

Meeting Minutes
South Dakota Real Estate Commission
123 W Missouri Ave
Pierre, SD 57501
May 9, 2018 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

Members Absent: Dave Bonde
Matt Krogman

Others Participating: Melissa Miller, Executive Director, SDREC
Michelle Metzinger, Compliance Officer, SDREC
Graham Oey, Staff Attorney, South Dakota Department of Labor
and Regulation
Cindy Nickels, Licensing Program Administrator, SDREC
Brian Jackson, Compliance Officer, SDREC (telephonically)
Bob Mercer, The Daily Republican

Wahlstrom made a motion to approve the agenda as presented. Wordeman seconded the motion. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Cotton called for a motion to approve the minutes from previous meeting. Wahlstrom commented the previous meeting minutes regarding the financial reports be amended with to read approve the financial reports for filing. Wordeman made a motion to approve the March 15, 2018 meeting minutes with this change. Wahlstrom seconded the motion. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Miller provided a summary of the financials for March 2018 and April 2018.

Wahlstrom made a motion to approve financial reports for filing. Wordeman seconded the motion. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Miller informed the commission the consent agreements for the commission's consideration as item 6 on the agenda had been offered to licensees who were performing real estate brokerage activity beyond the month in which a license lapses for non-payment of renewal fees, and/or not filing/completing the required continuing education (SDCL 36-21A-61, 36-21A-62, 36-21A-64); or failure to reconcile a trust account at least monthly (SDCL 36-21A-80). Failure to maintain individual ledger sheets, deposit slips, check registers or bank statements of any trust account. (SDCL 36-21A-82).

Wordeman made a motion to approve citation 2018-090. Wahlstrom seconded the motion. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Wahlstrom made a motion to approve citation 2018-088. Wordeman seconded the motion. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Wordeman made a motion to approve citation 2018-063. Wahlstrom seconded the motion. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Wahlstrom made a motion to approve citation 2018-081. Wordeman seconded the motion. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Complaint 2018-006: No action taken

Wordeman made a motion to enter into Executive Session to consult with legal counsel per SDCL 1-25-2 (3). Seconded by Wahlstrom. Cotton called for a vote. **MOTION PASSED** by unanimous vote. The commission entered into executive session at 8:57 a.m.

Metzinger, Nickels, Jackson, and Mercer left the meeting at 8:57 a.m.

Cotton called the commission out of executive session at 9:03 a.m.

Metzinger, Nickels, Jackson, and Mercer rejoined the meeting at 9:03 a.m.

Complaint 2018-013: Wahlstrom made a motion to dismiss the complaint. Seconded by Wordeman. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Complaint 2018-014: Wordeman made a motion to dismiss the complaint. Seconded by Wahlstrom. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Complaint 2018-021: Wahlstrom made a motion to dismiss the complaint. Seconded by Wordeman. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Discussion of the word value when used in a BPO or market analysis versus an appraisal was held. Sherry Bren, Executive Director of the South Dakota Appraiser Certification Program, will be invited to the next SDREC meeting for further discussion.

Jackson summarized the 2018 ARELLO Mid-Year meeting he attended in April.

The ARELLO annual meeting is September 26-30, 2018, in St. Louis, MO. Wahlstrom made a motion to approve attendance and travel for the commission's director and two additional commission members or commission staff. Seconded by Wordeman. Cotton called for a vote. **MOTION PASSED** by unanimous vote.

Miller summarized the real estate teams and advertising task force and the earnest money trust account task forces formed by the South Dakota Association of Realtors. The SDREC staff was invited to participate on each task force. Commissioner Krogman is also participating on the teams and advertising task force. Miller will continue to update the commission on the task force activities.

No other business was brought before the commission.

Next Meeting: July 19, 2018 at 1 p.m. in Pierre

Wordeman made a motion to adjourn the meeting. Seconded by Wahlstrom. Cotton called for a vote. **MOTION PASSED** by unanimous vote. Meeting Adjourned 10:01 a.m.

STATE OF SOUTH DAKOTA
CASH CENTER BALANCES
AS OF: 05/31/2018

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	329,839.17	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			429,839.17	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			429,839.17	DR **	
BUDGET UNIT TOTAL 1037			429,839.17	DR ***	

BUDGET UNIT NAME	REAL ESTATE COMMISSION	COMMITMENTS	ENCUMBRANCES	MONTHLY EXPENDITURES	AVAILABLE APPROPRIATIONS	BUDGET AVAILABLE	CASH BALANCE
COMP ORIGINAL APPROPRIATION	TRANSFERS	YEAR-TO-DATE	YEAR-TO-DATE	YEAR-TO-DATE	YEAR-TO-DATE	YEAR-TO-DATE	
6503-I	580,357.00	4,762.00	0.00	7,668.25	389,529.86	187,920.89	428,201.09
BUDGETED TOT	580,357.00	4,762.00	0.00	7,668.25	389,529.86	187,920.89	
ALL COMP TOT	580,357.00	4,762.00	0.00	7,668.25	389,529.86	187,920.89	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES YEAR-TO-DATE	AVAILABLE APPROPRIATIONS	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	269,919.00	0.00	0.00	18,612.02	227,665.92	42,253.08	15.7
5102 EMPLOYEE BENEFITS	83,868.00	0.00	0.00	6,699.28	72,485.39	11,382.61	13.6
5203 TRAVEL	37,350.00	0.00	0.00	517.36	17,087.78	20,262.22	54.2
5204 CONTRACTUAL SVCS	160,367.00	0.00	7,668.25	4,734.32	54,398.05	98,300.70	61.3
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	200.44	14,645.72	16,654.28	53.2
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	3,247.00	932.00-	0.0
TOTALS	585,119.00	0.00	7,668.25	30,763.42	389,529.86	187,920.89	32.1

BREAKOUT BY COMPANY:

COMPANY	6503-I	PROFESSIONAL & LICENSING BOARDS	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES YEAR-TO-DATE	AVAILABLE APPROPRIATIONS	BUDGET AVAILABLE	PCT AVL
5101000	EMPLOYEE SALARIES	269,919.00	0.00	0.00	18,612.02	227,665.92	42,253.08	15.7
5102000	EMPLOYEE BENEFITS	83,868.00	0.00	0.00	6,699.28	72,485.39	11,382.61	13.6
5203000	TRAVEL	37,350.00	0.00	0.00	517.36	17,087.78	20,262.22	54.2
5204000	CONTRACTUAL SVCS	160,367.00	0.00	7,668.25	4,734.32	54,398.05	98,300.70	61.3
5205000	SUPPLIES & MATRLS	31,300.00	0.00	0.00	200.44	14,645.72	16,654.28	53.2
5207000	CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	3,247.00	932.00-	0.0
PS SUBTOTALS		353,787.00	0.00	0.00	25,311.30	300,151.31	53,635.69	15.2
OE SUBTOTALS		231,332.00	0.00	7,668.25	5,452.12	89,378.55	134,285.20	58.0
COMPANY 6503-I TOT		585,119.00	0.00	7,668.25	30,763.42	389,529.86	187,920.89	32.1

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 05/31/2018

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION						
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE			
COMPANY NO	6503	PROFESSIONAL & LICENSING BOARDS						
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	585.00	4,105.00			
103700069901	6503	4293701	AUCTIONEER	225.00	655.00			
103700069901	6503	4293702	BROKER	7,200.00	61,275.00			
103700069901	6503	4293703	HOME INSPECTORS	200.00	4,345.00			
103700069901	6503	4293704	PROPERTY MANAGER	1,350.00	6,055.00			
103700069901	6503	4293705	SALES AGENTS	225.00	2,885.00			
103700069901	6503	4293706	TIMESHARE AGENTS	225.00	1,800.00			
103700069901	6503	4293707	FIRMS	500.00	8,925.00			
103700069901	6503	4293708	CONDOMINIUMS	1,915.00	9,225.66			
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	2,370.00			
103700069901	6503	4293711	EDUCATIONAL COURSES	1,175.00	16,060.00			
103700069901	6503	4293712	ADDITIONAL LICENSES	30.00	1,785.00			
103700069901	6503	4293713	CHANGE OF ADDRESS	705.00	9,180.00			
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	495.00	2,430.00			
103700069901	6503	4293715	LATE RENEWAL FEES	.00	9,860.00			
103700069901	6503	4293716	BUSINESS LICENSE	.00	105.00			
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	3,000.00			
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	6,500.00			
103700069901	6503	4293719	RENEWAL BROKER	.00	177,750.00			
103700069901	6503	4293720	HOME INSPECTION RENEWAL	.00	5,200.00			
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	.00	10,875.00			
103700069901	6503	4293722	RENEWAL SALES AGENTS	.00	17,500.00			
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	1,125.00			
103700069901	6503	4293724	RENEWAL FIRMS	.00	35,625.00			

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 05/31/2018

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION					
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE		
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	6,125.00		
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	7,350.00		
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	14,830.00	412,110.66		*
ACCT: 42			LICENSES, PERMITS & FEES	14,830.00	412,110.66		**
103700069901	6503	4393003	MISC FINES & PENALTIES	1,000.00	21,354.23		
ACCT: 4393			PENALTIES (NON-GOVERNMENTAL)	1,000.00	21,354.23		*
ACCT: 43			FINES, FORFEITS & PENALTIES	1,000.00	21,354.23		**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	16.00	120.00		
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	1,106.00	9,446.00		
ACCT: 4596				1,122.00	9,566.00		*
ACCT: 45			CHARGES FOR SALES & SERVICES	1,122.00	9,566.00		**
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				16,952.00	448,281.29		***
COMP: 6503				16,952.00	448,281.29		****
B UNIT: 1037				16,952.00	448,281.29		*****

Revenue Report Ending 5/31/18

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,000	585	(1,105)	4,105	137
Auctioneer	450	225	(205)	655	146
Broker	65,000	7,200	3,725	61,275	94
Home Inspectors	4,000	200	(345)	4,345	109
Property Manager	6,000	1,350	(55)	6,055	101
Sales Agents	2,000	225	(885)	2,885	144
Timeshare Agents	1,000	225	(800)	1,800	180
Firms	7,500	500	(1,425)	8,925	119
Condominiums	7,000	1,915	(2,226.66)	9,225.66	132
Timeshare Projects	6,000	0	3,630	2,370	40
Educational Courses	14,000	1,175	(2,060)	16,060	115
Additional Licenses	2,000	30	215	1,785	89
Change of Address	7,000	705	(2,285)	9,285	133
Certificate of Licensure	3,000	495	570	2,430	81
Late Renewal Fees	9,000	0	(860)	9,860	110
Renewal Res Rental Agents	3,000	0	0	3,000	100
Renewal Auctioneer	5,000	0	(1,500)	6,500	130
Renewal Broker	185,500	0	7,750	177,750	96
Home Inspection Renewal	5,000	0	(200)	5,200	104
Renewal Property Manager	9,000	0	(1,875)	10,875	121
Renewal Sales Agents	15,000	0	(2,500)	17,500	117
Renewal Timeshare Agents	1,000	0	(125)	1,125	113
Renewal Firms	38,000	0	2,375	35,625	94
Renewal Timeshare Project	7,000	0	875	6,125	88
Renewal Additional Licenses	4,000	0	(3,350)	7,350	185
Misc. Fines, Penalties and NO Rev	15,000	1,000	(11,604.63)	26,604.63	177
Interest Earned	7,350	0	7,350	0	
License Law Books Sold	1,500	16	1,380	120	8
Directories/Guides Sold	9,000	1,106	(446)	9,446	105
Mailing Labels Sold	5,500	0	5,500	0	
Investigation Reimbursement	2,000	0	2,000	0	
	449,800	16,952	33,851.29	448,281.29	100
			(35,370.00)		

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STATE OF SOUTH DAKOTA

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CASH CENTER BALANCES
AS OF: 06/29/2018

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	314,327.53	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			414,327.53	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			414,327.53	DR **	
BUDGET UNIT TOTAL 1037			414,327.53	DR ***	

BUDGET UNIT 1037

AVAILABLE FUNDS
AS OF: 06/29/2018
FY YEAR REMAINING: 0.5%
PAY DAYS REMAINING: 0

SEMI-FINAL #2

PAGE 1,505

DATE 07/07/2018

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	580,357.00	4,762.00	0.00	6,395.00	425,051.58	153,672.42	414,327.53
BUDGETED TOT	580,357.00	4,762.00	0.00	6,395.00	425,051.58	153,672.42	
ALL COMP TOT	580,357.00	4,762.00	0.00	6,395.00	425,051.58	153,672.42	

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	21,973.66	249,639.58	7.5
5102 EMPLOYEE BENEFITS	83,868.00	0.00	0.00	8,157.08	80,644.61	3.8
5203 TRAVEL	37,350.00	0.00	0.00	464.22	18,330.17	50.9
5204 CONTRACTUAL SVCS	160,367.00	0.00	6,395.00	3,458.72	58,032.38	59.8
5205 SUPPLIES & MATRIS	31,300.00	0.00	0.00	512.12	15,157.84	51.6
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	3,247.00	0.0
TOTALS	585,119.00	0.00	6,395.00	34,565.80	425,051.58	26.3

BREAKOUT BY COMPANY:

COMPANY 6503-I	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	269,919.00	0.00	0.00	0.00	21,973.66	249,639.58	7.5
5102000 EMPLOYEE BENEFITS	83,868.00	0.00	0.00	0.00	8,157.08	80,644.61	3.8
5203000 TRAVEL	37,350.00	0.00	0.00	0.00	464.22	18,330.17	50.9
5204000 CONTRACTUAL SVCS	160,367.00	0.00	6,395.00	0.00	3,458.72	58,032.38	59.8
5205000 SUPPLIES & MATRIS	31,300.00	0.00	0.00	0.00	512.12	15,157.84	51.6
5207000 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	0.00	3,247.00	0.0
PS SUBTOTALS	353,787.00	0.00	0.00	0.00	30,130.74	330,284.19	6.6
OE SUBTOTALS	231,332.00	0.00	6,395.00	6,395.00	4,435.06	94,767.39	56.3
COMPANY 6503-I TOT	585,119.00	0.00	6,395.00	6,395.00	34,565.80	425,051.58	26.3

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 06/29/2018

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION	COMP	6503	PROFESSIONAL & LICENSING BOARDS	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
103700069901	6503	4293700	RESIDENT RENTAL AGENTS		300.00	4,405.00				
103700069901	6503	4293701	AUCTIONEER		.00	655.00				
103700069901	6503	4293702	BROKER		7,625.00	68,900.00				
103700069901	6503	4293703	HOME INSPECTORS		400.00	4,745.00				
103700069901	6503	4293704	PROPERTY MANAGER		225.00	6,280.00				
103700069901	6503	4293705	SALES AGENTS		800.00	3,685.00				
103700069901	6503	4293706	TIMESHARE AGENTS		225.00	2,025.00				
103700069901	6503	4293707	FIRMS		700.00	9,625.00				
103700069901	6503	4293708	CONDOMINIUMS		1,449.00	10,674.66				
103700069901	6503	4293710	TIMESHARE PROJECTS		.00	2,370.00				
103700069901	6503	4293711	EDUCATIONAL COURSES		1,255.00	17,315.00				
103700069901	6503	4293712	ADDITIONAL LICENSES		30.00	1,815.00				
103700069901	6503	4293713	CHANGE OF ADDRESS		495.00	9,675.00				
103700069901	6503	4293714	CERTIFICATES OF LICENSURE		510.00	2,940.00				
103700069901	6503	4293715	LATE RENEWAL FEES		.00	9,860.00				
103700069901	6503	4293716	BUSINESS LICENSE		.00	105.00				
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS		.00	3,000.00				
103700069901	6503	4293718	RENEWAL AUCTIONEER		.00	6,500.00				
103700069901	6503	4293719	RENEWAL BROKER		2,405.00	180,155.00				
103700069901	6503	4293720	HOME INSPECTION RENEWAL		.00	5,200.00				
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER		.00	10,875.00				
103700069901	6503	4293722	RENEWAL SALES AGENTS		250.00	17,750.00				
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS		.00	1,125.00				
103700069901	6503	4293724	RENEWAL FIRMS		.00	35,625.00				

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 06/29/2018

AGENCY BUDGET CENTER	UNIT	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
10	1037			LABOR & REGULATION REAL ESTATE COMMISSION			
103700069901	6503	4293725		RENEWAL TIMESHARE PROJECT	.00	6,125.00	
103700069901	6503	4293726		RENEWAL ADDITIONAL LICENS	.00	7,350.00	
ACCT: 4293				BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	16,669.00	428,779.66	*
ACCT: 42				LICENSES, PERMITS & FEES	16,669.00	428,779.66	**
103700069901	6503	4393003		MISC FINES & PENALTIES	3,875.00	25,229.23	
ACCT: 4393				PENALTIES (NON-GOVERNMENTAL)	3,875.00	25,229.23	*
ACCT: 43				FINES, FORFEITS & PENALTIES	3,875.00	25,229.23	**
103700069901	6503	4596002		LICENSE LAW BOOKS SOLD	.00	120.00	
103700069901	6503	4596003		DIRECTORIES/HOME BUYER GU	1,855.00	11,301.00	
ACCT: 4596					1,855.00	11,421.00	*
ACCT: 45				CHARGES FOR SALES & SERVICES	1,855.00	11,421.00	**
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					22,399.00	470,680.29	***
COMP: 6503					22,399.00	470,680.29	****
B UNIT: 1037					22,399.00	470,680.29	*****

Revenue Report Ending 6/30/18

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	3,000	300	(1,405)	4,405	147
Auctioneer	450	0	(205)	655	146
Broker	65,000	7,625	(3,900)	68,900	106
Home Inspectors	4,000	400	(745)	4,745	119
Property Manager	6,000	225	(280)	6,280	105
Sales Agents	2,000	800	(1,685)	3,685	184
Timeshare Agents	1,000	225	(1,025)	2,025	203
Firms	7,500	700	(2,125)	9,625	128
Condominiums	7,000	1,449	(3,674.66)	10,674.66	150
Timeshare Projects	6,000	0	3,630	2,370	40
Educational Courses	14,000	1,225	(3,315)	17,315	124
Additional Licenses	2,000	30	85	1,815	91
Change of Address	7,000	495	(2,675)	9,675	138
Certificate of Licensure	3,000	510	60	2,940	98
Late Renewal Fees	9,000	0	(860)	9,860	110
Renewal Res Rental Agents	3,000	0	0	3,000	100
Renewal Auctioneer	5,000	0	(1,500)	6,500	130
Renewal Broker	185,500	2,405	5,345	180,155	97
Home Inspection Renewal	5,000	0	(200)	5,200	104
Renewal Property Manager	9,000	0	(1,875)	10,875	121
Renewal Sales Agents	15,000	250	(2,750)	17,750	118
Renewal Timeshare Agents	1,000	0	(125)	1,125	113
Renewal Firms	38,000	0	2,375	35,625	94
Renewal Timeshare Project	7,000	0	875	6,125	88
Renewal Additional Licenses	4,000	0	(3,350)	7,350	185
Misc. Fines, Penalties and NO Rev	15,000	3,875	(15,479.63)	30,479.63	203
Interest Earned	7,350	0	7,350	0	
License Law Books Sold	1,500	0	1,380	120	8
Directories/Guides Sold	9,000	1,855	(2,301)	11,301	126
Mailing Labels Sold	5,500	0	5,500	0	
Investigation Reimbursement	2,000	0	2,000	0	
	449,800	22,399	49,475.29	470,680.29	105
			(28,805)		



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EVENTS

2018 Annual Conference/St. Louis

2018 Commissioner College 102@AC/St.Louis

2019 Mid-Year Meeting/Salt Lake City

District Conferences

Commissioner College

Future Events

My Registrations

2018 Annual Conference/St. Louis

St. Louis, MO
September 26–30, 2018

[Click Here to Pre-Register](#)
by 9/30/18

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Schedule

Wednesday September 26	
1:00 pm	Registration Desk Open
2:00–4:00 pm	Extra: District 1 Conference (\$0.00) 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/First-Time Attendee Orientation
5:30–7:30 pm	Welcome Reception
Thursday September 27	
7:00 am	Registration Desk Open
7:00–7:45 am	Welcome Breakfast
8:00–8:30 am	District 1 Caucus
8:00–8:30 am	District 2 Caucus
8:00–8:30 am	District 3 Caucus
8:00–8:30 am	District 4 Caucus
8:00–8:30 am	District 5 Caucus
8:30–9:00 am	Conference Opening Session
9:00–10:30 am	Law & Regulation Committee Meeting
9:00–10:30 am	Membership Committee Meeting
9:00–10:30 am	Exam Accreditation Committee Meeting - Open Session
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	Exam Accreditation Committee Meeting - Closed Session
10:45 am–12:15 pm	Administrator Round Table
10:45 am–12:15 pm	Program Committee Meeting
10:45 am–12:15 pm	Investigator/Auditor Resource Committee Meeting
10:45 am–12:15 pm	Commissioners Roundtable
12:15–1:30 pm	Lunch on Your Own
12:15–1:30 pm	ARELLO* Foundation Lunch
1:30–3:00 pm	Commission Member Resource Committee Meeting
1:30–3:00 pm	Education Certification Committee Meeting
1:30–3:00 pm	Fair Housing Committee Meeting
1:30–3:00 pm	Nominating Committee Meeting
3:00–3:15 pm	Break
3:15–4:45 pm	Finance Committee Meeting
3:15–4:45 pm	Affiliate Round Table
3:15–4:45 pm	Governance Committee Meeting
3:15–4:45 pm	Real Estate Best Practices Round Table
Friday September 28	
8:00 am	Registration Desk Open
8:00–8:30 am	Opening Welcome



PROGRAMS MEMBERSHIP RESOURCES

8:30-10:00 am	General Session TBD
10:00-10:15 am	Break
10:15 am-12:00 pm	Fair Housing Legislation: Addressing the Past 50 Years and Present and Future General Session
12:00-1:30 pm	Lunch on Your Own
12:00-1:30 pm	Executive Committee Lunch
1:30-3:00 pm	ARELLO® Awards Presentation and Award Winning Ideas
3:00-3:15 pm	Break
3:15-4:30 pm	Education Issues Round Table / REEA
3:15-4:30 pm	General Session TBD
4:30-5:15 pm	ARELLO® Leadership Intro
Saturday September 29	
8:00 am	Registration Desk Opens
8:30-10:30 am	Case Law Update
10:30-10:45 am	Break
10:45 am-12:15 pm	General Session TBD
12:15-1:30 pm	Lunch on Your Own
1:30-4:00 pm	General Assembly / Board of Directors Meeting
5:30-6:30 pm	Installation Reception
6:45-9:00 pm	Installation Dinner
Sunday September 30	
8:30 am-4:00 pm	Commissioner College 102 - SEPARATE REGISTRATION

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.

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- Distance Education
- Certification
- Investigator/Auditor Resources
- Commissioner
- Colleges
- Disciplinary Action Database
- Examination Accreditation
- License Verification
- Timeshare Registry
- Awards

MEMBERSHIP

RESOURCES

- Publications
- Subscriptions
- Regulatory Agencies
- News Outlet
- ARELLO® Store

EVENTS

- 2018 Annual Conference/St. Louis
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ARELLO® FOUNDATION

- Board of Trustees
- Bylaws
- Robert W. Semenow
- Real Estate Policy
- Resource Endowment Fund
- Grant Applications
- Donate Now
- Generous Donors

ABOUT

- What's New
- Vision, Mission, Purpose and Values
- History of ARELLO®
- President
- Officers and Directors
- Member List
- Dues
- Job Openings

CONTACT

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