers and also serves as a valuable refresher course for those with more experience. [Learn more and register here.](#)

Please note that registration fees for guests are set to ensure ARELLO's costs are covered including the hotel/venue service charges and state and local taxes. Every effort is made to make these reasonable and affordable for our members.

Sponsorship of activities by vendors or regulated entities at this conference or meeting shall not be construed as an endorsement by ARELLO of the sponsoring entity or of the products, services, policies or positions. The sponsorship is not intended by the vendor or regulated entity, nor should it be construed by anyone, to influence the decisions of ARELLO and its representatives.