

February 2018  
RPAC Chair  
Shelly Duncan

We had an opportunity to be proactive with NAR changes on the horizon. We were able to receive an advance review of the Realtor® Party PAG report. Since attending our Realtor® Party Training in October (San Antonio, TX-NAR Funded) It's been extremely busy yet exciting for our state. I've contacted all of the local boards and AEs. We have had one meeting to discuss the plan and idea of our future Wyoming Realtor® Party and its local board impact. As of today, I have goal commitments from all but 4 local boards. Most of the boards have RPAC Chairs and we will work together to locate someone to assist those still looking for Chairs to fill open positions. The RPAC Chairs have all been invited to a closed Facebook page for communication and sharing of RPAC information (\*\*closed due to rules and regulations regarding RPAC) and emails regularly.

During this first phase we discovered several bad emails for membership. This can create a negative response rate for our CFA so PLEASE UPDATE your contact information with your local AEs/State office with your most current information. Our next phase begins with collaborating with each RPAC Chair and their local board's calendars and RPAC Plan for the year. This will map out their goals, advocacy & core standards for the year. We will also create a timeline and have several meetings/zoom throughout the year.

The Wyoming Realtor® Party Committee plans to travel around the state and help local boards with education and advocacy. One of the core standard requirements this year is the addition of RPAC orientation. I introduced the conversation about the possibility of using the NAR Realtor® Party website as a resource to help.

<http://Realtor®party.com/wp-content/uploads/2017/11/REALTOR®-PARTY-NEW-MEMBER-ORIENTATION-video-110517-1.mp4>

RPAC Raffle has been going via email to membership and most recently sent via pdf to RPAC Chairs to distribute to their local board members. Tickets are available at the door. These items are drawing the night of February 21 during the RPAC Reception.

The next fundraiser is an online auction available throughout the month of March. The items available have all been donated by each member of the Wyoming Realtor® Party Committee. The idea of this online auction is to allow local boards to participate in a RPAC Fundraiser to help meet core standards requirements and goals. We are encouraging the local boards managed by the state to find a "service or event" (hunting guided trip, vacation, or flying lessons etc.) from your local area that would be appealing to your local board members to bid. The auction items are not limited to just local board members however this would entice local members to log on and bid and notice the other fantastic items available. This fundraiser is a

way for all of the local boards to be able to participate despite the various sizes or staff. The state will set up and operate the auction with the Chairs to promote.

## Legislative

Preparations for the RPAC reception have been on going. I've been busy with the game, decorations & awards. I've made a trip to Cheyenne (on my own dime) to video the Jonas Cafeteria for WR office so they are prepared for the Legislative Luncheon and set up. Invitations for Realtor® Champions as well as invitations to our legislators will be hand delivered 2/16/2018.

## Grants

I've applied for (2) grants to offset expenditures for this year's funding.

## 2017 Local President Cup Awards & Triple Crown Awards

Congrats to Cheyenne & Sweetwater Boards for winning both awards. This year I'm hoping to work with the Wyoming Realtor® Party Committee and RPAC Chairs to have a trophy for our local boards as well as awards and incentive programs for achievement levels on investments.

WY	CHEYENNE BOARD OF REALTORS®	\$18,069.00	\$14,027	128%	37%	60.42%	37.96%	Yes	Yes
WY	SWEETWATER COUNTY BOARD OF REALTORS®	\$3,995.00	\$2,880	138%	37%	52.17%	24.58%	Yes	Yes

Below are our numbers for January.

## 2018 RPAC FUNDRAISING REPORT

As Of JANUARY 31, 2018

REGION	STATE	NATIONAL RPAC FUNDRAISING GOAL	NATIONAL RPAC FUNDRAISING TOTAL	% OF GOAL	MET GOAL?	FEDERAL DISBURSEMENTS ALLOCATION GOAL	FEDERAL DISBURSEMENTS ALLOCATION TOTAL	% OF GOAL	MET GOAL?	MAJOR INVESTOR GOAL	MAJOR INVESTOR TOTAL	% OF GOAL	MET GOAL?	PRES CIRCLE GOAL	PRES CIRCLE TOTAL	% OF GOAL	MET GOAL?	PARTICIPATION GOAL	CURRENT PARTICIPATION	MET GOAL?
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11	Wyoming	\$80,000	\$10,662	13%		\$12,930	\$2,803	22%		21	3	14%		2	2	100%	Y	37%	23%	
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Here is a spreadsheet for last year's totals. We did not have stated goals. Some of the numbers were not specifically tracked and we found several inconsistencies in the tracking between WR & NAR. We are hoping we found how to correct these.

2017 Wyoming REALTORS® State RPAC Worksheet																
					YTD as of 1/11/2018	YTD as of 1/11/2018				YTD as of 1/11/2018	YTD as of 1/10/2018		FINAL	YTD as of 1/11/2018		
2016 Member	2016 TOTAL RPAC \$\$ RAISED	2016 TOTAL Participation %	Board: LFC	2017 RPAC \$\$ GOAL - Wyoming Cup	2017 YTD RPAC \$\$ RAISED - Wyoming Cup	2017 YTD % to RPAC Goal	2017 Member Count 1/1/2017	2017 Member Major Investor Count 12/15/2017	2017 YTD Member Participation	2017 YTD % of Member Participation	2017 Participation % Goal	2017 Flood Insurance CFA Participation % Actual	2017 Tax Reform CFA Participation % Actual	2017 Calls For Action Participation % GOALS	2017 State CFA Participation % Actual	2017 Calls For Action Participation %
503	\$19,230	40.16%	TETON:	\$0	\$14,503	NT	554	5	88	15.9%	%	10.20%	23.68%	20.00%		27.60%
33	\$540	9.1%	WESTERN WYOMING:	\$0	\$220	NT	41	0	7	17.1%	%	0.00%	8.70%	20.00%		14.24%
NT	NT	NT	AT LARGE:	\$0	\$2,180	NT	36	2	11	30.6%	NT	NT	NT	20.00%		44.56%
44	\$1,610	59.0%	BUFFALO:	\$0.00	\$1,095	NT	40	0	22	55.0%	%	3.57%	10.71%	20.00%		35.39%
37	\$1,329	24.3%	CARBON:	\$0.00	\$845	NT	36	0	21	58.3%	%	6.45%	13.33%	20%		46.10%
274	\$10,784	44.5%	CASPER:	\$0.00	\$10,225	NT	336	2	93	27.7%	%	12.02%	30.48%	20%		42.31%
317	\$11,823	76.3%	CHEYENNE:	\$0.00	\$18,099	NT	409	6	205	50.1%	%	38.11%	37.80%	20%		23.97%
74	\$255	12.2%	DOUGLAS:	\$0.00	\$330	NT	69	0	10	14.5%	%	5.56%	11.1%	20%		34.51%
82	\$2,190	41.5%	FREMONT:	\$0.00	\$2,549	NT	72	1	27	37.5%	%	2.04%	34.00%	20%		41.79%
88	\$2,895	63.6%	LARAMIE:	\$0.00	\$2,135	NT	125	1	69	55.2%	%	6.25%	12.05%	20%		28.24%
44	\$1,450	22.7%	NORTH PLATTE VALLEY:	\$0.00	\$770	NT	49	1	24	49.0%	%	36.11%	37.84%	20%		48.29%
159	\$4,915	42.1%	NORTHEAST REALTOR ALLIANCE:	\$0.00	\$2,945	NT	170	0	55	32.4%	%	15.45%	33.64%	20%		28.74%
140	\$2,220	31.4%	NORTHWEST BOARD:	\$0.00	\$1,402	NT	157	0	37	23.6%	%	1.28%	21.05%	20%		36.92%
124	\$4,615	25.0%	SHERIDAN:	\$0.00	\$645	NT	163	0	7	4.3%	%	13.70%	24.32%	20%		27.97%
71	\$4,155	57.8%	SWEETWATER:	\$0.00	\$3,995	NT	76	1	36	47.4%	%	18.64%	30.51%	20%		38.76%
1,990	\$67,811	39.27%	State Goals and Totals	\$0	\$61,938	NT	2,333	19	712	30.5%	#DIV/0!	12.1%	23.5%	20%	#DIV/0!	34.63%
			\$80,000.00		\$18,062											
			NAR 2017 RPAC Goal for Wyoming		YTD as of 1/11/2018	YTD as of 1/11/2018			YTD as of 1/11/2018	YTD as of 1/11/2018				YTD as of 1/11/2018		
			*some RPAC totals NOT reflected in local contributions were made directly to NAR													

This year's goals so far.

2018 Wyoming REALTORS® State RPAC Worksheet																
					YTD as of 1/11/2018	YTD as of 1/11/2018			YTD as of 1/11/2018	YTD as of 1/10/2018		FINAL	YTD as of 1/11/2018			FINAL
2017 Member	2017 TOTAL RPAC \$\$ RAISED	2017 TOTAL Participation %	Board: LFC	2018 RPAC \$\$ GOAL - Wyoming Cup	2018 YTD RPAC \$\$ RAISED - Wyoming Cup	2018 YTD % to RPAC Goal	2018 Member Count 1/1/2018	2018 Member Major Investor Count 12/15/2018	2018 YTD Member Participation	2018 YTD % of Member Participation	2018 Participation % Goal	2018 CFA Participation % Actual	2018 CFA Participation % Actual	2018 Calls For Action Participation % GOALS	2018 State CFA Participation % Actual	2018 Calls For Action Participation %
554	\$14,503	15.9%	TETON:	\$19,800	\$0	0.0%	554	0	0	0.0%	40%	0.00%	0.00%	25.00%		0.00%
41	\$220	17.1%	WESTERN WYOMING:	\$0	\$0	NT	41	0	0	0.0%	%	0.00%	0.00%	20.00%		0.00%
36	\$2,180	30.6%	AT LARGE:	\$0	\$0	NT	36	0	0	0.0%	NT	0	0	20.00%		0.00%
40	\$1,095	55.0%	BUFFALO:	\$0.00	\$0	NT	40	0	0	0.0%	%	0.00%	0.00%	20.00%		0.00%
36	\$845	58.3%	CARBON:	\$0.00	\$0	NT	36	0	0	0.0%	%	0.00%	0.00%	20%		0.00%
336	\$10,225	27.7%	CASPER:	\$10,325.00	\$0	NT	336	0	0	0.0%	40%	0.00%	0.00%	45%		0.00%
409	\$18,099	50.1%	CHEYENNE:	\$14,000.00	\$0	NT	409	0	0	0.0%	37%	0.00%	0.00%	20%		0.00%
69	\$330	14.5%	DOUGLAS:	\$0.00	\$0	NT	69	0	0	0.0%	%	0.00%	0.0%	20%		0.00%
72	\$2,549	37.5%	FREMONT:	\$2,500.00	\$0	NT	72	0	0	0.0%	40%	0.00%	0.00%	50%		0.00%
125	\$2,135	52.2%	LARAMIE:	\$2,500.00	\$0	NT	125	0	0	0.0%	60%	0.00%	0.00%	25%		0.00%
49	\$770	49.0%	NORTH PLATTE VALLEY:	\$1,800.00	\$0	NT	49	2	0	0.0%	50%	0.00%	0.00%	30%		0.00%
170	\$2,945	32.4%	NORTHEAST REALTOR	\$5,000.00	\$0	NT	170	0	0	0.0%	65%	0.00%	0.00%	30%		0.00%
157	\$1,402	23.6%	NORTHWEST BOARD:	\$2,100.00	\$0	NT	157	0	0	0.0%	37%	0.00%	0.00%	20%		0.00%
163	\$645	4.3%	SHERIDAN:	\$3,500.00	\$0	NT	163	0	0	0.0%	50%	0.00%	0.00%	75%		0.00%
76	\$3,995	47.4%	SWEETWATER:	\$2,500.00	\$0	NT	76	0	0	0.0%	%	0.00%	0.00%	20%		0.00%
2,333	\$61,938		State Goals and Totals	\$64,025	\$0	NT	2,333	2	0	0.0%	47%	0.0%	0.0%	20%	#DIV/0!	0.00%
				\$80,000.00												

As we collect numbers we will continue to track. Each RPAC Chair will have access to this spreadsheet to know where their local board stands in their President Cup standing. Included in my follow up report will be the Wyoming Cup program, the VOTE ACT EDUCATE INVEST platform, our incentive roll out, Broker Involvement & Advocacy Education and our Fair Housing/Diversity celebrating 50<sup>th</sup> Anniversary.