

AGENDA

SOUTH DAKOTA REAL ESTATE COMMISSION
CAPITAL LAKE PLAZA
711 EAST WELLS AVE
PIERRE, SOUTH DAKOTA
JULY 14, 2016
8:00 A.M. CST

1. Call to Order
2. Approval of Agenda
3. Minutes of the May 12, 2016 Meeting
4. Financial Reports – May & June 2016
5. Approval of Consent Agreements
6. Approval/Denial of Applications
7. Complaints
 - A. 2016-012
 - B. 2016-092
 - C. 2016-096
8. Transaction Brokerage Report
9. Discussion on Team Regulation
10. Discussion on Purchase Agreement
11. Discussion on Liens
12. Discussion on Meeting Law Changes
13. Discussion on Property Manager Exam
14. Discussion on Printing Licenses
15. Other Business
16. Next Meeting - September 7 & 8, 2016
17. Adjourn

SOUTH DAKOTA REAL ESTATE COMMISSION
KNEIP BUILDING
MAY 12, 2016
700 GOVERNORS DR
PIERRE, SOUTH DAKOTA

The South Dakota Real Estate Commission convened at 8:00 a.m. on May 12, 2016. Present for the meeting were Vice Chairman Ryan Wordeman and Commission members Ken Cotton, Matt Krogman and Mark Wahlstrom. Chairman David Bonde was not present for the meeting. Also present were executive director Melissa Miller, licensing program administrator Norma Schilling and Department of Labor and Regulation legal counsel Aaron Arnold.

Motion by Cotton, seconded by Wahlstrom, to approve the agenda as presented. Motion carried.

Motion by Krogman, seconded by Cotton, to approve the minutes of the March 17, 2016 meeting. Motion carried.

Motion by Wahlstrom, seconded by Krogman, to approve the financial reports for March & April 2016. Motion carried.

Motion by Krogman, seconded by Cotton, to approve the consent agreement for Jason Miller with a penalty of \$100 for violation of SDCL 36-21A-28 - active license required for certain acts, SDCL 36-21A-66 - failure to file a late registration application and pay a late registration fee and SDCL 36-21A-71(1). Motion carried.

Motion by Wahlstrom, seconded by Cotton, to approve the consent agreement for Amy Evans with a penalty of \$100 for violation of SDCL 36-21A-52 - failure to register a place of business or failure to report a change of location of a business within 10 days of the change and SDCL 36-21A-71(1). Motion carried.

Motion by Cotton, seconded by Krogman, to approve the consent agreement for Raymond Daley with a penalty of \$100 for violation of SDCL 36-21A-52 - failure to register a place of business or failure to report a change of location of a business within 10 days of the change and SDCL 36-21A-71(1). Motion carried.

Motion by Krogman, seconded by Wahlstrom, to approve the consent agreement for Reynaldo Gonzales with a penalty of \$100 for violation of SDCL 36-21A-52 - failure to register a place of business or failure to report a change of location of a business within 10 days of the change and SDCL 36-21A-71(1). Motion carried.

Motion by Wahlstrom, seconded by Cotton, to approve the broker associate application of applicant #2. Motion carried.

Motion by Krogman, seconded by Wahlstrom, to table the property manager application of applicant #3 until the next meeting. Motion carried.

Legal counsel Aaron Arnold briefed the Commission on his findings from other states regarding transactional brokerage. Legal counsel will continue to work on a report to present at the next meeting.

Maggie (Applicant #1) appeared before the Commission at 8:18 a.m. regarding the approval of her broker associate application. Maggie left the meeting at 8:25 a.m.

Motion by Wahlstrom, seconded by Cotton, to enter into executive session at 8:26 a.m. pursuant to SDCL 1-25-2(3). Motion carried.

The Commission reconvened to regular session at 8:36 a.m.

Motion by Wahlstrom, seconded by Krogman, to deny the broker associate application of applicant #1. Motion carried.

Compliance officers Michelle Metzinger and Brian Jackson joined the meeting at 8:38 a.m.

Motion by Krogman, seconded by Cotton, to dismiss complaint 2016-087. Motion carried.

Motion by Cotton, seconded by Wahlstrom, to enter into executive session at 9:04 a.m. pursuant to SDCL 1-25-2(3). Motion carried.

Compliance officers Metzinger and Jackson left the meeting at 9:04 a.m.

The Commission reconvened to regular session at 9:14 a.m.

Compliance officers Metzinger and Jackson rejoined the meeting at 9:14 a.m.

Motion by Wahlstrom, seconded by Krogman, to dismiss complaint 2016-088 with a letter to the licensee, broker and home inspector. Motion carried.

Motion by Krogman, seconded by Cotton, to dismiss complaint 2016-089. Motion carried.

The executive director informed the Commission on a possible Investigator Workshop to be held in the Fall of 2016. Motion by Wahlstrom, seconded by Cotton, to approve the attendance of the compliance officers at the Investigator Workshop. Motion carried.

Discussion was held on meeting law changes that was addressed by legal counsel.

Discussion was held on Commission forms that are open to the public to use.

Cieara (applicant for a residential rental agent license) appeared before the Commission at 9:35 a.m. for a reconsideration on the denial of her application.

Motion by Cotton, seconded by Wahlstrom, to enter into executive session at 9:41 a.m. pursuant to SDCL 1-25-2(3). Motion carried.

Compliance officers Metzinger and Jackson left the meeting at 9:41 a.m.

The Commission reconvened to regular session at 9:55 a.m.

Compliance officers Metzinger and Jackson rejoined the meeting at 9:55 a.m.

No action taken on the reconsideration of the residential rental agent application of Cieara.

Discussion was held on consideration of future disciplinary action.

Discussion was held on advertising.

Compliance officer Michelle Metzinger left the meeting at 10:45 a.m.

Education director Karen Callahan joined the meeting at 10:54.

Election of officers was held. Motion by Wahlstrom, seconded by Krogman, to nominate Wordeman as Chairman with nominations cease. Motion carried. Motion by Cotton, seconded by Wahlstrom, to nominate Cotton as Vice-Chairman with nominations cease. Motion carried.

Karen Callahan will be leaving the Commission office on May 20th.

Beth Marnell joined the Commission meeting at 11:00 and will be replacing Karen Callahan as the education director.

The next regular meeting of the Commission will be held July 13 & 14, 2016.

There being no further business, motion by Wahlstrom, seconded by Krogman, to adjourn at 11:10 a.m. Motion carried.

Minutes submitted by Norma Schilling

Ryan Wordeman, Vice Chairman

Melissa Miller, Executive Director

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	372,537.06	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			472,537.06	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			472,537.06	DR **	
BUDGET UNIT TOTAL 1037			472,537.06	DR ***	

BUDGET UNIT 1037

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	569,239.00	9,907.00-	0.00	66,999.75	422,706.22	69,626.03	472,537.06
BUDGETED TOT	569,239.00	9,907.00-	0.00	66,999.75	422,706.22	69,626.03	
ALL COMP TOT	569,239.00	9,907.00-	0.00	66,999.75	422,706.22	69,626.03	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	EXPENDITURES MONTHLY	EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	258,075.00	0.00	0.00	10,847.89	230,833.55	27,241.45	10.6
5102 EMPLOYEE BENEFITS	70,452.00	0.00	0.00	2,149.39	61,791.15	8,660.85	12.3
5203 TRAVEL	34,730.00	0.00	0.00	2,161.34	9,821.50	24,908.50	71.7
5204 CONTRACTUAL SVCS	164,375.00	0.00	66,999.75	9,437.33	99,333.50	1,958.25-	0.0
5205 SUPPLIES & MATRLS	29,700.00	0.00	0.00	1,194.55	20,472.92	9,227.08	31.1
5207 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	453.60	1,546.40	77.3
TOTALS	559,332.00	0.00	66,999.75	25,790.50	422,706.22	69,626.03	12.4

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	EXPENDITURES MONTHLY	EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101000 EMPLOYEE SALARIES	258,075.00	0.00	0.00	10,847.89	230,833.55	27,241.45	10.6
5102000 EMPLOYEE BENEFITS	70,452.00	0.00	0.00	2,149.39	61,791.15	8,660.85	12.3
5203000 TRAVEL	34,730.00	0.00	0.00	2,161.34	9,821.50	24,908.50	71.7
5204000 CONTRACTUAL SVCS	164,375.00	0.00	66,999.75	9,437.33	99,333.50	1,958.25-	0.0
5205000 SUPPLIES & MATRLS	29,700.00	0.00	0.00	1,194.55	20,472.92	9,227.08	31.1
5207000 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	453.60	1,546.40	77.3
PS SUBTOTALS	328,527.00	0.00	0.00	12,997.28	292,624.70	35,902.30	10.9
OE SUBTOTALS	230,805.00	0.00	66,999.75	12,793.22	130,081.52	33,723.73	14.6
COMPANY 6503-I TOT	559,332.00	0.00	66,999.75	25,790.50	422,706.22	69,626.03	12.4

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 05/31/2016

AGENCY 10 LABOR & REGULATION
 BUDGET UNIT 1037 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	480.00	3,660.00
103700069901	6503	4293701	AUCTIONEER	225.00	900.00
103700069901	6503	4293702	BROKER	4,500.00	50,175.00
103700069901	6503	4293703	HOME INSPECTORS	400.00	4,400.00
103700069901	6503	4293704	PROPERTY MANAGER	.00	5,175.00
103700069901	6503	4293705	SALES AGENTS	675.00	4,275.00
103700069901	6503	4293706	TIMESHARE AGENTS	.00	900.00
103700069901	6503	4293707	FIRMS	200.00	8,400.00
103700069901	6503	4293708	CONDOMINIUMS	.00	14,842.28
103700069901	6503	4293710	TIMESHARE PROJECTS	1,000.00	5,000.00
103700069901	6503	4293711	EDUCATIONAL COURSES	500.00	12,275.00
103700069901	6503	4293712	ADDITIONAL LICENSES	90.00	1,740.00
103700069901	6503	4293713	CHANGE OF ADDRESS	300.00	7,785.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	315.00	2,370.00
103700069901	6503	4293715	LATE RENEWAL FEES	120.00	7,950.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	2,250.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	125.00	6,000.00
103700069901	6503	4293719	RENEWAL BROKER	.00	184,125.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	.00	4,500.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	.00	9,562.50
103700069901	6503	4293722	RENEWAL SALES AGENTS	.00	16,375.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	1,000.00
103700069901	6503	4293724	RENEWAL FIRMS	.00	37,875.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	7,525.00

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 05/31/2016

AGENCY 10 LABOR & REGULATION
 BUDGET UNIT 1037 REAL ESTATE COMMISSION

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENSES	.00	6,240.00
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	8,930.00	405,299.78 *
ACCT: 42			LICENSES, PERMITS & FEES	8,930.00	405,299.78 **
103700069901	6503	4393003	MISC FINES & PENALTIES	2,300.00	8,900.00
ACCT: 4393			PENALTIES (NON-GOVERNMENTAL)	2,300.00	8,900.00 *
ACCT: 43			FINES, FORFEITS & PENALTIES	2,300.00	8,900.00 **
103700069901	6503	4491000	INTEREST & DIVIDENDS-PRGM	.00	6,515.94
ACCT: 4491			INTEREST & DIVIDENDS (NON-GOVERNMENTAL)	.00	6,515.94 *
ACCT: 44			REVENUE FROM THE USE OF MONEY & PROPERTY	.00	6,515.94 **
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	.00	1,480.00
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	930.00	3,125.00
103700069901	6503	4596004	MAILING LABELS	500.00	5,775.00
ACCT: 4596				1,430.00	10,380.00 *
ACCT: 45			CHARGES FOR SALES & SERVICES	1,430.00	10,380.00 **
103700069901	6503	4896000	MISC INCOME	.00	20.00
103700069901	6503	4896004	COS-EDUCATION COURSE COST	6,830.00	57,740.00
103700069901	6503	4896006	INVESTIGATIONS-REIMBURSE	91.26	213.12
ACCT: 4896				6,921.26	57,973.12 *
ACCT: 48			OTHER REVENUE	6,921.26	57,973.12 **
103700069901	6503	4950000	REFUND OF PRIOR YEARS EXP	.00	203.92
ACCT: 4950			REFUND OF PRIOR YEARS EXPENDITURES	.00	203.92 *
ACCT: 49			OTHER REVENUE	.00	203.92 **
CNTR: 103700069901				19,581.26	489,272.76 ***
COMP: 6503				19,581.26	489,272.76 ****
B UNIT: 1037				19,581.26	489,272.76 *****

Revenue Report Ending 5/31/16
(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	2,000	480	(1,660)	3,660	183
Auctioneer	450	225	(450)	900	200
Broker	50,000	4,500	(175)	50,175	100
Home Inspectors	4,000	400	(400)	4,400	110
Property Manager	5,000	1,125	(175)	5,175	104
Sales Agents	3,000	675	(1,275)	4,275	143
Timeshare Agents	1,000	0	100	900	90
Firms	7,000	200	(1,400)	8,400	120
Condominiums	7,000	0	(7,842.28)	14,842.28	212
Timeshare Projects	5,000	1,000	0	5,000	100
Educational Courses	14,000	500	1,725	12,275	88
Additional Licenses	2,000	90	260	1,740	87
Change of Address	7,000	300	(785)	7,785	111
Certificate of Licensure	2,500	315	130	2,370	95
Late Renewal Fees	9,000	120	1,050	7,950	88
Renewal Res Rental Agents	3,500	0	1,250	2,250	64
Renewal Auctioneer	5,000	125	(1,000)	6,000	120
Renewal Broker	171,050	0	(13,075)	184,125	108
Home Inspection Renewal	5,000	0	500	4,500	90
Renewal Property Manager	10,000	0	437.50	9,562.50	96
Renewal Sales Agents	14,000	0	(2,375)	16,375	117
Renewal Timeshare Agents	1,500	0	500	1,000	67
Renewal Firms	37,000	0	(875)	37,875	102
Renewal Timeshare Project	5,500	0	(2,025)	7,525	155
Renewal Additional Licenses	4,000	0	(2,240)	6,240	156
Misc. Fines and Penalties	12,000	2,300	2,876.08	9,123.92	76
Interest Earned	6,500	0	(15.94)	6,515.94	100
License Law Books Sold	1,500	0	20	1,480	99
Directories/Guide Sold	4,000	930	875	3,125	78
Mailing Labels Sold	5,000	500	(775)	5,775	116
Seminar / Education Costs	63,000	6,830	5,260	57,973.12	92
Investigation Reimbursement	4,000	91.26	3,786.88	213.12	5
	471,500	19,581.26	18,770.46	489,272.76	104
			(36,543.22)		

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	335,394.95	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			435,394.95	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			435,394.95	DR **	
BUDGET UNIT TOTAL 1037			435,394.95	DR ***	

AVAILABLE FUNDS
AS OF: 06/29/2016
FY YEAR REMAINING: 0.5%
PAY DAYS REMAINING: 0 0

SEMI-FINAL #1

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BUDGET UNIT 1037

DATE 07/02/2016

CENTER NAME	REAL ESTATE COMMISSION	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
COMP	ORIGINAL APPROPRIATION TRANSFERS					
6503-I	569,239.00	0.00	0.00	454,149.84	105,182.16	435,394.95
BUDGETED TOT	569,239.00	0.00	0.00	454,149.84	105,182.16	
ALL COMP TOT	569,239.00	0.00	0.00	454,149.84	105,182.16	

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	258,075.00	0.00	0.00	22,165.44	5,076.01	2.0
5102 EMPLOYEE BENEFITS	70,452.00	0.00	0.00	4,302.74	4,358.11	6.2
5203 TRAVEL	34,730.00	0.00	0.00	253.57	24,654.93	71.0
5204 CONTRACTUAL SVCS	164,375.00	0.00	0.00	4,128.57	60,912.93	37.1
5205 SUPPLIES & MATRLS	29,700.00	0.00	0.00	431.30	8,795.78	29.6
5207 CAPITAL OUTLAY	2,000.00	0.00	0.00	162.00	1,384.40	69.2
TOTALS	559,332.00	0.00	0.00	31,443.62	105,182.16	18.8

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101000 EMPLOYEE SALARIES	258,075.00	0.00	0.00	22,165.44	5,076.01	2.0
5102000 EMPLOYEE BENEFITS	70,452.00	0.00	0.00	4,302.74	4,358.11	6.2
5203000 TRAVEL	34,730.00	0.00	0.00	253.57	24,654.93	71.0
5204000 CONTRACTUAL SVCS	164,375.00	0.00	0.00	4,128.57	60,912.93	37.1
5205000 SUPPLIES & MATRLS	29,700.00	0.00	0.00	431.30	8,795.78	29.6
5207000 CAPITAL OUTLAY	2,000.00	0.00	0.00	162.00	1,384.40	69.2
PS SUBTOTALS	328,527.00	0.00	0.00	26,468.18	9,434.12	2.9
OE SUBTOTALS	230,805.00	0.00	0.00	4,975.44	95,748.04	41.5
COMPANY 6503-I TOT	559,332.00	0.00	0.00	31,443.62	105,182.16	18.8

STATE OF SOUTH DAKOTA
REVENUE SUMMARY BY BUDGET UNIT
FOR PERIOD ENDING: 06/29/2016

AGENCY 10 LABOR & REGULATION
BUDGET UNIT 1037 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	360.00	4,020.00
103700069901	6503	4293701	AUCTIONEER	225.00	1,125.00
103700069901	6503	4293702	BROKER	6,750.00	56,925.00
103700069901	6503	4293703	HOME INSPECTORS	200.00	4,600.00
103700069901	6503	4293704	PROPERTY MANAGER	675.00	5,850.00
103700069901	6503	4293705	SALES AGENTS	1,350.00	5,625.00
103700069901	6503	4293706	TIMESHARE AGENTS	.00	900.00
103700069901	6503	4293707	FIRMS	400.00	8,800.00
103700069901	6503	4293708	CONDOMINIUMS	.00	14,842.28
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	5,000.00
103700069901	6503	4293711	EDUCATIONAL COURSES	725.00	13,000.00
103700069901	6503	4293712	ADDITIONAL LICENSES	150.00	1,890.00
103700069901	6503	4293713	CHANGE OF ADDRESS	195.00	7,980.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	435.00	2,805.00
103700069901	6503	4293715	LATE RENEWAL FEES	820.00	8,770.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	2,250.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	6,000.00
103700069901	6503	4293719	RENEWAL BROKER	375.00	184,500.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	100.00	4,600.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	.00	9,562.50
103700069901	6503	4293722	RENEWAL SALES AGENTS	125.00	16,500.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	1,000.00
103700069901	6503	4293724	RENEWAL FIRMS	125.00	38,000.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	7,525.00

STATE OF SOUTH DAKOTA
REVENUE SUMMARY BY BUDGET UNIT
FOR PERIOD ENDING: 06/29/2016

AGENCY 10 LABOR & REGULATION
BUDGET UNIT 1037 REAL ESTATE COMMISSION

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	6,240.00	
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	13,010.00	418,309.78	*
ACCT: 42			LICENSES, PERMITS & FEES	13,010.00	418,309.78	**
103700069901	6503	4393003	MISC FINES & PENALTIES	100.00	9,000.00	
ACCT: 4393			PENALTIES (NON-GOVERNMENTAL)	100.00	9,000.00	*
ACCT: 43			FINES, FORFEITS & PENALTIES	100.00	9,000.00	**
103700069901	6503	4491000	INTEREST & DIVIDENDS-PRGM	.00	6,515.94	
ACCT: 4491			INTEREST & DIVIDENDS (NON-GOVERNMENTAL)	.00	6,515.94	*
ACCT: 44			REVENUE FROM THE USE OF MONEY & PROPERTY	.00	6,515.94	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	.00	1,480.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	210.00	3,335.00	
103700069901	6503	4596004	MAILING LABLES	500.00	6,275.00	
ACCT: 4596				710.00	11,090.00	*
ACCT: 45			CHARGES FOR SALES & SERVICES	710.00	11,090.00	**
103700069901	6503	4896000	MISC INCOME	.00	20.00	
103700069901	6503	4896004	COS-EDUCATION COURSE COST	.00	57,740.00	
103700069901	6503	4896006	INVESTIGATIONS-REIMBURSE	.00	213.12	
ACCT: 4896				.00	57,973.12	*
ACCT: 48			OTHER REVENUE	.00	57,973.12	**
103700069901	6503	4950000	REFUND OF PRIOR YEARS EXP	.00	203.92	
ACCT: 4950			REFUND OF PRIOR YEARS EXPENDITURES	.00	203.92	*
ACCT: 49			OTHER REVENUE	.00	203.92	**
CNTR: 103700069901				13,820.00	503,092.76	***
COMP: 6503				13,820.00	503,092.76	****
B UNIT: 1037				13,820.00	503,092.76	*****

Revenue Report Ending 6/30/16
(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	2,000	360	(2,020)	4,020	201
Auctioneer	450	225	(675)	1,125	250
Broker	50,000	6,750	(6,925)	56,925	114
Home Inspectors	4,000	200	(600)	4,600	115
Property Manager	5,000	675	(850)	5,850	117
Sales Agents	3,000	1,350	(2,625)	5,625	188
Timeshare Agents	1,000	0	100	900	90
Firms	7,000	400	(1,800)	8,800	126
Condominiums	7,000	0	(7,842.28)	14,842.28	212
Timeshare Projects	5,000	0	0	5,000	100
Educational Courses	14,000	750	1,000	13,000	93
Additional Licenses	2,000	150	110	1,890	95
Change of Address	7,000	195	(980)	7,980	114
Certificate of Licensure	2,500	435	(305)	2,805	112
Late Renewal Fees	9,000	820	230	8,770	97
Renewal Res Rental Agents	3,500	0	1,250	2,250	64
Renewal Auctioneer	5,000	0	(1,000)	6,000	120
Renewal Broker	171,050	375	(13,450)	184,500	108
Home Inspection Renewal	5,000	100	400	4,600	92
Renewal Property Manager	10,000	0	437.50	9,562.50	96
Renewal Sales Agents	14,000	125	(2,500)	16,500	118
Renewal Timeshare Agents	1,500	0	500	1,000	67
Renewal Firms	37,000	125	(1,000)	38,000	103
Renewal Timeshare Project	5,500	0	(2,025)	7,525	155
Renewal Additional Licenses	4,000	0	(2,240)	6,240	156
Misc. Fines and Penalties	12,000	100	2,776.08	9,223.92	77
Interest Earned	6,500	0	(15.94)	6,515.94	100
License Law Books Sold	1,500	0	20	1,480	99
Directories/Guide Sold	4,000	210	665	3,335	83
Mailing Labels Sold	5,000	500	(1,275)	6,275	126
Seminar / Education Costs	63,000	0	5,260	57,973.12	92
Investigation Reimbursement	4,000	0	3,786.88	213.12	5
	471,500	13,820	16,535.46	503,092.76	107
			(48,128.22)		