

Meeting Agenda

SOUTH DAKOTA REAL ESTATE COMMISSION

Conference Room
123 West Missouri Avenue
Pierre, SD 57501
March 23, 2017 8:30 a.m. CDT

1. Call to Order
2. Approval of Agenda
3. Minutes of the January 10, 2017 Meeting
4. Financial Reports – January and February 2017
5. Approval of Consent Agreements and AVC (Citation Program)
6. Approval/Denial of Applications
7. Complaints
 - A. 2017-069
 - B. 2017-002
 - C. 2017-096
 - D. 2017-097
 - E. 2017-007
 - F. 2017-008
8. Complaint Process
9. ARELLO District 2 & 3 Conference
10. Other Business
11. Next Meeting – May 9-10, 2017
12. Adjourn

Meeting Minutes
South Dakota Real Estate Commission
Telephonic Conference Call
January 10, 2017 8:30 a.m. CST

Chairman Ryan Wordeman called the meeting to order via conference call at 8:34 a.m. A quorum was participating.

Members Participating: Ryan Wordeman
David Bonde
Mark Wahlstrom
Matt Krogman

Members Absent: Ken Cotton

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

Wordeman asked for a motion to approve the agenda as presented. Director Miller asked to amend the agenda with item 7 moved prior to item 6. Bonde made a motion to amend the agenda and approve the agenda as amended. Krogman seconded the motion. Wordeman called the roll. **MOTION PASSED** by unanimous vote.

Krogman made a motion to approve the November 8, 2016 meeting minutes. Wahlstrom seconded the motion. Wordeman called the roll. **MOTION PASSED** by unanimous vote.

Summary of the financials for November and December 2016 was presented by Director Miller. Director Miller noted the licensing administrator was still finalizing renewals and she would be working on consent agreements for licensees for non-renewal and/or errors and omissions insurance violations. Finalizing the renewals and processing the receipt of consent agreement fines should be reflected in the financials reviewed at the next meeting. Krogman made a motion to approve financial reports. Wahlstrom seconded the motion. Wordeman called the roll. **MOTION PASSED** by unanimous vote.

Application review. Wahlstrom made a motion to table the application and have applicant provide more specific information. Krogman seconded the motion. Wordeman called the roll. **MOTION PASSED** by unanimous vote.

Attorney Oey provided a summary of the proposed complaint process. The process would involve a committee made up of the Executive Director, a commission investigator, and a Department of Labor and Regulation staff attorney to review each complaint, response and investigator report. The DLR staff attorney would advise the commission of the committee recommendation for action on the complaint. The commission members would vote to accept, reject, or modify the recommendation. The purpose of the proposed changes to the complaint process would be to reduce the amount of non-pertinent information reviewed review by the commission members. Another goal would be a more efficient complaint process to help reduce the length of commission meetings.

Commission member Ken Cotton joined the meeting at 9:17 a.m. during Oey's summary.

Discussion was held on the proposed complaint process. Wahlstrom made a motion to table complaints 2016-091 and 2017-002 listed as item 6 on the agenda until the next commission meeting in order to test and evaluate the proposed complaint processes. Cotton seconded the motion. Wordeman called the roll. **MOTION PASSED** by unanimous vote.

Director Miller requested attendance and travel approval for any commission staff or commissioner wanting to attend the ARELLO Mid-Year Meeting being held April 26-29, 2017, in Louisville, KY. Krogman made a motion to approve the attendance and travel to the mid-year meeting for staff and commissioners for those wishing to attend. Cotton seconded the motion. Wordeman called the roll. **MOTION PASSED** by unanimous vote.

Director Miller informed the commission the annual chili/oyster feed, which is partially sponsored by the South Dakota Association of Realtors, will be held on Wednesday, February 1st.

The next meeting will be scheduled for March 23rd, 2017, in Pierre.

Under other business the commission had a short discussion on licensees including commission negotiations in the purchase agreement. The general consensus was the purchase agreement is a contract between a buyer and an owner (seller) and commission splits or negotiations between licensees does not pertain to the buyer and seller and should not be part of a purchase contract.

There was no other business to discuss. Bonde made a motion to adjourn the meeting at 9:46 a.m. Wahlstrom seconded the motion. Wordeman called the roll. **MOTION PASSED** by unanimous vote.

Minutes submitted by Brian Jackson

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	383,364.84	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			483,364.84	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			483,364.84	DR **	
BUDGET UNIT TOTAL			483,364.84	DR ***	

BA20JB61

PAGE 143

MONTHLY

AVAILABLE FUNDS
AS OF: 01/31/2017
FY YEAR REMAINING: 41.4%
PAY DAYS REMAINING: 10

BUDGET UNIT 1037

DATE 02/04/2017

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	579,988.00	0.00	0.00	68,660.47	282,512.89	228,814.64	483,364.84
BUDGETED TOT	579,988.00	0.00	0.00	68,660.47	282,512.89	228,814.64	
ALL COMP TOT	579,988.00	0.00	0.00	68,660.47	282,512.89	228,814.64	

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	269,656.00	0.00	0.00	19,600.33	160,616.56	109,039.44	40.4
5102 EMPLOYEE BENEFITS	79,121.00	0.00	0.00	6,251.59	45,260.82	33,860.18	42.8
5203 TRAVEL	34,730.00	0.00	0.00	1,476.73	7,039.19	27,690.81	79.7
5204 CONTRACTUAL SVCS	164,781.00	0.00	68,660.47	4,116.35	55,840.51	40,280.02	24.4
5205 SUPPLIES & MATRLS	29,700.00	0.00	0.00	216.18	13,550.69	16,149.31	54.4
5207 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	205.12	1,794.88	89.7
TOTALS	579,988.00	0.00	68,660.47	31,661.18	282,512.89	228,814.64	39.5

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	269,656.00	0.00	0.00	19,600.33	160,616.56	109,039.44	40.4
5102000 EMPLOYEE BENEFITS	79,121.00	0.00	0.00	6,251.59	45,260.82	33,860.18	42.8
5203000 TRAVEL	34,730.00	0.00	0.00	1,476.73	7,039.19	27,690.81	79.7
5204000 CONTRACTUAL SVCS	164,781.00	0.00	68,660.47	4,116.35	55,840.51	40,280.02	24.4
5205000 SUPPLIES & MATRLS	29,700.00	0.00	0.00	216.18	13,550.69	16,149.31	54.4
5207000 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	205.12	1,794.88	89.7
PS SUBTOTALS	348,777.00	0.00	0.00	25,851.92	205,877.38	142,899.62	41.0
OE SUBTOTALS	231,211.00	0.00	68,660.47	5,809.26	76,635.51	85,915.02	37.2
COMPANY 6503-I TOT	579,988.00	0.00	68,660.47	31,661.18	282,512.89	228,814.64	39.5

STATE OF SOUTH DAKOTA
REVENUE SUMMARY BY BUDGET UNIT
FOR PERIOD ENDING: 01/31/2017

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	240.00	1,320.00
103700069901	6503	4293702	BROKER	8,287.00	31,687.00
103700069901	6503	4293703	HOME INSPECTORS	200.00	1,200.00
103700069901	6503	4293704	PROPERTY MANAGER	450.00	3,825.00
103700069901	6503	4293705	SALES AGENTS	.00	900.00
103700069901	6503	4293707	FIRMS	1,000.00	3,680.00
103700069901	6503	4293708	CONDOMINIUMS	.00	1,585.33
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	5,333.33
103700069901	6503	4293711	EDUCATIONAL COURSES	670.00	8,055.00
103700069901	6503	4293712	ADDITIONAL LICENSES	120.00	840.00
103700069901	6503	4293713	CHANGE OF ADDRESS	540.00	4,050.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	150.00	1,935.00
103700069901	6503	4293715	LATE RENEWAL FEES	4,060.00	4,900.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	1,500.00	3,150.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	375.00	2,750.00
103700069901	6503	4293719	RENEWAL BROKER	83,375.00	162,325.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	1,725.00	4,645.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	4,375.00	9,375.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	875.00	1,375.00
103700069901	6503	4293724	RENEWAL FIRMS	14,625.00	27,805.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	250.00	8,050.00
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	1,680.00	1,770.00
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	124,497.00	290,555.66 *
ACCT: 42			LICENSES, PERMITS & FEES	124,497.00	290,555.66 **

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 01/31/2017

AGENCY 10 LABOR & REGULATION
 BUDGET UNIT 1037 REAL ESTATE COMMISSION

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
103700069901	6503	4393003	MISC FINES & PENALTIES	2,100.00	6,400.00
ACCT: 4393		PENALTIES (NON-GOVERNMENTAL)		2,100.00	6,400.00 *
ACCT: 43		FINES, FORFEITS & PENALTIES		2,100.00	6,400.00 **
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	88.00	128.00
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	750.00	3,720.00
103700069901	6503	4596004	MAILING LABELS	.00	1,550.00
ACCT: 4596				838.00	5,398.00 *
ACCT: 45		CHARGES FOR SALES & SERVICES		838.00	5,398.00 **
103700069901	6503	4896004	COS-EDUCATION COURSE COST	.00	25,610.00
ACCT: 4896				.00	25,610.00 *
ACCT: 48		OTHER REVENUE		.00	25,610.00 **
103700069901	6503	4920045	NONOPERATING REVENUES	.00	6,773.25
ACCT: 4920		NONOPERATING REVENUE		.00	6,773.25 *
ACCT: 49		OTHER REVENUE		.00	6,773.25 **
CNTR: 103700069901				127,435.00	334,736.91 ***
COMP: 6503				127,435.00	334,736.91 ****
B UNIT: 1037				127,435.00	334,736.91 *****

Revenue Report Ending 1/31/17

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	2,000	240	680	1,320	66
Auctioneer	450	0	450	0	0
Broker	50,000	8,287	18,313	31,687	63
Home Inspectors	4,000	200	2,800	1,200	30
Property Manager	5,000	450	1,175	3,825	77
Sales Agents	3,000	0	2,100	900	30
Timeshare Agents	1,000	0	1,000	0	0
Firms	7,000	1,000	3,320	3,680	53
Condominiums	7,000	0	5,414.67	1,585.33	23
Timeshare Projects	6,000	0	666.67	5,333.33	89
Educational Courses	14,000	670	5,945	8,055	58
Additional Licenses	2,000	120	1,160	840	42
Change of Address	7,000	540	2,950	4,050	58
Certificate of Licensure	2,500	150	565	1,935	77
Late Renewal Fees	9,000	4,060	4,100	4,900	54
Renewal Res Rental Agents	2,500	1,500	(650)	3,150	126
Renewal Auctioneer	4,000	375	1,250	2,750	69
Renewal Broker	155,000	83,375	(7,325)	162,325	105
Home Inspection Renewal	5,000	1,725	355	4,645	93
Renewal Property Manager	9,000	4,375	(375)	9,375	104
Renewal Sales Agents	12,000	0	12,000	0	0
Renewal Timeshare Agents	1,000	875	(375)	1,375	138
Renewal Firms	36,000	14,625	8,195	27,805	77
Renewal Timeshare Project	5,000	250	(3,050)	8,050	161
Renewal Additional Licenses	4,000	1,680	2,230	1,770	44
Misc. Fines and Penalties	12,000	2,100	5,600	6,400	53
Interest Earned	6,500	0	(273.25)	6,773.25	104
License Law Books Sold	1,500	88	1,372	128	9
Directories/Guide Sold	4,000	750	280	3,720	93
Mailing Labels Sold	5,500	0	3,950	1,550	28
Seminar / Education Costs	31,000	0	5,390	25,610	83
Investigation Reimbursement	2,000	0	2,000	0	0
	415,950	127,435	93,261.34 (12,048.25)	334,736.91	80%

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	361,238.22	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	100,000.00	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			461,238.22	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			461,238.22	DR **	
BUDGET UNIT TOTAL 1037			461,238.22	DR ***	

CENTER NAME REAL ESTATE COMMISSION

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	579,988.00	0.00	0.00	67,387.22	314,381.62	198,219.16	461,238.22
BUDGETED TOT	579,988.00	0.00	0.00	67,387.22	314,381.62	198,219.16	
ALL COMP TOT	579,988.00	0.00	0.00	67,387.22	314,381.62	198,219.16	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	269,656.00	0.00	0.00	21,039.69	181,656.25	87,999.75	32.6
5102 EMPLOYEE BENEFITS	79,121.00	0.00	0.00	6,405.84	51,666.66	27,454.34	34.7
5203 TRAVEL	34,730.00	0.00	0.00	94.50	7,133.69	27,596.31	79.5
5204 CONTRACTUAL SVCS	164,781.00	0.00	67,387.22	3,380.04	59,220.55	38,173.23	23.2
5205 SUPPLIES & MATRLS	29,700.00	0.00	0.00	948.66	14,499.35	15,200.65	51.2
5207 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	205.12	1,794.88	89.7
TOTALS	579,988.00	0.00	67,387.22	31,868.73	314,381.62	198,219.16	34.2

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101000 EMPLOYEE SALARIES	269,656.00	0.00	0.00	21,039.69	181,656.25	87,999.75	32.6
5102000 EMPLOYEE BENEFITS	79,121.00	0.00	0.00	6,405.84	51,666.66	27,454.34	34.7
5203000 TRAVEL	34,730.00	0.00	0.00	94.50	7,133.69	27,596.31	79.5
5204000 CONTRACTUAL SVCS	164,781.00	0.00	67,387.22	3,380.04	59,220.55	38,173.23	23.2
5205000 SUPPLIES & MATRLS	29,700.00	0.00	0.00	948.66	14,499.35	15,200.65	51.2
5207000 CAPITAL OUTLAY	2,000.00	0.00	0.00	0.00	205.12	1,794.88	89.7
PS SUBTOTALS	348,777.00	0.00	0.00	27,445.53	233,322.91	115,454.09	33.1
OE SUBTOTALS	231,211.00	0.00	67,387.22	4,423.20	81,058.71	82,765.07	35.8
COMPANY 6503-I TOT	579,988.00	0.00	67,387.22	31,868.73	314,381.62	198,219.16	34.2

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 02/28/2017

AGENCY 10 LABOR & REGULATION
 BUDGET UNIT 1037 REAL ESTATE COMMISSION

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
103700069901	6503	4393003	MISC FINES & PENALTIES	6,308.80	12,708.80
ACCT: 4393			PENALTIES (NON-GOVERNMENTAL)	6,308.80	12,708.80 *
ACCT: 43			FINES, FORFEITS & PENALTIES	6,308.80	12,708.80 **
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	160.00	288.00
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	780.00	4,500.00
103700069901	6503	4596004	MAILING LABLES	.00	1,550.00
ACCT: 4596				940.00	6,338.00 *
ACCT: 45			CHARGES FOR SALES & SERVICES	940.00	6,338.00 **
103700069901	6503	4896004	COS-EDUCATION COURSE COST	.00	25,610.00
ACCT: 4896				.00	25,610.00 *
ACCT: 48			OTHER REVENUE	.00	25,610.00 **
103700069901	6503	4920045	NONOPERATING REVENUES	.00	6,773.25
ACCT: 4920			NONOPERATING REVENUE	.00	6,773.25 *
ACCT: 49			OTHER REVENUE	.00	6,773.25 **
CNTR: 103700069901				17,298.80	352,035.71 ***
COMP: 6503				17,298.80	352,035.71 ****
B UNIT: 1037				17,298.80	352,035.71 *****

STATE OF SOUTH DAKOTA
REVENUE SUMMARY BY BUDGET UNIT
FOR PERIOD ENDING: 02/28/2017

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	660.00	1,980.00
103700069901	6503	4293702	BROKER	4,725.00	36,412.00
103700069901	6503	4293703	HOME INSPECTORS	200.00	1,400.00
103700069901	6503	4293704	PROPERTY MANAGER	225.00	4,050.00
103700069901	6503	4293705	SALES AGENTS	.00	900.00
103700069901	6503	4293707	FIRMS	800.00	4,480.00
103700069901	6503	4293708	CONDOMINIUMS	.00	1,585.33
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	5,333.33
103700069901	6503	4293711	EDUCATIONAL COURSES	870.00	8,925.00
103700069901	6503	4293712	ADDITIONAL LICENSES	.00	840.00
103700069901	6503	4293713	CHANGE OF ADDRESS	435.00	4,485.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	150.00	2,085.00
103700069901	6503	4293715	LATE RENEWAL FEES	560.00	5,460.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	3,150.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	125.00	2,875.00
103700069901	6503	4293719	RENEWAL BROKER	1,000.00	163,325.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	300.00	4,945.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	.00	9,375.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	1,375.00
103700069901	6503	4293724	RENEWAL FIRMS	.00	27,805.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	8,050.00
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	1,770.00
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	10,050.00	300,605.66 *
ACCT: 42			LICENSES, PERMITS & FEES	10,050.00	300,605.66 **

Revenue Report Ending 2/28/17

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	2,000	660	20	1,980	99
Auctioneer	450	0	450	0	0
Broker	50,000	4,725	13,588	36,412	73
Home Inspectors	4,000	200	2,600	1,400	35
Property Manager	5,000	225	950	4,050	81
Sales Agents	3,000	0	2,100	900	30
Timeshare Agents	1,000	0	1,000	0	0
Firms	7,000	800	2,520	4,480	64
Condominiums	7,000	0	5,414.67	1,585.33	23
Timeshare Projects	6,000	0	666.67	5,333.33	89
Educational Courses	14,000	870	5,075	8,925	64
Additional Licenses	2,000	0	1,160	840	42
Change of Address	7,000	435	2,515	4,485	64
Certificate of Licensure	2,500	150	415	2,085	83
Late Renewal Fees	9,000	560	3,540	5,460	61
Renewal Res Rental Agents	2,500	0	(650)	3,150	126
Renewal Auctioneer	4,000	125	1,125	2,875	72
Renewal Broker	155,000	1,000	(8,325)	163,325	105
Home Inspection Renewal	5,000	300	55	4,945	99
Renewal Property Manager	9,000	0	(375)	9,375	104
Renewal Sales Agents	12,000	0	12,000	0	0
Renewal Timeshare Agents	1,000	0	(375)	1,375	138
Renewal Firms	36,000	0	8,195	27,805	77
Renewal Timeshare Project	5,000	0	(3,050)	8,050	161
Renewal Additional Licenses	4,000	0	2,230	1,770	44
Misc. Fines and Penalties	12,000	6,308.80	(708.80)	12,708.80	106
Interest Earned	6,500	0	(273.25)	6,773.25	104
License Law Books Sold	1,500	160	1,212	288	19
Directories/Guide Sold	4,000	780	(500)	4,500	113
Mailing Labels Sold	5,500	0	3,950	1,550	28
Seminar / Education Costs	31,000	0	5,390	25,610	83
Investigation Reimbursement	2,000	0	2,000	0	0
	415,950	17,298.80	78,171.34	352,035.71	85%
			(14,257.05)		



[About](#) [Contact Us](#) [Store](#) [Join](#)

Login: [LOGIN](#) [Forgot password?](#)

[PROGRAMS](#) [MEMBERSHIP](#) [RESOURCES](#) [EVENTS](#) [ARELLO* FOUNDATION](#) [ABOUT](#) [CONTACT](#) [MEMBER & SUBSCRIBER LOGIN](#)

EVENTS

- [2017 Mid-Year Meeting](#)
- [District 2 & 3 Meeting](#)
- [2017 Annual Conference](#)
- [District Conferences](#)
- [Commissioner College](#)
- [Future Events](#)
- [My Registrations](#)

District 2 & 3 Meeting

**Charleston, WV
June 8-10, 2017**

[Click Here to Pre-Register by 6/10/17](#)

[Schedule](#) [Sponsors](#) [Accommodations](#) [Register](#) [Documents & Forms](#) [Roster](#)

Schedule

Thursday June 08	
12:00-5:00 pm	Conference Registration Open
5:30-7:30 pm	Off-Site Reception Join us for a visit to the WV Cultural Center with entertainment by Ryan Kennedy. Buses leave the hotel at 5:15 pm.
7:30 pm	Dinner on Your Own
Friday June 09	
7:30-8:30 am	Networking
8:00 am-4:00 pm	Conference Registration Open
8:30-9:00 am	Welcome to Charleston and West Virginia Welcome remarks by Jerry Forren (Executive Director, WVREC), Cheryl Dawson (Chair, WVREC), Danny Jones (Mayor of Charleston) and Jim Justice (Governor of WV)
9:00-10:30 am	Regulation in the Age of Disruption: Consumer Protection in an Evolutionary Real Estate Marketplace Presenter: Rick Harris
10:30-10:45 am	Refreshment Break
10:45 am-12:00 pm	Problems to Avoid in Preparing For and Conducting Disciplinary Hearings Panel discussion: Charlene Moody (NC), Rhonda Richardson (KY), Greg Lemon (NE), Mark Moore (TX)
12:00-1:30 pm	Lunch Provided Presentation: "Travel WV" by Terry Burhans - WCHS Reporter
1:30-2:30 pm	The Mountaineers are Always Free (Montani Semper Liberi) A presentation on the history of WV by Randall Reid-Smith (Commissioner, WV Division of Culture and History)
2:30-3:00 pm	ADA Compliance Miriam Baer (Executive Director, NCREC and 2017 ARELLO* President)
3:00-3:15 pm	Refreshment Break
3:15-5:00 pm	Jurisdiction Reports
5:45-9:00 pm	Off-Site Reception, Dinner and Entertainment Join us for a visit to the UC Rotunda with entertainment by Pennington Project Band. Buses leave the hotel at 5:30 pm.
Saturday June 10	
8:00-9:00 am	Networking
9:00-9:30 am	District Caucuses
9:30-10:30 am	The Future of Real Estate Education Presenter: Len Elder, JD, DREI, CDEI
10:30-10:45 am	Refreshment Break
10:45-11:30 am	Cracking the Toughest Cases in RE Investigation Panel discussion: Robert Rucker (WV), Mike Gray (NC), Sherry Kueffler (OK), Wendy Alkire (KS)
11:30 am-12:00 pm	Thank You and Farewell

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.