

REGION 11 CAUCUS

THURSDAY, MAY 5

4:00P-5:30P

Gaylord National Resort & Convention Center
National Harbor 2-3; Level 3

RICK SOUTHWICK – NAR REGIONAL VICE PRESIDENT AZ, CO, NV, NM, UT, WY

- I. **Call to Order** – Rick Southwick
- II. **Inspirational Thought** – Kay Watson
- III. **Pledge of Allegiance** – Dave Tina
- IV. **NAR Executive Outreach Team Members** – Rick Southwick introduced the following Region 11 contacts:
 - A. Tyler Thompson, VP, Second Century Ventures & Reach, Strategic Business, Innovation & Technology
 - B. Susan Welter, VP, Creative and Content Strategy
- V. **VIP Introductions / Acknowledgements** – Rick Southwick recognized NAR past presidents, NAR DSAs, past RVPs, state presidents, and state association executives.
- VI. **Consumer Ad Campaign Update** – Shane Cook said the committee is recommending that consumer ad campaign dues be increased to \$45 for the next three years.
- VII. **Candidate for 2023 First Vice President** – Kevin Sears gave a campaign speech.
- VIII. **Candidate for 2023 First Vice President** – Daryl Braham gave a campaign speech.
- IX. **Candidate for 2023-2024 NAR Treasurer** – Greg Hrabcak gave a campaign speech.
- X. **Minutes** – A MOTION passed to approve the Nov. 14, 2021, caucus minutes.
- XI. **Financials** – A MOTION passed to accept the 2021 region financials.
- XII. **State President Reports** – Wyoming President Duncan Bonine said they are doing statewide management of professional standards. They will hold their state conference in Cody, Wyo. in September.
- XIII. **State President Reports** – Utah President Randy Day talked about 2022 state legislative wins.
- XIV. **State President Reports** – New Mexico President Damon Maddox, said there are six active fires in the state. Their

leadership has rolled out a new strategic plan. They have four new YPN chapters. They defeated transfer tax and landlord tenant bills and worked on a copper theft bill.

- XV. **State President Reports** – Nevada President Doug McIntyre said they are working on a lands bill. Nevada will be hosting both region and national meetings in 2023.
- XVI. **State President Reports** – Colorado Chair Matthew Hintermeister said they are working on short-term rental issues. Colorado received \$1.2 million from the REALTORS® Relief Foundation to help more than 500 fire victims.
- XVII. **State President Reports** – Arizona President Gary Nelson said they are working on bills dealing with teams and wholesaling. They are also working on several conferences, RPAC fundraising, and DEI efforts. Arizona hired Scott Drucker as their new CEO.
- XVIII. **Region Policy Changes** – A MOTION passed to approve the proposed May 5, 2022, changes to the Region 11 Policies and Procedures.
- XIX. **Strategy Committee Update** – Strategy Committee Chair Laurie Urbigkit talked about the HOUSES Act of 2022 from Sen. Mike Lee. The bill needs support from senators in our region.
- XX. **RPAC Update** – Wes Graham said NAR is at 60% of its RPAC fundraising goal as of April 20. The region has 31% participation and is at 53% of our major investor goal.
- XXI. **C2EX Update** – Natalie Davis said 111,000 people are enrolled in the C2EX program. Approximately 16,000 members hold the endorsement. Through Oct. 1, there is a challenge to increase C2EX participation at the association, broker, and region levels. They have added new sections of curriculum, and they are looking for new C2EX ambassadors.
- XXII. **2023 Update** – NAR President-elect Kenny Parcell said the committee application deadline is May 13. There will be a rally next year, and the “Riding with the Brand” program will come to the states to show the value of membership.
- XXIII. **NAR BOD Update** – Chris McElroy talked about the Legal Action Committee that will be used to provide funds for various legal issues.
- XXIV. **REALTORS® Relief Foundation Update** – Kevin Sigstad said RRF Foundation has given \$3.7 million this year with \$1.5 million raised. The goal is to raise \$5 million this year.
- XXV. **Strategic Plan Update on Issues and Trends** – Rick Southwick discussed three questions:
 - A. Common issues within the region: REALTORS® are affected more than ever by local regulations and disruptions of private property rights.

B. Common trends: cryptocurrency, water, ibuyers, labor shortages, workforce housing, short-term rental regulations, rent control, student loan debt, lawsuits.

C. Innovation predictions over the next five years: cryptocurrency, AI, lender acquisitions.

- XXVI. **Recognition** – Rick Southwick recognized Michelle Lind on her retirement and thanked her for her service to Region 11 and Arizona REALTORS®.
- XXVII. **Candidate for 2023-2024 NAR Treasurer** – Craig Sanford gave a campaign speech.
- XXVIII. **Other Business** – Scott Matthias said we have a Region 11 member running for CRS leadership.
- XXIX. **Adjourn** – 5:30 p.m.