

2023 Vision Quest/Winter Leadership Meetings



Board of Directors | Friday, January 27 | 10:00 am

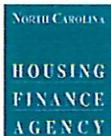
Agenda

Presiding: Leigh Brown, NCR President

Conflict of Interest Statement It is your duty to avoid conflicts of interest in performing your duties as a member of this body. A copy of NCAR's Conflict of Interest, Ownership Disclosure and Corporate Opportunities Policies were provided with your meeting materials. Is any member of this body aware of any conflicts or appearances thereof with respect to the matters before this body today?

- | | |
|--|--|
| 1. Call to Order | Leigh Brown |
| 2. Pledge of Allegiance | LaDerek Green |
| 3. NAR Update | Amy Hedgecock, NAR Region 4 Vice President |
| 4. Director Orientation | Leigh Brown, Andrea Bushnell, Caitlin Thompson |
| 5. Approval of October 19, 2022 minutes | Leigh Brown |
| 6. New Business | |
| a. Certification of 2023 Executive Committee | Leigh Brown |
| b. REALTORS® Commercial Alliance Report | Jason Gentry |
| c. Association Executives Scholarships | Leigh Brown |
| 7. Reports | |
| a. Bylaws Committee | Harriette Doggett |
| b. Policy Committee | Wendy Harris |
| c. President's Report | Leigh Brown |
| d. President-Elect Report | Tony Harrington |
| e. Treasurer's Report | Laurie Knudsen |
| 8. Information Items | |
| a. Absence from Meetings Policy | g. 2023 Calendar |
| b. Conflict of Interest Policies | h. 2023 Award Information |
| c. Rules of Order | i. Talking Points/Strategic Plan Update |
| d. NCAR Executive Committee Actions | j. Candidate Announcement Information |
| e. 2024 Officers and Directors to be elected | k. September/October Meeting Information |
| f. Membership Report | l. NCR Housing Foundation Giveaway |
| 9. Additional Business | |
| 10. Adjournment | |

Thank You Annual Sponsors



Minutes
NC REALTORS® Board of Directors
October 19, 2022

The meeting was called to order at 8:30 am. There were 127 directors present and 18 absent. Minutes of the June 14, 2022, meeting were approved as presented.

NAR Update- REALTOR® Brian Copeland, NAR Region 4 Vice President, reported on current programs and activities in Region 4 and the National Association. He also reported that the first Region 4 Conference will be held in Savannah in October 2023.

Appraisal Division Bylaws - REALTOR® Peter Gallo, Appraisal Section Chair, reviewed amendments to Article IV, Section 1, Article V, Section 1 of the Appraisal Bylaws. These amendments are to ensure the Section conducts its business by a majority leadership of licensed or certified appraisers. REALTOR® Gallo moved approval of the amendments as presented. Motion seconded and carried.

NC RPAC Report/Elections - REALTOR® Bill Aceto reported that NC REALTORS® PAC has raised \$1.2 million which puts us at 106% of our 2022 goal. Over 18,000 members have invested at the participating level bringing NC RPAC to 34.43% participation for 2022. Twenty-three of our 45 associations have met goal with 17 of them reaching local triple crown this year. REALTOR® Aceto stated that the 2022 fundraising deadline is December 2 and he feels confident that NC RPAC will reach the numbers needed for Triple Crown. There are 348 major investors and a record breaking 71 President's Circle members this year.

REALTOR® Aceto also reported that NC REALTORS® has been given the opportunity to personalize bricks on the pathway leading up to the entrance of the NC REALTORS® Raleigh office. Bricks can be reserved for a \$2,500 investment to RPAC or the Corporate Ally Program. The deadline to reserve a brick is December 2, 2022.

REALTOR® Aceto moved to approve the following RPAC Trustees for terms beginning 2023 by acclamation: Region 2 – Robert Percsepe, Region 4 – Kim Dawson, Region 7 – Dennis Bailey, Region 8 – Lee Allen, Region 9 – Renee Cooney, and Region 10 – Jon McBride. Motion seconded and carried.

He also reported that there is a contested election for Region 3 Trustee position--REALTORS® Amanda Smith and Bruce Gates. Directors cast their ballot and REALTOR Amanda Smith was elected.

Service Corporation

Service Corporation President, J-P Perron, called the Service Corporation Shareholder's meeting to order. President Perron stated that the Service Corp. Shareholder meeting is running concurrently with the NCR Board of Directors meeting. President Perron stated that since there is a quorum for the NCR Board of Directors meeting, there is also a quorum for the Annual Shareholders Meeting.

On motion made, seconded, and carried, the minutes of the 2021 Annual Shareholder Meeting were approved as presented.

Treasurer's Report –Kirsten Shackelford reviewed the 2021 financial statements.

Election of Directors - The following directors were elected by acclamation for 3-year terms beginning 2023:

Ray Alexander – Greensboro Regional Realtors® Association
Lynn Harris – Cape Fear Realtors®
Phil Misciagno – Jacksonville Board of Realtors®
Susan Williams – Mid-Carolina Association of Realtors®
Kristen Shackelford - Outer Banks Association of Realtors®

Carroll Cup Award – The 2021 Carroll Cup Award was presented to the Raleigh Regional Association of REALTORS®.

There being no further business, the annual meeting of the shareholders of the NCR Service Corporation adjourned.

DEI Report – Diversity Committee Chair Patsy Irvin and Vice Chair Magda Esola provided the Committee with detailed information on The Diversity Movement (DMI) including methodology & benchmarking, strengths and areas for additional focus, proposed DEI goals for 2022 and beyond. Their report also included NC REALTORS® DEI efforts for Fair Housing Academy, Spire Program, forming partnerships with affiliate groups, education, social media, and scholarships.

Leadership Reports - President Wendy Harris and President-Elect Leigh Brown reported on recent Association activities and their many travels during the past quarter. CEO Andrea Bushnell provided a review of the NC REALTORS® strategic plan initiatives and accomplishments during 2022.

Treasurer's Report - Treasurer Knudsen reviewed the July 31, 2022 financials. She noted that total membership is ahead of budget projections by 7,102 members. It was moved to accept the Treasurer's report. Seconded and carried.

2023 Proposed Budget – Treasurer Knudsen reviewed the 2023 Proposed Budget. The budget is based on 2023 membership of 55,500. She reviewed notable expense items that includes the Region 4 retreat, local leadership team building, REALTOR® Relief Fund donation, NAR partnerships, Convention and Expo (2023 will be the Region 4 event), and increased reimbursement to members and staffing. REALTOR® Knudsen moved approval of the proposed 2023 NCR budget. Motion seconded and carried.

Funding Request for NAR First Vice President Position – NC REALTORS® Executive Committee has voted to endorse Leigh Thomas Brown for the position of 2025 First Vice President of the National Association of REALTORS®, and eventually NAR President in 2027.

The run for NAR First Vice President will be contested, but the Executive Committee feels Leigh is the best candidate for this high-profile position. To run for this position comes with financial costs. The Executive Committee has authorization to endorse a NAR officer candidate but the Board of Directors has the authority to decide how to best financially support the candidate.

The Directors reviewed the proposed NAR Presidential Campaign budget of \$653,800 that covers expenditures that will need to be made between the passage of the budget and May 2024 when the election will take place. Funds will be taken from savings and the current balance of \$1,782,639 is in the Association's savings account and an additional \$10,636,177 in investment accounts.

It was moved to approve \$653,800 from NCR savings to fund Leigh Thomas Brown's campaign for 2025 NAR First Vice President. Seconded and carried.

Announcements

President Wendy Harris recognized NCR General Counsel Will Martin who will be retiring at the end of the year and thanked him for his service to the Association for the past 27 years.

President Harris also congratulated all the recent winners of the NCR Awards and graduates of the William C. Bass Leadership Academy Class of 2022.

There being no further business to come before the Directors, the meeting was adjourned at 10:41 am on motion duly made and seconded.

Respectfully submitted

Donna H. Peterson
Executive Assistant



REALTOR® North Carolina Association
of REALTORS®

Memo

To: NCR Board of Directors

From: Jason Gentry, Chair, REALTOR® Commercial Alliance

In 2022, the RCA Division reviewed its status and voted to recommend to dissolve the Division and reconstitute itself as a NCR committee. This follows NAR's decision to do the same. The Division cited complex and time-consuming bylaw policy and procedures. The Division no longer collects dues and therefore has no need for Division status. Changing to committee status will allow for streamlined structure and management of the RCA work and more engagement from members following the NCR committee application and appointment process.



Memo

To: NCR Board of Directors
From: NCR Bylaws Committee

RECOMMENDATION: The Bylaws Committee recommends the following amendments to ARTICLE VIII, Section 1e:

SECTION 1e. At-Large Representative: Following the Annual Election, the President shall, subject to the approval of the Executive Committee, appoint one (1) At-Large Representative on the Committee. The appointee shall be required to submit an application to the Certifying/Recruiting Committee for its determination of his/her eligibility to serve on the Executive Committee in accordance with Article IX, Section 2a. The name of any individual appointed as an At-Large Representative shall be submitted by the President to the Association's Corporate Secretary no less than thirty (30) days prior to January 1st of the following year. The term of an individual filling the position of At-Large Representative shall be for one (1) year, and shall commence on January 1st of the year following their appointment. An At-Large Representative may succeed himself/herself to such position, but may not serve in such capacity for more than two (2) consecutive years. ~~An individual filling the position of At Large Representative may be removed by the President, President Elect, Treasurer and Immediate Past President ("Leadership Team") at any time with or without cause.~~ In such event, or if for any other reason such individual is unable to complete his/her full term, the President shall appoint a successor to serve the remainder of the unexpired term.

It shall be the duty of the At-Large Representative to serve on the Executive Committee and attend all meetings thereof. The At-Large Representative shall act as liaison to such committees of the Association as the President deems appropriate, and report the activities of any such committees to the Executive Committee. The At-Large Representative shall also perform such other duties as may be assigned to him/her by the President. ~~or the Board of Directors.~~



Memo

To: NCR Board of Directors

From: NCR Policy Committee

RECOMMENDATION: The Policy Committee recommends the following amendments to the Issues Mobilization Fund and Reserve Policies. The Executive Committee approved the amendments at their December 12, 2022 meeting and recommend approval by the NCR Board of Directors.

Issues Mobilization Policy

SECTION III. FUNDING

The NC REALTORS® annual budget shall include an amount for the IM Fund equal to thirty dollars (\$30.00) per dues-paying Member according to Membership projections for the budget year. The amount allocated to the Fund shall be equal to thirty dollars (\$30.00) for each person for whom dues are actually collected (or a prorated amount for persons for whom dues are collected for less than an entire year). At such time as the Fund balance may equal or exceed ~~ten~~ fifteen million dollars (\$105,000,000.00), the I-M Fund allocation shall be reduced ~~to~~ by the sum of twenty-five dollars (\$25.00). At such time as the I-M Fund balance may thereafter be reduced to less than ~~five~~ ten million dollars (\$510,000,000.00), the I-M Fund allocation shall be increased by the sum of twenty-five dollars (\$25.00). Notwithstanding the foregoing, the amount to be allocated to the IM Fund may from time to time be temporarily modified for a defined period of time by specific action of the Board of Directors without the necessity of modifying this Section III.

Reserve Policy

I. CREATION AND PURPOSE

NCR’s Board of Directors has established certain Fund Categories to which NCR’s reserve funds are to be allocated, and designated a specified amount for each Fund Category. The purpose of the NCR Reserve Policy is to provide readily available cash funds as needed up to the amount designated for each Fund Category. The Fund Categories, including amounts designated for each, are as follows:

Operating Reserves	\$3,500,000
Equipment and Systems Reserve	\$ 250,000
Building Reserve	\$1,000,000
Legal Action Fund	\$ 150,000
NAR Region 4 Campaign Fund	\$ 25,000

NC Association of Realtors, Inc.
Statement of Financial Position (Balance Sheet)
October 31, 2022

	October 31 2022	December 31 2021	October 31 2021
1 ASSETS			
2 Current Assets			
4 NCAR Operating	8,412,013	11,512,403	8,242,057
5 Appraisal Division (APD)	39,638	38,935	38,627
6 Property Management Division (PMD)	128,205	134,834	130,201
7 Total Cash	8,579,856	11,686,172	8,410,885
8 NCAR Savings Account	1,762,684	1,762,537	1,762,507
9 Investments (at cost)	10,167,965	8,160,824	8,062,569
10 Unrealized Gain (Loss) on Investments	39,542	1,319,152	1,366,667
11 Subtotal - Available for designated net assets/reserves	11,970,191	11,242,513	11,191,743
12 Accounts Receivable	A 152,015	B 226,776	C 88,993
13 Prepaid Expense	237,388	457,326	193,792
14 Total Current Assets	20,939,450	23,612,787	19,885,413
15 Fixed Assets			
16 Land - Greensboro	290,904	290,904	290,904
17 Land Improvements	11,917	11,917	11,917
18 Building - Greensboro	2,652,239	2,652,239	2,630,313
19 Land - Raleigh	1,240,523	1,240,523	1,240,523
20 Building - Raleigh	4,461,007	4,461,007	4,271,707
21 Office Furniture & Equip	466,353	466,353	467,331
22 Vehicles	31,278	31,278	31,278
23 Computer Hardware	98,265	98,265	90,908
24 Computer Software	175,561	175,561	175,561
25 Intangible assets - PMD	10,000	10,000	10,000
26 Accumulated Depreciation - All	(1,893,853)	(1,893,853)	(1,772,608)
27 Total Net Fixed Assets	7,544,194	7,544,194	7,447,834
28 Investment in Service Corp.	4,000	4,000	4,000
29 Total Assets	28,487,644	31,160,981	27,337,247

NC Association of Realtors, Inc.
Statement of Financial Position (Balance Sheet)
October 31, 2022

	October 31 2022	December 31 2021	October 31 2021
LIABILITIES AND NET ASSETS			
Current Liabilities			
30	962,220	243,332	310,240
31	154,105	5,060,264	306,336
32	1,116,325	5,303,596	616,576
33	-	-	-
34	1,116,325	5,303,596	616,576
35			
36	13,663,015	15,577,748	16,313,342
37	3,607	3,607	3,607
38	10,584	12,084	12,184
39	198	198	198
40	2,330	1,600	830
41	126,097	126,193	130,201
42	39,664	38,422	38,627
43	182,480	182,104	185,647
44	3,500,000	1,200,000	1,200,000
45	250,000	200,000	200,000
46	1,000,000	100,000	100,000
47	-	500,000	500,000
48	150,000	50,000	50,000
49	8,625,824	7,937,533	8,061,682
50	-	10,000	10,000
51	-	100,000	100,000
52	13,525,824	10,097,533	10,221,682
53	27,371,319	25,857,385	26,720,671
54	28,487,644	31,160,981	27,337,247

Includes contributions payable of \$267,066 to the NC REALTORS Housing Foundation and \$150,000 to the NAR REALTOR Relief Foundation, payables to Cherokee for convention and to Lone Wolf for member Forms software.

New reserve categories as approved by BOD in January 2022

NC Association of Realtors, Inc.
Statement of Financial Position (Balance Sheet)
October 31, 2022

October 31 2022 December 31 2021 October 31 2021

Accounts Receivable - Detail			
Account	October 31		October 31
	2022	2021	2021
A/R - NCAR - Other	113,038	100,385	45,902
A/R - Trade Receivables	8,500	10,000	4,375
A/R - NC REALTORS Housing Foundation	7,165	19,788	13,294
A/R - OTHER (APP, PMD, RCA)	3,298	4,558	4,558
A/R - NCAR Service Corporation	20,014	81,383	18,022
A/R - Vacation Rental Mgmt Association	-	17	-
A/R - NC Property Rights Fund	-	10,645	2,842
A	<u>152,015</u>	<u>226,776</u>	<u>88,993</u>
	B	C	

Accounts Receivable - Aging					
Account	0-30 days		31-60 days	61 + days	Total
	A/R - NCAR - Other	35,138	31,077	46,823	113,038
A/R - Trade Receivables	2,000	2,000	4,500	8,500	
A/R - NC REALTORS Housing Foundation	3,774	861	2,530	7,165	
A/R - OTHER (APP, PMD, RCA)	2,142	441	715	3,298	
A/R - NCAR Service Corporation	5,242	10,326	4,446	20,014	
A/R - NC Vacation Rental Mgmt Association	-	-	-	-	
A/R - NC Property Rights Fund	-	-	-	-	
	<u>48,296</u>	<u>44,705</u>	<u>59,014</u>	<u>152,015</u>	
			A		

North Carolina Association of Realtors, Inc.
Statement of Activities compared to Budget
For the Ten Months Ended October 31, 2022

	October 31 Actual	2022 PTD Budget	Variance	2022 Annual Budget	
Revenue					
	Association/Admin Dept.				
1	Dues Income				
2	Realtor & Affiliate Dues	10,691,987	9,210,934	1,481,053	9,250,000
3	Institute Affiliate Dues	1,067	9,625	(8,558)	9,625
4	Subtotal - Dues before Issues Mobilization	10,693,054	9,220,559	1,472,495	9,259,625
5	Allocation of dues to Issues Mobilization	(1,733,836)	(1,493,665)	(240,171)	(1,500,000)
6	Total Dues	8,959,218	7,726,894	1,232,324	7,759,625
7					
8	Interest Income	147	150	(3)	150
9	Miscellaneous Inc. (Legislative mtg sponsorship)	2,000	-	2,000	-
10	Shared Government Affairs Director (GAD) Revenue	105,239	125,625	(20,386)	167,500
11	Grant Income - NAR Community Advocacy Grant	25,000	-	25,000	-
12	Out of State form purchases	29,646	4,000	25,646	4,000
13	Total Association/Admin Revenue	9,121,250	7,856,669	1,264,581	7,931,275
14					
15	Leadership Academy				
16	Registration Fees - Leadership Academy	12,500	15,000	(2,500)	15,000
17	Total Leadership Academy	12,500	15,000	(2,500)	15,000
18					
19	Business Development				
20	General Sponsorships	48,800	40,000	8,800	40,000
21	Gen. Sponsorship allocation - Convention	-	-	-	(9,250)
22	Gen. Sponsorship allocation - Insight Ads	-	-	-	(9,200)
23	Gen. Sponsorship allocation - Exhibits	-	-	-	(3,750)
24	Total Business Development-Sponsorships, net	48,800	40,000	8,800	17,800
25					
26	Advertising Revenue				
27	Insight Ad Revenue	6,350	11,000	(4,650)	11,000
28	Total Advertising Revenue	6,350	11,000	(4,650)	11,000
29					
30	Management Revenue and Facility Rental				
31	Management Revenue - NC Property Rights Fund	-	64,500	(64,500)	64,500
32	Management Revenue - NC REALTORS Housing Foundation	-	90,000	(90,000)	90,000
33	Management Revenue - NCVRMA	-	4,100	(4,100)	4,100
34	Rental of NCR Facility-RAL	-	-	-	8,000
35	Rental of NCR Facility-GSO	1,800	2,800	(1,000)	2,800
36	Total Management Revenue & Facility Rental	1,800	161,400	(159,600)	169,400
37					
38	Prof Dev. / Member Services				
39					
40	Education				
41					
42	Graduate REALTOR Institute (GRI)				
43	GRI Registrations	57,529	40,000	17,529	48,000
44	GRI/Elective Credit Fee	7,532	13,000	(5,468)	15,000
45	GRI/Board Revenue	585	600	(15)	600
46	GRI Plaques	2,550	5,000	(2,450)	5,000
47	GRI Sponsorships	-	1,000	(1,000)	1,000
48	Total Graduate REALTOR Institute	68,196	59,600	8,596	69,600
49					
50	Other Education				
51	Other Continuing Education	4,716	1,000	3,716	1,000
52	Continuing Education Program /online	64,512	30,450	34,062	30,700
53	Education Grants	9,500	-	9,500	-
54	Total Other Education	78,728	31,450	47,278	31,700

\$30 per member

North Carolina Association of Realtors, Inc.
Statement of Activities compared to Budget
For the Ten Months Ended October 31, 2022

		October 31 Actual	2022 PTD Budget	Variance	2022 Annual Budget
56	CE @ Sea				
57	Registrations	4,315	9,865	(5,550)	9,865
58	Sponsorships	-	-	-	-
59	Rebate on Cabins	1,300	1,750	(450)	1,750
60	Total CE @ Sea	5,615	11,615	(6,000)	11,615
61					
62	NCAR Convention				
63	Exhibitors	27,800	54,500	(26,700)	60,000
64	Registration Fees	121,978	169,550	(47,572)	169,550
65	Sponsorship	14,500	30,000	(15,500)	30,000
66	Total NCAR Convention	164,278	254,050	(89,772)	259,550
67					
68	Association Executive Conference (NCR hosts every other year)				
69	Registrations	25,525	29,475	(3,950)	29,475
70	Sponsorships	30,350	21,500	8,850	21,500
71	Total Association Executive Conference	55,875	50,975	4,900	50,975
72					
73	NCR Inaugural				
74	Registrations	28,479	25,000	3,479	25,000
75	Sponsorships	3,500	3,350	150	3,350
76	Total NCR Inaugural	31,979	28,350	3,629	28,350
77					
78	Vision Quest				
79	Registration Fees - Vision Quest	14,880	16,100	(1,220)	16,100
80	Sponsorships	2,000	6,500	(4,500)	6,500
81	Total Vision Quest	16,880	22,600	(5,720)	22,600
82					
83	Total Prof Dev / Member Service	421,551	458,640	(37,089)	474,390
84					
85	Legal / Ethical Department				
86	Legal Outreach - Attorney Seminar	-	-	-	-
87	Mediation Training	1,350	1,000	350	1,000
88	Professional Standards Workshop Income	11,070	7,000	4,070	7,000
89	Risk Management - Product Sales	56,311	79,000	(22,689)	80,000
90	Total Legal / Ethical	68,731	87,000	(18,269)	88,000
91					
92	Total NCAR Revenue	9,680,982	8,629,709	1,051,273	8,706,865
93					
94	Expenses				
95					
96	Association Administration				
97	Total Association Operations	446,677	412,881	(33,796)	458,050
98	Total Contribution - NC REALTORS Housing Foundation	267,750	248,943	(18,807)	250,000
99	Total Contribution - NAR Disaster Relief Foundation	400,000	-	(400,000)	-
100	Total Building Operation Expense	104,327	118,807	14,480	134,700
101	Total Staff Expense	3,047,488	3,156,387	108,899	3,921,597
102	Total Association Administration	4,266,242	3,937,018	(329,224)	4,764,347
103					
104	Total Raleigh Legislative Office - Rental Venue	-	-	-	5,500
105					
106	Leadership Development				
107	Total Exec. Committee Expense	30,751	46,835	16,084	50,735
108	Total Finance Committee Expense	-	3,000	3,000	3,075
109	Total Investment Advisory Committee	-	500	500	500
110	Total Leadership Academy	51,479	42,280	(9,199)	42,280
111	Total NAR Directors & Meetings	69,326	88,500	19,174	128,850
112	Total NCAR Directors Meetings	8,304	14,325	6,021	14,325
113	Total Officer's Expense	99,010	101,900	2,890	122,250
114	Total Realtor of the Year	251	200	(51)	3,125

BJenkins:
Due to credit card processing fees being over budget by \$70,000. A large local association began using e-commerce for 2022.

BJenkins:
\$150,000 approved by Exec Committee in March
\$250,000 approved by BOD's in June

North Carolina Association of Realtors, Inc.
Statement of Activities compared to Budget
For the Ten Months Ended October 31, 2022

	October 31 Actual	2022 PTD Budget	Variance	2022 Annual Budget	
115	Total Other Leadership Development	24,684	35,900	11,216	35,900
116	Total Leadership Development	283,805	333,440	49,635	401,040
117					
118	Communications				
119	Total Administrative	19,882	24,931	5,049	29,800
120	Total Business Development and Marketing	12,760	11,140	(1,620)	14,235
121	Total Public Relations - Member Contact	109,073	150,500	41,427	172,500
122	Total Insight Magazine	108,181	89,750	(18,431)	103,500
123	Total Communications	249,896	276,321	26,425	320,035
124					
125	Professional Development / Member Services				
126	Total Administrative	21,803	23,650	1,847	28,750
127	Total Association Executive Development	15,498	23,260	7,762	23,600
128	Total Regional Association Executive Conference	56,011	60,100	4,089	60,100
129	Total GRI	36,189	33,410	(2,779)	40,100
130	Total CRD/REBI Education Classes	20,258	21,166	908	22,500
131	Total Other Education	18,100	26,050	7,950	26,300
132	Total CE at Sea	3,853	12,965	9,112	12,965
133	Total Convention	247,936	257,750	9,814	259,400
134	Total State of Real Estate	16,068	25,300	9,232	25,300
135	Total Regional Events	12,598	36,600	24,002	37,000
136	Total Membership	723,004	797,000	73,996	797,000
137	Total NCAR Inaugural	32,874	40,500	7,626	40,500
138	Total Vision Quest	55,656	51,675	(3,981)	51,675
139	Total Strategic Planning	12,270	-	(12,270)	-
140	Total Young Professional Network (YPN)	1,354	9,725	8,371	10,075
141	Total Prof Dev. / Member Services	1,273,472	1,419,151	145,679	1,435,265
142					
143	Legal / Ethical Department				
144	Total Administrative	291,584	341,666	50,082	398,325
145	Total Compliance Bylaws	-	200	200	200
146	Total Diversity, Equity and Inclusion	14,500	38,750	24,250	39,750
147	Total Mediation Training Expense	-	8,000	8,000	14,000
148	Total Professional Standards Hearings	-	1,075	1,075	1,075
149	Total Prof. Standards committee	3,265	26,350	23,085	27,350
150	Total Legal / Ethical Department	309,349	416,041	106,692	480,700
151					
152	Government Affairs				
153	Total Administrative	211,765	252,417	40,652	288,950
154	Total Raleigh Building Operations	77,701	128,360	50,659	145,080
155	Total Federal Political Coordinators	7,075	14,250	7,175	14,250
156	Total Economic Development Committee	228	4,500	4,272	4,500
157	Total Legislative Meetings	57,899	65,350	7,451	65,350
158	Total REALTORS PAC Admin Expense	259,672	181,750	(77,922)	235,000
159	Total NC Property Rights Fund, Contribution	560,000	497,100	(62,900)	500,000
160	Total Supplies (Legis Forum & Committee mtgs)	641	3,000	2,359	5,000
161	Total Government Affairs	1,174,981	1,146,727	(28,254)	1,258,130
162					
163	TOTAL EXPENSES OPERATIONS	7,557,745	7,528,698	(29,047)	8,665,017
164					
165	NET REVENUE OVER (UNDER) EXPENSES	2,123,237	1,101,011	1,022,226	41,848
166					
167	Total Capital Expenditures	25,501	30,000	4,499	35,000
168					
169	NET REVENUE OVER (UNDER) EXPENSES w/Cap Exps	2,097,736	1,071,011	1,026,725	6,848
170					
171					
172	Non-cash Income (Expenses)				

BJenkins:
Strategic Planning
funding of \$115,000
was approved by
Exec Committee,
March 2022.

\$10 per member

North Carolina Association of Realtors, Inc.
Statement of Activities compared to Budget
For the Ten Months Ended October 31, 2022

	October 31 Actual	2022 PTD Budget	Variance	2022 Annual Budget
173	Depreciation - Building	-	-	(65,000)
174	Depreciation - equipment	-	-	(85,000)
175	Gain(loss) on Sale/Disposal of Fixed Assets	-	-	-
176	Amortization	-	-	-
177	Total non-cash (Income) Expenses	<u>-</u>	<u>-</u>	<u>(150,000)</u>
179	Investment Income (loss)			
180	Realized Gains (Loss) on Investment	(101,256)	-	(101,256)
181	Unrealized Gain (Loss) on Investment	(1,279,609)	-	(1,279,609)
182	Dividends / Interest - Stock	166,883	100,000	66,883
183	Investment Advisory Fees	(58,487)	(40,000)	(18,487)
184	Total Investment Income (loss)	<u>(1,272,469)</u>	<u>60,000</u>	<u>(1,332,469)</u>
187	Issues Mobilization			
189	Issues Mobilization - Revenue			
190	Membership Dues Allocation	1,733,836	1,493,665	240,171
191	Contributions to Issues Mobilization Fund	25,000	-	25,000
192	Total Issues Mobilization Revenue	<u>1,758,836</u>	<u>1,493,665</u>	<u>265,171</u>
194	Issues Mobilization Expenses			
195	Consultants and Lobbyist	437,343	-	(437,343)
196	State and Local Issues	359,494	-	(359,494)
197	Other Legislative Policy Expenses	57,427	-	(57,427)
198	Total Issues Advocacy Expense	<u>854,264</u>	<u>656,000</u>	<u>(198,264)</u>
199	NC Homeowners Alliance	191,913	83,500	(108,413)
200	Credit Card Processing Fees	24,368	23,500	(868)
201	Total Issues Mobilization Expenses	<u>1,070,545</u>	<u>763,000</u>	<u>(1,161,809)</u>
203	Net Revenue over (under) Expenses	<u>688,291</u>	<u>730,665</u>	<u>(42,374)</u>
206	Past Presidents Leadership Development Fund			
207	Total Past Pres Leadership Dev Fund Revenue	200	-	200
208	Total Past Pres Leadership Dev Fund Expenses	1,700	-	(1,700)
209	Net Revenue over (under) Expenses	<u>(1,500)</u>	<u>-</u>	<u>(1,500)</u>
212	AE Assistance Fund			
213	Total AE Assistance Fund Revenue	730	-	730
214	Total AE Assistance Fund Expenses	-	-	-
215	Net Revenue over (under) Expenses	<u>730</u>	<u>-</u>	<u>730</u>
218	Appraisal Section			
219	Total Appraisal Revenue	1,260	1,500	(240)
220	Total Appraisal Section - Expenses	18	1,500	1,482
221	Net Revenue over (under) Expenses	<u>1,242</u>	<u>-</u>	<u>1,242</u>
224	Property Management Division			
225	Total Property Management Revenue	14,536	16,500	(1,964)
226	Total Property Management Expenses	14,632	16,500	1,868
227	Net Revenue over (under) Expenses	<u>(96)</u>	<u>-</u>	<u>(96)</u>
230	Net Revenue over Expenses	<u>1,513,934</u>	<u>1,861,676</u>	<u>(347,742)</u>

N.C. Association of Realtors, Inc.
Statement of Cash Flows
For the Ten Months Ended October 31, 2022

Cash Flows from Operating Activities

Net Revenue Over (Under) Expenses	1,513,934
Adjustment to reconcile change in equity to net cash provided by (used by) operating activities	
Depreciation	-
Amortization	-
(Gain) Loss on Sale/Disposal of Fixed Assets	-
Realized investment (gains) / losses	101,256
Unrealized investment (gains) / losses	1,279,609
Change in operating assets and liabilities	
Accounts receivable	74,761
Prepaid expenses	219,938
Accounts payable - Trade	718,888
Unearned Revenue	<u>(4,906,159)</u>
Net cash provided by operating activities	(997,773)
Cash Flows from Investing Activities	
Purchase/Deposit of Cash into Savings Account	(147)
Purchase of fixed assets	-
Net (Purchase) Sales of investments	<u>(2,108,396)</u>
Net cash provided by (used in) Investing Activities	(2,108,543)
Cash Flows from Financing Activities	
Net change in Line of Credit	<u>-</u>
Net cash provided by (used in) financing activities	-
Net Increase (decrease) in Cash and Cash Equivalents	(3,106,316)
Cash and Cash Equivalents, December 31, 2021	<u>11,686,172</u>
Cash and Cash Equivalents, October 31, 2022	<u><u>8,579,856</u></u>

ABSENCE FROM BOARD OF DIRECTORS OR EXECUTIVE COMMITTEE MEETING

A “valid” excuse, as used in NCR’s bylaws relating to an absence by Director or Executive Committee member (“Leader”) from two consecutive Board of Directors or Executive Committee meetings (as the case may be), includes, but is not limited to, the Leader’s personal or business emergency, a death in the Leader’s immediate family or the illness of either the Leader or someone in the Leader’s immediate family. “Emergency” means a serious situation or occurrence that happens unexpectedly and demands immediate action on the part of the Leader. “Immediate family” means a spouse, child, parent, sibling, grandparent or grandchild of the Leader or Leader’s spouse and includes such step, half and in-law relations. A “valid” excuse, however, will generally not include a conflict with the Leader’s business or personal schedule, such as a closing or the Leader’s vacation plans.

A Leader must make a request for an excused absence to the NCR President, the NCR President-Elect or the NCR Corporate Secretary, via a telephone call, facsimile, electronic or regular mail, or in person. The Leader must state the specific reason for his or her request. Wherever possible, the request should be made no later than one (1) hour in advance of the meeting from which the Leader expects to be absent.

The Board of Directors and the Executive Committee may consider any violations of this policy by the Leader in determining whether the Leader’s excuse is “valid.”

[Revised by Executive Committee 8/2008]

CONFLICT OF INTEREST POLICY

Any NCAR leader will be considered to have a conflict of interest whenever that leader:

1. is a principal, partner or corporate officer of a business providing products or services to NCAR or in a business being considered as a provider of products or services to NCAR (collectively referred to herein as "the business"); or
2. holds a seat on the board of directors of the business, unless the person's only relationship to the business is service on such board of directors as NCAR's representative; or
3. holds an ownership interest of more than 1 percent of the business; or
4. holds any unique and substantial interest in the business, financial or otherwise, such as a familial, personal, employer-employee, contractor-contractee, shareholder or governance relationship with the business.

NCAR leaders with a conflict of interest must immediately disclose their interest at the outset of any discussions by a decision-making body pertaining to the business or any of its products or services. Such NCAR leaders may not participate in the discussion relating to that business other than to respond to questions asked of them by other members of the decision-making body. Furthermore, no NCAR leader with a conflict of interest may vote on any matter in which the NCAR leader has a conflict of interest, including votes to block or alter the actions of the decision-making body in order to benefit the business in which they have an interest. Minutes of appropriate meetings shall reflect that such disclosure was made, and that the leader excused himself or herself from the discussion of the pros and cons and vote on the matter.

OWNERSHIP DISCLOSURE POLICY

1. When NCAR has an ownership interest in an entity and an NCAR leader has an ownership interest in that same entity, such NCAR leader must disclose the existence of his or her ownership interest.
2. If an NCAR leader has personal knowledge that NCAR is considering doing business with an entity in which an NCAR leader has any financial interest, then such NCAR leader must disclose the existence of his or her financial interest.
3. If an NCAR leader has a financial interest in an entity that the NCAR leader knows is offering competing products and services as those offered by NCAR, then such NCAR leader must disclose the existence of his or her financial interest.

NCAR leaders with an ownership interest must disclose their interest at the outset of any discussions by a decision making body pertaining to the business or any of its products or services. Such NCAR leaders may not participate in the discussion relating to that business other than to respond to questions asked of them by other members of the decision-making body. Furthermore, no NCAR leader with an ownership interest may vote on any matter in which the NCAR leader has an ownership, including votes to block or alter the actions of the decision-making body in order to benefit the business in which they have an interest. Minutes of appropriate meetings shall reflect that such disclosure was made, and that the leader excused himself or herself from the discussion of the pros and cons and vote on the matter.

CORPORATE OPPORTUNITIES POLICY

Any NCAR leader who learns of a business opening, investment, project, or program through his or her service to NCAR may not pursue that opportunity outside of NCAR without first offering it to NCAR. Only if NCAR decides not to proceed (i.e., abandons the corporate opportunity) may he or she proceed independently of NCAR. NOTE: No NCAR leader is prohibited from engaging in conduct in the same general line of commerce as NCAR, but he or she must conduct his or her own activities in good faith and without injury to NCAR. For example, assume that part of your service on a Committee entails development of an educational course to be delivered to NCAR members. It would be a violation of this Policy to take the work of the Committee and use it to create an educational course for your personal financial gain.

Rules of Order for the NC REALTORS® Board of Directors Meetings

1. Recognition by the Chair. A Director must be recognized by the chair before addressing the assembly. Once recognized by the chair, a Director must move to one of the floor microphones and state their name and local Association before addressing the assembly.

2. Debate. Directors may speak no more than twice on the same question nor longer than two minutes at one time. A Director should confine their remarks to the question immediately pending before the assembly. No Director speaking on a question may move to close debate.

3. Motions. Motions shall be submitted to the President in writing and signed by the maker.

4. Meeting Rules. Except as provided in the Bylaws and above, the meeting shall be governed by Roberts Rules of Order, Newly Revised.



Memo

To: NCAR Board of Directors
Date: January 12, 2023
Re: Actions of the Executive Committee

The following actions were taken by the Executive Committee at their October and December 2022 meetings. If you would like further information, please contact Chief Executive Officer Andrea Bushnell at abushnell@ncrealtors.org.

October 16, 2022

- Accepted the appointment of Wallace Peiffer of Durham to serve as Region 4 Vice President for 2023 due to the resignation of Shawn Hays.
- Approved amendments to the NCR Awards Policy and NC REALTORS® Strategy for NAR Effectiveness/Involvement effective October 16, 2022.
- Approved amendments to the NCR Reimbursement Policy effective January 1, 2023.

December 12, 2022

- Agreed to establish an Article 10 Committee as recommended by the NCR Professional Standards Committee and Association Executives.
- Approved an amendment to the Electronic Voting Policy effective December 12, 2022.
- Approved amendments to the Issues Mobilization and Reserve Policies and recommend approval by the NCR Board of Directors.
- Approved \$1,000 for new 2023 name badges for the NCR Executive Committee, committee chairs/vice chairs and NAR Directors.
- Approved the reimbursement of \$5,700 to REALTOR® Kelly Marks for travel reimbursement requests made after the 45 day filing deadline.

NC REALTORS® OFFICER AND DIRECTOR ELECTIONS **For Terms Beginning 2024**

The election cycle to elect 2024 Officers, NAR Directors, Finance and Budget Committee members and Issues Mobilization Committee member begins on October 16, 2022. The elections will be held August 21-August 24, 2023. The deadline for receiving candidate applications is April 1.

- President-Elect
- Treasurer
- Regional Vice President - Regions 1, 2, 5, 7, 8 and 10 for 2 years; Region 4 for 1 year
- Finance and Budget Committee - Three at-large members to be elected for 2 year terms
- Issues Mobilization Committee – One at-large member to be elected for a 2 year term.
- Small Board NAR Director – one to be elected for a one-year term
- Medium Board NAR Director – one to be elected for a one-year term
- At-Large NAR Directors - To be determined

NAR notifies State Associations in August as to the final number of at-large Directors to serve on the NAR Board of Directors for the following year. The number of NAR Directors to be elected is determined by member counts as of July 31. Any interested members must send in their application no later than the application deadline so they can be considered by the Certifying/Recruiting Committee for any openings that may become available.

For questions about the elections or to request an application, please contact Donna Peterson at dpeterson@ncrealtors.org or 336-808-4221

MEMBERSHIP REPORT
NORTH CAROLINA ASSOCIATION OF REALTORS®
December 31, 2022

(NCR membership totals do not include local board/association secondary members, MLS only members or local only Affiliate members)

	<u>REALTORS</u>	<u>AFFILIATES</u>	<u>GRAND TOTAL</u>
BOARDS	12/31/22	12/31/22	12/31/22
REGION 1			
ALBEMARLE AREA	425	2	427
CARTERET COUNTY	696	17	713
JACKSONVILLE	969	0	969
NEUSE RIVER REGION	484	5	489
OUTER BANKS	992	2	994
TOPSAIL ISLAND	151	0	151
WASHINGTON BEAUFORT COUNTY	<u>102</u>	<u>6</u>	<u>108</u>
TOTAL:	3,819	32	3,851
REGION 2			
BRUNSWICK COUNTY	1,103	1	1,104
CAPE FEAR	<u>3,116</u>	<u>16</u>	<u>3,132</u>
TOTAL:	4,219	17	4,236
REGION 3			
GOLDSBORO WAYNE COUNTY	243	0	243
COASTAL PLAINS	759	15	774
LONG LEAF PINE	<u>2,196</u>	<u>0</u>	<u>2,196</u>
TOTAL:	3,198	15	3,213
REGION 4			
DURHAM REGIONAL	1,543	2	1,545
ORANGE CHATHAM	517	2	519
JOHNSTON COUNTY	833	0	833
ROANOKE VALLEY LAKE GASTON	167	0	167
ROCKY MOUNT AREA	257	0	257
TRIANGLE COMMERCIAL	315	3	318
WILSON	<u>185</u>	<u>4</u>	<u>189</u>
TOTAL:	3,817	11	3,828
REGION 5			
BURLINGTON ALAMANCE COUNTY	513	3	516
GREENSBORO REGIONAL	2,253	7	2,260
HIGH POINT REGIONAL	612	5	617
MID CAROLINA REGIONAL	<u>772</u>	<u>0</u>	<u>772</u>
TOTAL:	4,150	15	4,165
REGION 6			
CATAWBA VALLEY	615	1	616
HIGH COUNTRY	774	0	774
SURRY REGIONAL	127	2	129
WINSTON-SALEM REGIONAL	<u>2,659</u>	<u>33</u>	<u>2,692</u>
TOTAL:	4,175	36	4,211

MEMBERSHIP REPORT
NORTH CAROLINA ASSOCIATION OF REALTORS®
December 31, 2022

(NCR membership totals do not include local board/association secondary members, MLS only members or local only Affiliate members)

	<u>REALTORS</u>	<u>AFFILIATES</u>	<u>GRAND TOTAL</u>
	<u>12/31/22</u>	<u>12/31/22</u>	<u>12/31/22</u>
BOARDS			
REGION 7			
BURKE COUNTY	158	0	158
CENTRAL CAROLINA	766	2	768
CHARLOTTE REGION COMMERCIAL	666	0	666
CLEVELAND COUNTY	129	4	133
GASTON	403	5	408
LINCOLN COUNTY	149	0	149
MCDOWELL	128	2	130
FOOTHILLS	100	4	104
SALISBURY/ROWAN	130	0	130
UNION COUNTY	376	4	380
TOTAL:	3,005	21	3,026
REGION 8			
CHARLOTTE REGIONAL (CANOPY)	14,154	54	14,208
TOTAL:	14,154	54	14,208
REGION 9			
CAROLINA SMOKIES	338	16	354
HENDERSONVILLE	1,268	0	1,268
HIGHLANDS CASHIERS	304	1	305
LAND OF THE SKY	2,117	0	2,117
MOUNTAIN LAKES	162	0	162
YANCEY MITCHELL	50	3	53
TOTAL:	4,239	20	4,259
REGION 10			
RALEIGH REGIONAL	10,179	69	10,248
TOTAL:	10,179	69	10,248
NCR Affiliate Members	0	23	23
Out of State Secondary REALTORS	1,198	0	1,198
TOTAL:	1,198	23	1,221
December 30 TOTALS	56,153	313	56,466

MEMBERSHIP REPORT
NORTH CAROLINA ASSOCIATION OF REALTORS®
December 31, 2022

(NCR membership totals do not include local board/association secondary members, MLS only members or local only Affiliate members)

	GRAND TOTAL			GRAND TOTAL	
	COMPARISON			COMPARISON	
	12/31/22	12/31/21		12/31/22	12/31/21
REGION 1			REGION 6		
ALBEMARLE AREA	427	402	CATAWBA VALLEY	616	621
CARTERET COUNTY	713	681	HIGH COUNTRY	774	773
JACKSONVILLE	969	932	SURRY REGIONAL	129	130
NEUSE RIVER REGION	489	494	WINSTON-SALEM REGIONAL	2,692	2,644
OUTER BANKS	994	1,010	TOTAL:	4,211	4,168
TOPSAIL ISLAND	151	156			
WASHINGTON BEAUFORT COUNTY	108	100			
TOTAL:	3,851	3,775	REGION 7		
			BURKE COUNTY	158	161
REGION 2			CENTRAL CAROLINA	768	760
BRUNSWICK COUNTY	1,104	1,083	CHARLOTTE REGION COMMERCIAL	666	703
CAPE FEAR	3,132	3,047	CLEVELAND COUNTY	133	119
TOTAL:	4,236	4,130	GASTON	408	415
			LINCOLN COUNTY	149	151
REGION 3			MCDOWELL COUNTY	130	120
GOLDSBORO WAYNE COUNTY	243	233	RUTHERFORD COUNTY	104	97
COASTAL PLAINS	774	743	SALISBURY ROWAN	130	123
LONGLEAF PINE	2,196	2,096	UNION COUNTY	380	414
TOTAL:	3,213	3,072	TOTAL:	3,026	3,063
REGION 4			REGION 8		
DURHAM REGIONAL	1,545	1,619	CHARLOTTE REGIONAL (CANOPY)	14,208	14,522
ORANGE CHATHAM	519	545	TOTAL:	14,208	14,522
JOHNSTON COUNTY	833	786			
ROANOKE VALLEY LAKE GASTON	167	163	REGION 9		
ROCKY MOUNT AREA	257	238	CAROLINA SMOKIES	354	345
TRIANGLE COMMERCIAL	318	315	HENDERSOINVILLE	1,268	1,268
WILSON	189	179	HIGHLANDS CASHIERS	305	298
TOTAL:	3,828	3,845	LAND OF THE SKY	2,117	2,097
			MOUNTAIN LAKES	162	150
REGION 5			YANCEY MITCHELL	53	57
BURLINGTON ALAMANCE COUNTY	516	524	TOTAL:	4,259	4,215
GREENSBORO REGIONAL	2,260	2,216			
HIGH POINT REGIONAL	617	623	REGION 10		
MID CAROLINA REGIONAL	772	743	RALEIGH REGIONAL	10,248	10,591
TOTAL:	4,165	4,106	TOTAL:	10,248	10,591
			NCR Affiliate Members	23	36
			Out of State Secondary REALTORS	1,198	1,045
			TOTAL:	1,221	1,081
			December 2022 TOTALS	56,466	
			December 2021 TOTALS		56,568
			TOTAL GAIN OR LOSS		(102)



2023 Events

Maximize your membership value through networking at these upcoming events.

Dates and locations subject to change due to in-person restrictions and guidance. For the most up-to-date details, visit ncrealtors.org/network.

VISION QUEST/WINTER LEADERSHIP MEETINGS

January 23 – 27, 2023

Embassy Suites Charlotte-Concord Golf Resort and Spa | Concord, NC

Kick off the year with leadership training to help you effectively lead in your association, workplace and community.

INAUGURAL INSTALLATION

January 26, 2023

Embassy Suites Charlotte-Concord Golf Resort and Spa | Concord, NC

Celebrate the installation of 2023 President Leigh Brown and leadership of NC REALTORS®.

CE AT SEA CRUISE

February 5 – 12, 2023

Eastern Caribbean

Explore the Eastern Caribbean with your NC REALTORS® peers and complete your CE.

LEGISLATIVE MEETINGS

March 27 – 29, 2023

Sheraton Raleigh Hotel | Raleigh

Join your peers, speak to your legislators and learn more about issues impacting REALTORS® and the North Carolina real estate industry. Legislative Day Visits will be on March 29.

REGIONAL AE CONFERENCE

July 15 – 18, 2023

The Main (Hilton) | Norfolk, VA

This event provides AEs & association staff opportunities to learn and network with peers from North Carolina, Georgia and Virginia.

STATE OF REAL ESTATE & NC REALTORS® COMMITTEE MEETINGS

September 12 – 14, 2023

Virtual

The 2023 State of Real Estate is a virtual conference featuring a lineup of dynamic experts providing insightful presentations about the state of real estate in North Carolina and beyond. **NC REALTORS® committee and entity meetings will also be held during this virtual event.**

REGION 4 REALTORS® CONFERENCE & EXPO

October 16 – 19, 2023

Savannah, GA

Enjoy multiple days of education, networking, and fun with your colleagues from Region 4— Kentucky, North Carolina, South Carolina and Tennessee. Only the following NC REALTORS® meetings that will be held:

- NC REALTORS® Executive Committee
- NC REALTORS® General Membership Meeting
- Regional Caucus Meetings
- NC REALTORS® Board of Directors Meeting

NAR MEETINGS & CONFERENCES

PRESIDENT'S CIRCLE

March 1 – 4 | Cancun, Mexico

MIPIM

March 14 – 17 | Cannes, France

AEI

March 17 – 20 | Seattle, WA

REGION 4 LEADERSHIP RETREAT

April 18 – 21 | Charlotte, NC

LEGISLATIVE MEETINGS

May 6 – 11 | Washington, DC

NC REALTORS® RECEPTION

FOLLOWING HILL VISITS
May 10 | Bullfeathers

LEADERSHIP SUMMIT

August 14 – 15 | Chicago, IL

C5 SUMMIT

Date TBD | New York

CONFERENCE

November 12 – 17 | Anaheim, CA

UPDATED
1-3-23

2023 CALENDAR N.C. ASSOCIATION OF REALTORS®

Calendar subject to change—check our website for changes www.ncrealtors.org

EVENT	DATE	LOCATION
JANUARY		
New Years Day	January 2	Office Closed
Martin Luther King holiday	January 16	Office Closed
Vision Quest/Winter Leadership Mtgs.	January 23-27	Concord
Executive Committee	January 24	Concord
Vision Quest	January 25	Concord
Inaugural Event	January 26	Concord
Board of Directors Meeting	January 27	Concord
FEBRUARY		
CE at Sea	February 5-12	Eastern Caribbean
President's Day	February 20	Office Closed
MARCH		
NAR President's Circle	March 1-4	Cancun, Mexico
NAR AEI	March 17-20	Seattle, WA
Legislative Meetings	March 27-29	Raleigh
Executive Committee Meeting	March 27	Raleigh
Board of Directors Meeting	March 28	Raleigh
Legislative Day Visits	March 29	Raleigh
APRIL		
Good Friday	April 7	Office Closed
NAR Region 4 Leadership Retreat	April 18-21	Charlotte
MAY		
NAR Legislative Meetings	May 6-11	Washington, DC
NCR Bullfeathers Reception	May 10	Washington, DC
Memorial Day	May 29	Office Closed
JUNE		
Executive Committee Meeting	June 14	Greensboro
Juneteenth	June 19	Office Closed
COE Day-NCR Sponsors	June 29	Virtual
JULY		
Independence Day	July 4	Office Closed
Regional AE Conference	July 15-18	Norfolk, VA
AUGUST		
Executive Committee Meeting	August 9	Greensboro
NAR Leadership Summit	August 14-15	Chicago
NCR Elections	August 28-31	
SEPTEMBER		
Labor Day	September 4	Office Closed
State of Real Estate & Committee Meetings	September 12-14	Virtual
OCTOBER		
Region 4 Conference & Expo	October 16-19	Savannah, GA
NOVEMBER		
NAR NXT/Governance Meetings	November 12-17	Anaheim, CA
Thanksgiving	November 23-24	Office Closed
DECEMBER		
2024 Chair/Vice Chair Orientation	December 6	Virtual
2023 Executive Committee Meeting	December 12 am	Greensboro
2024 Executive Committee Orientation	December 12 pm	Greensboro
Winter Holiday	December 22, 25, 26	Office Closed

NC REALTORS® AWARDS PROGRAM

1. All nominations must be submitted on the official nomination form. Nomination forms will also be available soon on our website.
2. Nominations by individual members **are not** considered for Regional Service, Ben Ball Community Service, Hall of Fame, Rising Star or REALTOR®-of-the-Year. These nominations must include a letter of endorsement from the nominee's local Board/Association
3. Nominations **are** accepted by individual members or local boards for the Committee Member of the Year, Innovation & Entrepreneurial Excellence, and Champion Awards. An endorsement letter from the nominee's local Board/Association is **not** required.
4. Nominations must be **received** no later than **July 1**.
5. All REALTOR® members are eligible to be nominated for the award, except the current NC REALTORS® officers (President, President-Elect, Immediate Past President, Treasurer and any Regional Vice President).

Links to all award nomination forms will be available soon on NCR website and will also be emailed directly to Association Executives

-
- **REALTOR®-of- the-Year Award** - The REALTOR®-of- the-Year is awarded annually to an NC REALTOR member who has rendered the most outstanding service to the North Carolina Association of REALTORS® within the past few years.
 - **Hall of Fame Award** - The NC REALTORS® Hall of Fame Award is a Lifetime Achievement Award honoring an outstanding REALTOR® who has contributed, and continues to contribute, persistent, outstanding service to the real estate profession in the areas of leadership, development, environment and government, in their Local, State and National Associations.
 - **Ben Ball Community Service Award** - Recognizes a REALTOR® for their continuous and extraordinary contributions to the betterment of their communities through outstanding public service, while also remaining actively involved with their local Associations and the NC Association of REALTORS®.
 - **Regional Service Award** - Awarded to a REALTOR® in each region who has contributed to and are continuing to contribute to their communities, local, State and National Associations.
 - **Innovation & Entrepreneurial Excellence Award** - Recognizes members who offer the most innovative and entrepreneurial ideas for others to borrow and use in their own success. Candidates should demonstrate the best traits of entrepreneurship, including willingness to take risks, drive, perseverance and business creativity.
 - **Committee Member of the Year Award** - Awarded for State Association Committee Service to a member who has demonstrated initiative, enthusiasm, originality and who has dedicated time to committee work above that usually required of a committee member.
 - **Champion Award (purpose of Award has been amended and will now be an annual award effective 2023)** Recognizes a member who has gone above and beyond to provided extraordinary service to advocate and champion the interests of NC REALTORS®, the real estate industry and communities across North Carolina during the year.
 - **Rising Star Award** - Recognizes a REALTOR® in each Association who has been a REALTOR® for five years or less and who has provided exemplary service to the local Association and exhibits leadership potential. Each local board or association of REALTORS® may select a recipient from among its membership and submit the winner's name to NC REALTORS® for statewide recognition in the *Insight* magazine. The NC REALTORS® Awards Committee does not review these nominations.

For questions on above—contact Donna Peterson at dpeterson@ncrealtors.org or 336-808-4221

Here's what to expect at the next Board of Directors Meeting:

Board of Directors Orientation

NC REALTORS® board orientation provides detailed information about the organization and the roles you'll serve this year. Be sure to arrive on time to receive credit for the required orientation—you must attend even if you have attended the orientation in past years.

Property Rights Fund Name Change:

No action necessary. For informational purposes, the Property Rights Fund will file an assumed business name of "Neighbors Helping North Carolina" ("NHNC") and subsequently operate under that assumed business name.

» DECISIONS FOR VOTE

- **Certification of the 2023 Executive Committee**

- **RCA Division Change**

The Board will be asked to approve changing the REALTORS® Commercial Alliance (RCA) Division to a committee

Why is this up for a vote?

In 2022, the RCA reviewed its status and voted to recommend dissolving the Division and reconstituting itself as an NC REALTORS® committee. This follows NAR's decision to do the same. The Division cited complex and time-consuming bylaws policy and procedures. The Division no longer collects dues and therefore has no need for Division status. Changing to committee status will allow for streamlined structure and management of the RCA work.

- **Bylaws Change: At-Large Representative**

The Board will be asked to approve admendements to ARTICLE VIII, Section 1e. At-Large Representative.

- **Why is this up for a vote?**

The 2022 Bylaws Committee did a review of NC REALTORS® bylaws and is recommending this change because removal of the At-Large Representative was treated differently in the bylaws than the rest of the Executive Committee. Striking the language in the first paragraph of Section 1e allows the At-Large Representative to be treated the same way as the rest of the Executive Committee. The striking of the last few words is consistent with how this works in practice.

Here's what to expect at the next Board of Directors Meeting:

» DECISIONS FOR VOTE (CONTINUED)

- **Policy Change: Issues Mobilization**

The Board will be asked to approve that the Issues Mobilization Fund ceiling be capped at \$15,000,000.

Why is this up for a vote?

In 2008, the Board of Directors established an Issues Mobilization Policy for the purpose of collecting and disbursing monies to support or oppose federal, state and local issues that impact real property and real property owners in North Carolina. When the Policy was adopted, a funding ceiling of \$10,000,000 was established from a \$30 per member allocation from dues. Once the ceiling was reached, the \$30 per member allocation would drop to \$5 per member until the Issues Mobilization Fund fell below \$5,000,000. At that time, funding from dues would increase again to \$30 per member.

Now 15 years later, and given the increased expense of engaging in issues, it is recommended that the Issues Mobilization Fund ceiling be capped at \$15,000,000. If and when the cap is reached, the dues allocation will be reduced to \$5 per member until the fund falls below \$10,000,000. At that time, funding from dues will increase again to \$30 per member.

- **Policy Change: Reserves**

The Board will be asked to reinstitute a reserve for "NAR Region 4 Campaign Fund."

Why is this up for a vote?

The purpose of the NCR Reserve Policy is to provide readily available cash funds as needed up to the amount designated for each Fund Category. It is up to the Board of Directors to establish these Fund Categories and designate the specific amount for each category.

Additionally, Region 4 Policies require that each state in Region 4 (NC, SC, TN, KY) have in reserve \$25,000 to cover potential costs of a member from Region 4 running for an elected position at NAR (Treasurer or First Vice President). In order to comply with the Region 4 Policies, NC REALTORS® BOD needs to reinstitute a reserve for "NAR Region 4 Campaign Fund."

» 2022 SUCCESSES TO HIGHLIGHT

ADVOCATE



STATEWIDE ADVOCACY

Field GADs engaged in land use and property rights advocacy in multiple local jurisdictions, strengthening the culture of our advocacy efforts at the local level



BIENNIUM PRIORITY LEGISLATIVE

- Remote Online Notarization – **Enacted**
- Housing Relief Funding & Changes – **Enacted**
- Landlord Tenant Changes – **Enacted**
- Budget Priorities – **Enacted**
- Orphan Roads Acceptance – **Enacted**
- Elevator Protections – **Enacted**
- Heirs Act – **Passed through House**
- Short Term Rental Protection – **Passed through House**
- “Bad Bills” – **All Stopped**

ELEVATE



8,000+ HOURS

of online & virtual professional development offered



NEW ECLOSINGS IN NC COURSE

- **SOLD OUT** 5 virtual classes and 1 in person class
- 550+ registered

ENGAGE



MEMBER SATISFACTION SURVEY

2,073 members responded giving us a confidence level of 99%



EXTENDED GROWTH AND REACH

- Facebook engagement increased by 29.8%
- Instagram impressions increased by 23.4%
- Instagram Story impressions increased by 311%



IMPACT



\$500,000 DONATED

to support the REALTOR Relief Foundation from the end of 2021 – 2022 (this donation is inclusive of the NC REALTORS® Housing Foundation donation of \$100,000)

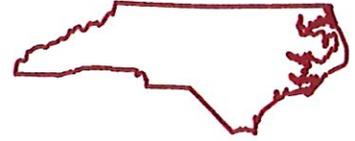


1ST MEDIA CAMPAIGN FOR FAIR HOUSING

delivered to statewide radio, newspaper and web broadcast with tagline “We Open Doors to Everyone.”

57,000 STRONG

7TH LARGEST
STATE
ASSOCIATION



NC REALTORS® PAC IN 2022

\$1.5 MILLION STRONG

HIGHLIGHTS

- Raised \$361,166 more than in 2021
- Gained 4,772 more investors and ended at 36% participation, our highest yet!
- 10,000 members are new investors
- 71 total President's Circle members, 20 more than 2021 and exceeding our goal of 36
- 31/45 Local Associations achieved Triple Crown
- 28/45 Local Associations achieved President's Cup

FAIR HOUSING ACADEMY



launched in April of 2022 to help BICs facilitate Fair Housing training

- 8 videos
- 2 workbooks
- 3.5 hours of training
- 7 expert trainers



Scan the QR code to review the 2022 Annual Report and February issue of Insight Magazine.

Candidate Announcements

A candidate for NC REALTORS® Elective Office must submit an application to NCR **two weeks in advance** of any announcement of their candidacy, engage in any electioneering or be endorsed at the NCR Annual Membership Meeting or a Board of Directors meeting.

Provided a candidate has submitted an application in advance, a candidate, either personally or through an individual spokesperson (not a team of individuals), may make a **single** announcement of the candidacy itself from the floor of either an NCR Board of Directors meeting or a general Membership meeting, including NCR's Annual Membership Meeting. The choice of meeting is at the discretion of the candidate. Such an announcement of candidacy **may not be accompanied by or include candidate endorsements.**

Important Information Regarding the September Virtual Meetings and NCR Conference in October 2023

The 2023 NAR Region 4 Conference and Expo will be held October 16-19 in Savannah, GA. NAR Region 4 includes the states of North Carolina, South Carolina, Kentucky and Tennessee.

In order to accommodate this Regional Conference, NCR will hold committee and entity meetings virtually September 12 – 14, 2023.

The only meetings that will be held during the Region 4 Conference in October are:

- NC REALTORS® Executive Committee
- NC REALTORS® General Membership Meeting
- Regional Caucus Meetings
- NC REALTORS® Board of Directors Meeting



NC REALTORS
HOUSING
FOUNDATION

CAESARS LUXURY EXPERIENCE GIVEAWAY



Caesars Entertainment invites you to experience excitement, luxury, style and prestige! The travel to Harrah's Cherokee Casino Resort must be completed by October 31, 2023.

WHAT'S INCLUDED

- Two consecutive nights (Sunday through Thursday) for two in a luxury room at Harrah's Cherokee Casino Resort
- \$250 dining credit to use at the Caesars Entertainment owned restaurant(s) of your choice
- \$2,500 cash



Scan the QR code
for more details and
to purchase tickets.

TICKETS

\$25 each or 5 for \$100

ENTRIES

Opens: December 27, 2022, 9:00 am EST

Closes: January 27, 2023, 9:00 am EST

WINNER SELECTION

January 27, 2023, 9:30 am EST

***Disclaimer:** When you go to the raffle webpage, you may be prompted to make a donation to BetterWorld. Please unselect this option.*