

# ROCKY MOUNTAIN REGION 11

## CAUCUS MEETING MINUTES

Thursday, May 5, 2022  
5-5:30 p.m.

Gaylord Hotel, National Harbor 2&3

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### Minutes

1. Rick Southwick called the meeting to order.
2. Kay Watson gave an inspirational thought.
3. Dave Tina led the Pledge of Allegiance.
4. Introduction of NAR Executive Outreach Team Members Tyler Thompson and Susan Welter.
5. Recognition of NAR past presidents, NAR DSAs, past RVPs, state presidents, and state AEs.
6. Candidate for 2023 NAR First Vice President Kevin Sears spoke.
7. Shane Cook said the Consumer Communications Committee recommends that the ad campaign dues be increased to \$45 each year for the next five years.
8. Candidate for 2023 NAR First Vice President Daryl Braham spoke.
9. Candidate for 2023-2024 NAR Treasurer Greg Hrabcak spoke.
10. A MOTION to approve the Nov. 14, 2022, Region 11 caucus minutes passed.
11. A MOTION to accept the 2021 Region 11 financials passed.
12. Wyoming REALTORS® President Duncan Bonine said Wyoming has had increase in members. Wyoming is also working on statewide management of professional standards. Their annual conference will be held in Cody, Wyo., in September.
13. Utah Association of REALTORS® President Randy Day said Utah won all its legislative battles this year.
14. New Mexico Association of REALTORS® President Damon Maddox said their association has rolled out its new strategic plan. They also have four new YPN chapters and defeated a transfer tax bill and landlord tenant bill.
15. Nevada REALTORS® President Doug McIntyre said one of their challenges is running out of land to build on. Nevada will also be hosting region and national meetings in 2023.
16. Colorado Association of REALTORS® Chair Matthew Hintermeister said their membership and prices are up, but their inventory is down. They continue to work on short-term rental issues. Colorado received \$1.2 million in relief for fire victims from the REALTORS® Relief Foundation to help more than 500 households.
17. Arizona Association of REALTORS® President Gary Nelson said they had a successful REALTOR® Day at the Capitol. They worked on bills dealing with teams and wholesaling. They've held several conferences and raised \$70,000 from an RPAC silent auction. They are working on DEI efforts and welcomed Scott Drucker as their new CEO.
18. A MOTION to approve the May 5, 2022, policies and procedures changes as proposed passed.
19. Region 11 Strategy Committee Chair Laurie Urbigkit said we need U.S. senators from our region to co-sponsor the HOUSES Act of 2022 to make more land available for housing.
20. Adjourn: 5:30 p.m.

12:46 PM

10/21/22

Accrual Basis

# Rocky Mountain Region 11

## Balance Sheet

As of September 30, 2022

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	<u>Sep 30, 22</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
100 · MidFirst Checking	236,631.03
101 · MidFirst Savings	328,736.94
<b>Total Checking/Savings</b>	<u>565,367.97</u>
<b>Total Current Assets</b>	<u>565,367.97</u>
<b>TOTAL ASSETS</b>	<b><u>565,367.97</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Equity	
30100 · Fund Bal - Operating Fund	59,750.79
30200 · Fund Bal - Campaign Contri Fund	400,000.00
32000 · Unrestricted Net Assets	75,141.55
Net Income	30,475.63
<b>Total Equity</b>	<u>565,367.97</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>565,367.97</u></b>

## Rocky Mountain Region 11 Profit & Loss Budget vs. Actual January through September 2022

	TOTAL			
	Jan - Sep 22	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
301 · Dues Income	134,110.00	133,600.00	510.00	100.38%
302 · Conf. Registration Income	52,033.85	30,000.00	22,033.85	173.45%
307 · Interest Income	274.62	0.00	274.62	100.0%
<b>Total Income</b>	<b>186,418.47</b>	<b>163,600.00</b>	<b>22,818.47</b>	<b>113.95%</b>
<b>Expense</b>				
411 · Conf - Wed Recpt - Drinks	20,661.82	39,625.00	-18,963.18	52.14%
415 · Conf - Thursday Breakfast	0.00	6,875.00	-6,875.00	0.0%
416 · Conf - Thursday Break	0.00	3,125.00	-3,125.00	0.0%
417 · Conf - Thursday Lunch	73,241.22	10,000.00	63,241.22	732.41%
445 · Conf - Speaker Fees	6,564.96	15,000.00	-8,435.04	43.77%
450 · Conf - AV/Production	9,450.30	20,500.00	-11,049.70	46.1%
455 · Conf - Credit Card Fees	1,657.90	1,000.00	657.90	165.79%
460 · Conf - Supplies	8,902.92	3,000.00	5,902.92	296.76%
506 · MidYear Meeting Caucus Supplies	123.02	6,000.00	-5,876.98	2.05%
605 · NAR Convention - Reception	32,211.97	80,000.00	-47,788.03	40.27%
607 · NAR Convention - RVP Gift	0.00	3,000.00	-3,000.00	0.0%
710 · Miscellaneous	114.03	30,500.00	-30,385.97	0.37%
715 · Travel - RVP	2,984.70	10,000.00	-7,015.30	29.85%
720 · Travel - NAR Meetings - Staff	30.00	16,250.00	-16,220.00	0.19%
<b>Total Expense</b>	<b>155,942.84</b>	<b>244,875.00</b>	<b>-88,932.16</b>	<b>63.68%</b>
<b>Net Income</b>	<b>30,475.63</b>	<b>-81,275.00</b>	<b>111,750.63</b>	<b>-37.5%</b>

# Policies and Procedures of Rocky Mountain Region 11

(As Amended ~~May 5, 2022~~ November 13, 2022)

## PREFACE

The Rocky Mountain Region of the NATIONAL ASSOCIATION OF REALTORS® (NAR) is authorized in accordance with the NAR Constitution and Bylaws, Article XIV, Section 1, which reads: "The Board of Directors may create Regions in the United States and may conduct Regional Meetings and Conferences in such Regions."

The affairs and activities of the Rocky Mountain Region shall be conducted in accordance with the NAR Constitution and Bylaws and in accordance with other NAR policies and procedures governing regional activities.

## ARTICLE I - NAME AND OBJECTIVE

**Section 1.** The name of the organization shall be Rocky Mountain Region 11, hereinafter referred to as the Region.

**Section 2.** The objectives of the Region shall be to unite the Rocky Mountain States of Arizona, Colorado, Nevada, New Mexico, Utah, and Wyoming, to work together, address our Region's challenges and advance common goals and interests, to be a Leader and an effective political force within NAR and in areas of interest and concern to the members and the Region.

## ARTICLE II - VOTING

**Section 1.** Voting members shall consist of all in attendance who are active REALTOR® members at the Region Caucus meeting, except that only National Directors shall be allowed to vote for National positions requiring a Region recommendation. The recommendations will be timely as required by NAR.

**Section 2.** All REALTOR® members in attendance shall vote for any amendments hereto as set forth in Article X herein.

**Section 3.** All NAR members within the Region are encouraged to attend and participate in discussions.

**Section 4.** No proxies shall be allowed.

- M.** Maintain accurate records and correspondence records and provide copies to the Region Secretary-Treasurer and Regional Vice President-Elect.
- N.** Ensure minutes are recorded and distributed to each State after Region Caucus meetings.
- O.** Become thoroughly familiar with the Regional Vice President’s Handbook, the NAR Constitution and Bylaws, and other pertinent material provided by NAR.
- P.** Prior to a Region endorsement of a NAR Officer Candidate (which requires all 6 Region 11 states to individually endorse), invite candidates and people seeking National office to appear at the Region Caucus meeting to acquaint the members with their qualifications.
- Q.** Invite National officers and candidates to other appropriate meetings of the Region.
- R.** Encourage State presidents and the members of the Region NAR Strategy Committee to recommend qualified members for National committee appointments and Chair and Vice-Chair positions when appropriate.
- S.** Invite NAR committee members to report at Region Caucus meetings when a committee has taken action pertinent to the Region.
- T.** Hold a Region leadership meeting during the NAR Midyear Legislative and NAR Annual meetings to include all State Presidents, Presidents-Elects, and Association Executives.
- U.** Prepare meeting agendas and other handouts as needed.
- V.** Determine the location, venue and timing for the annual Rocky Mountain Region Conference taking in to consideration other events or meetings already on the schedule by the individual States and NAR. During their term, the Regional Vice President and the Association Executive and their staff are responsible for the complete planning, organization and execution of the Rocky Mountain Leadership Conference. This is to include the full program, speakers, panelists, invited guests, hotel venue, negotiating contracts, meals, receptions, events, etc. The goal for the Conference should be to have a valuable program to the invited attendees, primarily State and Local Leadership and Staff, that will assist them in their jobs as leaders and professional staff in working with their Associations, the Region and NAR. The location should be relatively easy to get to by commercial air travel from around the Region and potential for more predictable weather should be considered given the early spring time of year. In addition, if a regional conference is to be held it shall be completed prior to the NAR Legislative Meetings and Trade Expo (typically held in May).

**Section 3.** In the event of a vacancy in the office of Regional Vice President, the position will be filled in accordance with Article VII, Section 3B of the NAR Constitution and Bylaws.

## **ARTICLE VII - PROCEDURES FOR SELECTING AND RECOMMENDING A ROCKY MOUNTAIN REGIONAL VICE PRESIDENT**

**Section 1. Rocky Mountain Region Nominating Committee.** There shall be a Rocky Mountain Region Nominating Committee, hereinafter referred to as the Region Nominating Committee, chaired by the Immediate Past Regional Vice President, hereinafter referred to as the Nominating Committee Chair, and composed of two people from each of the six states in the Region who have served or are currently serving as either Rocky Mountain Regional Vice President or State President. If the Immediate Past Regional Vice President is unable to serve as Chair for any reason, the position will be filled by the then most recent past Regional Vice President able and willing to serve as Chair. NOTE: Each state association shall develop and maintain its own policies and procedures for selecting its representatives (or replacements in case of a vacancy) to the Region Nominating Committee. The names of such representatives shall be reported annually to the Regional Vice President and Nominating Committee Chair by the respective State Association Executive no later than March 31<sup>st</sup>. The role of the Region Nominating Committee is to recommend an RVP candidate to the NAR directors within the Region.

**Section 2. Recommendation of the Regional Vice President.** ~~The Chair of the Nominating Committee shall announce the Region Nominating Committee's recommendation of a candidate for Regional Vice President after the Nominating Committee interview process (see Section 4). shall be announced at the NAR Annual Meeting at the Region caucus by the Chair of the Nominating Committee.~~

### **Section 3. Regional Vice President Qualifications.**

- A.** The nominee must have served in at least one of the following positions: state association president; national president of an NAR Institute, Society or Council; current NAR director; NAR director for at least two of the last six years; NAR-appointed vice president; committee liaison; committee or advisory board chair (not including forum leadership).
- B.** The nominee should have REALTOR®, civic, or governmental experience as would indicate leadership ability.
- C.** The nominee agrees to meet the Regional Vice President performance expectations outlined in the NAR Campaign and Elections Rules Manual.
- D.** The nominee shall submit the NAR Application for Elected Office to the National Association of REALTORS® Credentials and Campaign Rules Committee (CCRC) within the NAR-established timeframe.
- E.** The nominee must have the endorsement of their State association and documentation of the endorsement.

### **Section 4. Region Nominating Committee Recommendation Process for the Office of Regional Vice President.**

**Commented [DD1]:** If the chair waits until the NAR Annual region caucus to announce the recommendation, it will be too late since the voting will have already taken place electronically in October.

- A. The Region Nominating Committee will review NAR’s list of eligible candidates for Regional Vice President and invite all eligible Region 11 RVP candidates to interview with the Nominating Committee.
- B. The goal of the Region Nominating Committee shall be to recommend the best-qualified RVP candidate to the NAR directors within the Region. The Region Nominating Committee shall give consideration to an equitable distribution between the six states when recommending the RVP candidate.
- C. The Region Nominating Committee shall meet **after NAR announces the Notice of Eligible Candidates for Elected Office** ~~prior to the Region Caucus meeting held at the NAR Annual Meeting~~ at a time, date, and place determined by the Nominating Committee Chair for the purpose of recommending a Regional Vice President candidate.
- D. Decisions shall be reached by a simple majority of those present and voting. All members of the committee, including the Chair, shall vote. If a candidate receives a majority of the votes, they will receive the Region’s recommendation. All votes will be done using a secret written ballot and will be counted by the committee staff liaison. The Region Nominating Committee shall report its recommendation ~~at the Region Caucus meeting at the NAR Annual Meeting and~~ by email to all NAR directors within the Region **following the meeting**.
- E. ~~Prior to the NAR Legislative Meetings;~~ NAR will facilitate an electronic vote of all NAR directors in the Region to elect the Region’s Regional Vice President.

**Commented [DD2]:** We don’t have the list of people to interview until after NAR releases the slate of candidates.

**Commented [DD3]:** Let’s give the chair flexibility in scheduling the meeting so they can schedule it before NAR sets the electronic vote.

**Commented [DD4]:** This allows the Nominating Committee to announce their recommendation prior to electronic voting in October.

**ARTICLE VIII - OBLIGATION OF EACH STATE TO THE REGION**

**Section 1.** Each state shall furnish the Regional Vice President with the name, address, telephone numbers, email addresses and committee assignment, if applicable, of their state association executive officer, State Leadership, National Directors, NAR chairs, and NAR vice chairs.

**Section 2.** Assist the Regional Vice President in setting goals for the Region.

**Section 3.** Submit a President’s Report for each Region Caucus meeting.

**Section 4.** Invite the Regional Vice President to their state association meetings, conventions and other appropriate events.

**Section 5.** Ensure that the Regional Vice President is on the mailing and email distribution list for their state publication and electronic communications.

**ARTICLE IX - SUBCOMMITTEES AND SPECIAL COMMITTEES**

**Section 1.** The Regional Vice President shall appoint, from among the members of the Region, such subcommittees as may be needed. The Regional Vice President shall serve as an ex-officio member of all subcommittees and special committees.



**2023 ROCKY MOUNTAIN REGION & CONFERENCE BUDGET**  
Presented by Nevada REALTORS

<b>2023 CONFERENCE BUDGET</b>				
<b>Conference Income</b>		<b>2023 Budget</b>	<b>YTD Actual</b>	<b>YTD Variance</b>
Registration - Full 150 + Cancel Fees	150 x \$199	\$ 29,850.00	\$ -	-
Registration - Guest 35	35 x \$50	\$ 1,750.00	\$ -	-
Sponsorships		\$ 75,000.00	\$ -	-
<i>TOTAL INCOME</i>		\$ 106,600.00	\$ -	-
<b>Conference Expenses</b>				
Sponsors Expense		\$ 1,000.00	\$ -	-
AV Equipment		\$ 13,000.00	\$ -	-
Credit Card and Bank Fees		\$ 2,000.00	\$ -	-
Food/ Beverage/Tax/Gratuity		\$ 43,000.00	\$ -	-
A. Three Breaks	6,000.00			
B. Breakfast (2 days)	15,000.00			
C. Lunch (1 day)	22,000.00			
Copy/Printing/Supplies/Misc		\$ 3,000.00	\$ -	-
Flowers/Linens/Decorations		\$ 3,000.00	\$ -	-
Music/Entertainment		\$ 2,000.00	\$ -	-
Reception (Hors d'oeuvres/ drinks)		\$ 33,000.00	\$ -	-
Speakers (Fees, Travel/Lodging)		\$ 20,000.00	\$ -	-
<i>TOTAL EXPENSES</i>		\$ 120,000.00	\$ -	-
<b>Conference Net YTD</b>		\$ (13,400.00)	\$ -	-
<b>2023 REGION BUDGET</b>				
<b>Region Income</b>		<b>Budget</b>	<b>YTD Actual</b>	<b>YTD Variance</b>
2023 Dues - (approx 126,253 members)	126,253 x \$.80	\$ 109,002.40	\$ -	-
Conference Income (above)		\$ 106,600.00	\$ -	-
<i>TOTAL REGION INCOME</i>		\$ 215,602.40	\$ -	-
<b>Region Expenses</b>				
Copies/Postage/Supplies/Badges		\$ 1,500.00	\$ -	-
Gifts		\$ 4,000.00	\$ -	-
Leadership Meetings/ Hospitality		\$ 10,000.00	\$ -	-
NAR Annual Meeting Reception		\$ 35,000.00	\$ -	-
NAR RPC (midyear) Reception		\$ 35,000.00	\$ -	-
Staff and RVP Travel Allotment		\$ 10,000.00	\$ -	-
Conference Expenses (above)		\$ 120,000.00	\$ -	-
<i>TOTAL REGION EXPENSES</i>		\$ 215,500.00	\$ -	-
<b>Total Region Operations Profit or (Loss)</b>		\$ 102.40	\$ -	-