

Washington REALTORS®

**BOARD
OF
DIRECTORS
MEETING**

September 24, 2021



VIRTUAL CONFERENCE

Washington REALTORS®
BOARD OF DIRECTOR'S MEETING

September 24, 2021
9:00 am
Virtual Meeting

AGENDA

- I. CALL TO ORDER**
 - A) Memoriam
 - B) Words of Inspiration - *Kitty Wallace, Kittitas County Association of REALTORS®*
 - C) Pledge to the Flag - *Jerry Martin, Snohomish County Camano Association of REALTORS®*
 - D) REALTOR® Pledge
 - E) Welcome & Introductions – *President Tom Hormel*

- II. ROLL CALL**
 - A) Unexcused Absences
 - B) Declaration of Quorum (34% of Board of Directors)

- III. APPROVAL OF AGENDA**

- IV. CONSENT AGENDA APPROVAL**
 - A) Approval of Board Minutes from April 23, 2021 (***Preliminary Board Packet pgs. 3-6***)
 - B) Place on file Executive Committee Minutes from April 22, May 11, June 25, July 27, and August 4, 2021 (***Preliminary Board Packet pgs. 7-14***)
 - C) Receipt of Unaudited WR & RPAC Financial Statements dated July 31, 2021 (***Preliminary Board Packet pgs. 15-27***)
 - D) Director Resignations & Replacements
 - E) Excused Absences
 - F) Regional Roundtable Highlights
 - G) Acceptance of Written Reports from Institutes, Societies & Councils & Other Stakeholders (***Preliminary Board Packet pgs. 28-30***)

- V. GUEST SPEAKER – *Kenny Parcell, NAR 2021 First Vice President***

- VI. ELECTIONS**
 - A) Nominations Committee Report – *Dorothy Reincke, Nominations Committee Member*
 - B) NAR Director Special Election – *Dorothy Reincke, Nominations Committee Member*
 - C) 2022 First Vice President and 2022 NAR Director Election – *Dorothy Reincke, Nominations Committee Member*

- VII. ANNUAL WREEF MEETING**

- VIII. ACTION ITEMS**
 - A) Motion to Recommend Diversity Committee Name Change – *Freba Afzali, VP, Operations (pg. 13)*
 - B) Motion to Amend the WR Bylaws, Article VII – Committees, Section 1 – *Freba Afzali, VP, Operations (pg. 13-14)*
 - C) Motion to Approve Renewal of Real Strategies Contract – *Eric Johnson, VP, Government Affairs (pg. 8)*
 - D) Motion to Approve 2022 Strategic Plan – *Cheri Daniels, President-elect (Preliminary Board Packet pgs. 34-43)*
 - E) Motion to Approve 2022 Committee Business Plans – *Cheri Daniels, President-elect (Preliminary Board Packet pgs. 44-70)*
 - F) Motion to Approve 2022 Budget – *John Blom, Treasurer (Preliminary Board Packet pgs. 71-79)*

IX. REPORTS

- A) Introduction of DEI Consultant, Momentum Professional Strategy Partners – Christina Blocker, Managing Partner
- B) REALTOR® Safety Video – *Cheri Daniels, President-elect*

X. SPECIAL RECOGNITION

- A) Staff Recognition - *Steve Francks, CEO*

XI. ANNOUNCEMENTS

XII. ADJOURNMENT



Next Meeting: April 22, 2022 – Suncadia Resort & Spa, Cle Elum, WA

Board of Director's Meeting
September 24, 2021
Consent Agenda

Director Resignations & Replacements:

Clark County.....	John Rose (Alternate) replaced by Scott Bradley
Lower Columbia.....	William Josh (2021) replaced by Nicole Bernet
Moses Lake Othello.....	Chris Miller (2020-2022) replaced by Cindie Conklin
Seattle King County.....	Van Anderson (Alternate) replaced by Marissa Beach
.....	Julie Metteer (Alternate) replaced by Angie Mykel
Snohomish County Camano.....	TC Hyatt (2020-2022) replaced by Bob Wold
Tacoma Pierce County.....	Maggie McQueen (2021-2023) replaced by Madison Lord

Excused Absences:

Clark County.....	Randy Hunzeker (replaced by Scott Bradley)
Jefferson County.....	Angela Wilkinson (replaced by Terry Smith)
Mid-Columbia.....	Jeremy Denny (replaced by Jennifer Dillard)
Northeastern WA.....	Len Brandt (replaced by Jody Emra)
Seattle King County.....	Joe Galindo
.....	Jenny Hill
.....	Yusef Nadir
Tacoma Pierce County.....	Jennifer Hawkins (replaced by James Fisher)
.....	Pat Brewer (replaced by Cheryl O'Brien)
Thurston County.....	Rae Anne Toth (replaced by Vickie Jackson)
Washington State Commercial.....	Carolyn Graden
Whidbey Island.....	Kim Rossi (replaced by Sheila Davies)

ASSOCIATION EXECUTIVE FORUM

Facilitator: Tiffany Claxton

Staff Liaison: Stacie Weedon

Date: September 22, 2021

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 22, 2021:

- Received an overview of the WR Board of Directors meeting scheduled for Friday, September 24th, 2021.
- Discussed RPAC dues billing options.
- Heard an update on the NAR Governance Game Changer Presidential Advisory Group (PAG) report.
- AE's were invited to participate in an "At Home with Diversity" opportunity hosted by WR on November 4 -5, 2021.

EXECUTIVE COMMITTEE

President: Tom Hormel

President-Elect: Cheri Daniels

Date: September 23, 2021

Staff Liaison: Steve Francks

RECOMMENDATION(S):

MOTION 1: Recommend to the Board of Directors approval of the 2022 Strategic Plan as submitted.
(See Preliminary Board Packet, pgs. 34-43)

EXECUTIVE COMMITTEE ACTION: Approved June 25, 2021

BOARD OF DIRECTORS ACTION:

MOTION 2: Recommend to the Board of Directors approval of the 2020 Business Plans as submitted.
(See Preliminary Board Packet, pgs. 44-70)

EXECUTIVE COMMITTEE ACTION: Approved July 27, 2021

BOARD OF DIRECTORS ACTION:

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 23, 2021:

- Motion to approve the contract renewal with Real Strategies was passed.
- Eddie Chang and Jerry Martin will be recommended as candidates to Governor Inslee for the Real Estate Commission opening.
- A review of the 2021 Strategic Plan was presented.

Reference April 22, May 11, June 25, and July 27 minutes online at www.warealtor.org or Preliminary Board Packet, pages 7-14.

FINANCE COMMITTEE

Treasurer: John Blom

Treasurer-elect: Brad Allen

Date: September 23, 2021

Staff Liaison:

RECOMMENDATION(S):

MOTION: Recommend to the Board of Directors approval of the 2022 Budget as submitted. (See Preliminary Board Packet, pgs. 71-79)

EXECUTIVE COMMITTEE ACTION: Approved July 27, 2021

BOARD OF DIRECTORS ACTION:

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 23, 2021:

- Reviewed and placed on file the July 31, 2021 unaudited WR and REALTOR® PAC Financial Statements.
- Reviewed year end projections, current membership count and 2022 dues billing.

July 15, 2021

- Reviewed and placed on file the May 31, 2021 unaudited WR and REALTOR® PAC Financial Statements.
- Reviewed in detail and discussed the 2022 WR Draft Operating Budget.
- Changed the membership projection for the 2022 WR Draft Operating Budget to 22,150 FTE members to present a balanced budget to the Executive Committee.

June 1, 2021

- The Committee heard an update on the economic outlook and financial environment from Jill Tokarczyk, Senior Vice President with Morgan Stanley Wealth Management.
- The Committee reviewed and discussed historical membership counts and statistics from 2005 to present as well as membership projections from NAR and Local Association Executives for 2022.
- Set preliminary membership projection for 2022 WR Draft Operating Budget at 20,500 FTE's.
- Reviewed and placed on file the April 30, 2021 unaudited WR & REALTOR® PAC Financial Statements.

April 22, 2021

- Reviewed and placed on file the December 31, 2020 Auditor's Report with Matt Matson, Partner, BDO.
- Reviewed and placed on file the February 28, 2021 unaudited WR and Realtor® PAC Financial Statements.

LEGISLATIVE STEERING COMMITTEE

Vice President: Eric Johnson

Chair: Cheryl O'Brien

Date: September 21, 2021

Staff Liaison: Nathan Gorton

RECOMMENDATION(S):

MOTION: To approve a 3-year contract with Real Strategies to provide polling, data and consulting services at the price of \$120,000 per year to be paid from the Washington REALTORS® Issues Fund.

EXECUTIVE COMMITTEE ACTION: Approved September 23, 2021

BOARD OF DIRECTORS ACTION:

SOURCE OF FUNDING: Issues Fund

RATIONALE: Washington REALTORS® has had a five-year relationship with Real Strategies for similar services. It has been a successful partnership. In addition to helping generate important electoral wins over the past two years, Real Strategies has helped Washington REALTORS® better target major investors, better target the public for public outreach campaigns and better understand the makeup of our membership to help tailor services to our members. This is a contract that benefits both our state and local associations. This has been a beneficial partnership and it should be extended for another three years.

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 21, 2021:

- Nathan Gorton (Washington REALTORS® Government Affairs Director) and Denny Eliason (WR Lobbyist) discussed what the Committee and members could expect from legislation during the 2022 session, including the possibility of a Special Session for the Transportation Package and Long-Term Care legislature.
- The Committee and members heard updates from Bill Clarke (WR Lobbyist), regarding WR's 2022 Potential Legislative Agenda – to include the critical issues surrounding housing supply/density.
- Tom Hormel provided an update for the Homeowner's Disparities Workgroup and Jasmyn Jefferson shared her background and expertise as related to the efforts of this workgroup.
- Representatives from Tri City Association of REALTORS®, Kittitas County Association of REALTORS®, Seattle King County Association of REALTORS®, and Tacoma Pierce County Association of REALTORS® shared their updates and progress regarding their respective local issues campaigns.

GA Forum
September 22, 2021

- Representative Jessica Bateman (D-22) discussed her efforts and plans regarding homeownership for people of color, housing supply, zoning, affordable housing options. She also answered various questions from attendees regarding housing production, density and affordability.
- Eric Johnson (WR Vice President of Government Affairs) led the conversation as the attendees were given the opportunity to answer questions and give feedback (via a poll created by the GA Department) regarding upcoming legislative endeavors, including urban growth areas, housing affordability, local incentives, density mandates, etc...
- Representative Andrew Barkis (R-2) explained his work with legislation on transportation, housing needs and landlord-tenant laws; he also answered questions from the attendees and providing supplementary commentary.

MEMBERSHIP CORE COMMITTEE

Vice President: Patti Hill

Vice President-Elect: Ken Sax

Date: September 22, 2021

Staff Liaison: Liz Dickinson

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 22, 2021:

- Annie Fitzsimmons presented on education class trends, virtual and hybrid. She also went over Form 35 and other current trends with statewide forms.
- Debra Allen-Ba and Cathleen McDonald from DOL gave an update on remote auditing processing, the new license renewal system and mandatory fair housing education.
- Corey Condrón from Condrón Homes gave an update on building land use trends and increased supply costs.
- The committee heard reports from Awards, Communications, Education and Member Benefits. Education has a new online partner RISE and the Member Benefits Committee reported on the Tech Helpline.

Communication Special Committee

- The Communication Committee met May 19, 2021 to review the 2022 Communication Business plan and the Association strategic plan. Our primary focus was to discuss the REALTOR® advantage and to develop strategies to communicate the benefits of belonging to the REALTOR® Association and for consumers to work with a REALTOR®. Several good ideas came out of this discussion.

NAR DIRECTORS

Chair: Dahni Malgarini-Logar

Staff Liaison: Steve Francks

Date: September 23, 2021

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 23, 2021:

- Heard a report from Ken Fears, Representative for Banks, Lending and Housing Finance, NAR.
- Heard from Daryl Braham and Kevin Sears, Candidates, First Vice President, NAR.
- Heard from Evelyn Arnott, Candidate, Region 12 RVP.

NOMINATIONS COMMITTEE

Chair: Kitty Wallace

Staff Liaison: Mary Hull-Drury

Date: September 22, 2021

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 22, 2021:

- Members addressed the format for the candidate forum for NAR Director and First Vice President.
- The Committee discussed recruitment for 2022 elections.

OPERATIONS CORE COMMITTEE

Vice President: Freba Afzali

Vice President-Elect: Doug Robins

Date: September 22, 2021

Staff Liaison: Susan Mitchell

RECOMMENDATION(S):

MOTION 1: Recommend changing the name of the Washington REALTORS® Diversity Committee to the Diversity, Equity and Inclusion Committee.

EXECUTIVE COMMITTEE ACTION: Approved April 22, 2021

BOARD OF DIRECTORS ACTION:

RATIONALE: As part of the Washington REALTORS® commitment to Diversity, Equity and Inclusion, this name change will support the work of the Diversity Committee and the DEI initiatives of Washington REALTORS®.

MOTION 2: To amend the WR Bylaws, Article VII, Committees, Section 1 as follows:

The President-elect shall appoint an Executive Committee to serve during his/her term as president in accordance with Article V, Section 10 a minimum of 90 days prior to assuming the position of president. The Executive Committee shall have full power to act for the board of directors between meetings in accordance with the general guidelines and policies set forth by the Board of Directors. Members of the Board of Directors who will serve with the president-elect shall be notified of the membership's roster of the Executive Committee without delay.

The following committees shall be appointed as specified in the policy manual:

- (a) FINANCE COMMITTEE
- (b) GOVERNMENT AFFAIRS COMMITTEE (includes Legislative Steering Committee and REALTORS® Political Affairs Council)
- (c) MEMBERSHIP COMMITTEE
- (d) PROFESSIONAL STANDARDS SUB COMMITTEE
- (e) OPERATIONS COMMITTEE
- (f) LEGAL AFFAIRS COMMITTEE
- (g) NOMINATIONS COMMITTEE
- (h) ~~DIVERSITY COMMITTEE~~ Diversity, Equity and Inclusion Committee

EXECUTIVE COMMITTEE ACTION: Motion Approved June 18, 2019

BOARD OF DIRECTORS ACTION:

RATIONALE: As part of the Washington REALTORS® commitment to Diversity, Equity and Inclusion, this name change will support the work of the Diversity Committee and the DEI initiatives of Washington REALTORS®. The name change was approved by the Diversity Committee, the Operations Committee and the Executive Committee during the Spring Business Conference in April 2021. This motion reflects the changes to the Bylaws that will be noticed to

the membership 30-days prior to the Board of Directors meeting scheduled September 24, 2021. All corresponding changes to the WR Policy Manual will be made following approval of this motion.

Executive Committee Approval: April 22, 2021
Operations Core Committee Approval: April 20, 2021
Diversity Committee Approval: April 19, 2021

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 22, 2021:

- The Committee held a discussion on positive outcomes from the pandemic.
- Heard Task Force reports from Orientation, YPN, Diversity Subcommittee, and Professional Standards Subcommittee.
- An update on WR's 2021 RPAC goals was presented.

Diversity Committee

September 22, 2021:

- Steve Francks gave an update on the outreach program we are working on with Momentum Strategic Partners
- Sandy McKenzie gave a report on the DEI education we offered over the last few months, and having the multicultural associations hold non-voting positions on the diversity committee next year.
- Mina Gomez and Lorena Urrutia from the Wenatchee Hispanic Business Council presented on their community work, startup program and events.
- Miguel Maestas from El Centro de la Raza presented on their programs and services, housing and economic development and first-time homebuyer workshops.
- Pilar Chiparro from The People Company presented on the community and Hispanic traditions.

July 12th, 2021:

- Steve Francks gave an update on hiring Archway Consulting to develop and implement a new initiative centered around promoting real estate as a career to diverse communities that have been historically underrepresented in our industry.
- The committee reviewed the 2022 business plan and provided feedback and approved of moving forward with the plan.
- The committee brainstormed speakers and topics that they would possibly like to host for the upcoming fall business conference.
- The committee received updates on local association DEI efforts from the Tacoma Association, Clark County Association, Port Angeles Association, Lower Columbia Association, North Puget Sound Association and Walla Walla Association.
- The committee discussed ideas on how to support local associations DEI efforts and have multicultural associations be members of the committee next year.

Professional Standards

September 21, 2021:

- Susan Mitchell provided an update on the status of the Professional Standards cases.
- Committee members conducted a mock hearing.

YPN

September 22, 2021:

- Announcement of Young Professionals Network Annual Royal Blue Bash, September 25, 2021.
- Discussion of how to grow the committee and support.

REALTORS® POLITICAL ACTION COMMITTEE

Chair: Katharine Carey

Vice Chair: Cynthia Gustafson

Date: September 21, 2021

Staff Liaison: Nathan Gorton

The following is for your information and does not affect Association policy or budget:

MEETING HIGHLIGHTS

September 21, 2021:

- Katharine Carey (RPAC Committee Chair) gave the Chair's Report and an update on RPAC Participation and Fundraising results to date - \$1,251,321 raised - with 195 Major Investors, 24 Realtor Champion's Club and 12% Participation.
- Nathan Gorton (Washington REALTORS® Government Affairs Director) presented 11 action items/legislative funding requests. A motion was carried for a total of \$45,000.00.
- Cynthia Gustafson (NAR Major Investor Council Chair), Cheri Daniel (NAR Participation Council Member) and Nathan Gorton shared updates for the Major Investors, Participation, and the Realtors Champion Club. Melissa Purvines (RPAC Development Manager) provided updates and insight for the yet-to-sustain and allowed Justin Allen from Real Strategies to explain the features available to members of RPAC for campaigning and fundraising.
- Cynthia Gustafson presented the upcoming Post-Conference Fall Fundraising Event with Chef Xinh Dwelley, a world-renowned chef of Northwest and Asian Fusion Cuisine. This event will be held on October 21, 2021 at 6:30pm-8:00pm.

May 12, 2021:

- RPAC Trustees were updated on the adoption of the Statement of Principles and the funding pause of RPAC Funds approved during the Spring Business Conference.
- A motion was approved for a total of \$40,000 in contributions, consisting of \$10,000 to each of the four caucuses.

Regional Roundtables

September 21, 2021

Central and Eastern Washington

Eliza Stephenson, Regional Representative
Joe Pitzer, Regional Representative

2022 Regional Representatives:

Central Washington: Joshua Shinabarger

Eastern Washington: Marilyn Amato

Central Washington

Kittitas County

- When the Kittitas County Commissioners announced their attention to adopt REET 2 via a vote of the county council the Kittitas County AOR worked with Washington REALTORS® to put a voter contact plan in place. As a result of the plan Kittitas County Commissioners received over 700 postcards and 850 emails asking them not to increase the Real Estate Excise Tax without a vote of the people. After the hearing on the ordinance the commissioners decided that instead of enacting a REET increase via county council vote they would instead go to the voters on an advisory note.
- Cle Elum/Upper County is opposing Sun Communities from creating 650 manufactured housing and 680 RV Resort community on leased land.

North Central WA

- Short-term rentals are going to commercial zoned areas.
- Issues with land planning on acreage sizes.
- More inventory is available but still need affordable housing.

Moses Lake-Othello

- Inventory Shortage.

Tri-City

- Mineral Rights are being purchased in the area by private parties and property owners are being charged to have the mineral rights.
- Vagrant homelessness squatting. Police have been stopped from handling the issue.
- Affordable Housing is an issue.
- Lack of Inventory

Yakima

- County Commissioner Race – trying to get Realtor friendly candidates.
- Water metering issues.

Eastern Washington

Lewis Clark

- Homelessness is an issue.

Whitman County

- Local Association President Justin Shahan passed away earlier this month.
- Rental income sales stagnant.
- Building Department low follow through on following code.
- There have been several housing areas created with no commercial services (grocery stores, gas stations) available nearby.

Walla Walla

- Short-term housing restrictions.

Spokane

- City Council Endorsements.
- Housing Action Plan diverted.
- Natural Gas restrictions / density.
- Taco Tuesday events being held at the Local Association office.

Northeast Washington

- County Commissioner Race.

Other Topics:

- Lead Arsenic in water supply.
- Real Estate Advisory counselors improving association.
- **Everyone is experiencing inventory issues.**

Regional Roundtables

September 21, 2021

Central Puget Sound

Bobbie Chipman, Regional Representative

2022 Regional Representative:

Eddie Chang

Snohomish County-Camano

- Low inventory remains a concern.
- Began their Home Ownership campaign, modeling WR's Unlock the Door for Affordable Homeownership campaign. They applied for and received an NAR advocacy grant. They have effectively conducted polls, run on-line advertisements with links directing traffic back to the specific campaign website which includes links to local officials.

Tacoma Pierce County

- Have been focused on legislative changes re: ability for more "middle" housing. Financial support from both NAR and WR has been granted. TPCAR has been impactful in creating conversation with Tacoma's city council – having them all engaged in housing conversations. Their campaign includes social media, a specific website, mailers and have conducted a poll for likely voter support.

Coalition building has been effective, gaining support partnerships including entities such as Habitat for Humanity, the Tacoma Urban League, Master Builders Association and Pierce Transit. An additional objective is to create a campaign template that could be effective for other Associations across the state and further.

Seattle King County

- SKCR is 1 of 8 Associations across the nation that have implemented NAR's Mentor program for real estate associated careers in underserved communities. A specific committee was established for the project. There has been outreach to real estate schools and colleges for "mentees"; 8 mentors have volunteered to date.
- They have implemented a DEI program and have held their first meeting.
- Bellevue, unlike Seattle, is open to ADU/MF builds motivated by growing tech jobs. Renton is a model; they have 9 permit stamped plans, and they waive some fees to expedite the process at the city level.
- Political successes re: 52 candidate endorsements and Auburn B/O tax issue and assistance from NAR for Mayor and District 9 polling.
- Commercial new construction restriction on use of natural gas as the building energy source. The group expects the focus to move to residential real estate sooner rather than later.
- Seattle: In addition to the "head tax" and energy audits, rental/tenant conversations continue i.e., a winter eviction ban and a ban on evicting school employees or tenants with school-age residents during the school year. More non-owner occupied properties are selling with investors moving their funds out of the area.

Some 1031 Exchange entities are requiring 2 weeks to process instead of the usual few days due to investor activity.

Question for WR:

What approach do REALTORS® want WR to take concerning the Affordable Housing conversation? Do we continue to advance and support legislation that is incentive based or is it time to take a different approach, such as state mandates?

Regional Roundtables

September 21, 2021

Northwest Washington

Irene Garcia, Regional Representative

2022 Regional Representative:

Terri Neilon

Jefferson County

- Due to COVID the Association was not as productive as in a typical year.
- The Association held a meeting with Chief Economist Lawrence Yun. It was fascinating. The Association highly recommends him as a speaker.
- Held a meeting with Legislative District 24 State Representatives, Mike Chapman and Steve Tharinger to discuss housing issues. The Members received updates on issues such as the Port Hadlock Sewer System which is still several years away from being installed.
- The Association is holding a free Code of Ethics Class for the Association Members.
- There are concerns about Members and Affiliate Members being engaged on Zoom. A request was made for ideas to get more members engaged in the online meetings.
- Low inventory is also a concern.

Kitsap County

- REALTOR® PAC is killing it, they are #1. Hired a GAD and their Association worked on a campaign with WR regarding the Impact Fees from the County.
- There are issues with Membership engagement. Have had challenges with this even before COVID but it is more challenging with everything being virtual.

North Puget Sound

- The Association has a new Executive Officer after 20 years. They have purchased a building for their Association. They did a successful RPAC fundraiser, a pie auction. It was held virtually this year.
- An outdoor Affiliate event and golf tournament was held.
- The Association has had Membership meetings with panels of industry professionals.
- Having successful Membership meetings is always a challenge, but they feel like they have done well.

Port Angeles

- The Association hosted Candidate Forums with City Council Candidate interviews.
- One of their concerns is that Membership meetings have been lightly attended. The meetings have been in person with Members socially distanced and masked.

Sequim

- The Association hosted a very successful Level the Field Golf Tournament Fundraiser to benefit school children. The money helps to pay for fees for things such as sports fees and band fees so that those who cannot afford them can participate.
- A backpack and school supply drive was held.
- The Association had some concerns about Membership numbers as they have lost some Members and Affiliates. They were having in person meetings with social distancing and masks. They will talk about going virtual at their next meeting. They try to have meeting speakers such as representatives from the County, the Health Department and Habitat for Humanity.

- Some concerns are low inventory and affordable housing. Some of the building codes and regulations have increased the prices of homes. The insulation code could add up to \$20,000 per house. The non-profit organizations also must pay these costs. They wonder about repossessions. They know that Seattle has extended their eviction moratorium until 2022. They have concerns about landlords selling their rental homes since the market is up, causing a worse shortage of rentals.

Whatcom County

- Held a golf tournament fundraiser to benefit Habitat for Humanity.
- Tried a hybrid Association Meeting with Facetime Live. They have also had virtual meetings.
- The Association hosted an RPAC Fundraiser. They are attempting to make RPAC part of the culture of the Association.
- Concerns about Affordable Housing and lack of inventory.
- Also have concerns about the push for more density causing a lack of single-family homes for multi-generational households and Section 8 participants.

Whidbey Island

- Hired Gina Valaske and their Association's communication and Member involvement has never been better.
- Hosted an ice cream social.
- Have a very strong Board of Directors and they share ideas with other Associations.
- Put together Ryan's House which is a place where teenagers can sleep for the night. They collected donations from businesses.
- The Association is concerned about Zoom burnout and encourages the members to do things like wear funny masks to meetings to keep people engaged.
- Concerns about Affordable Housing for the work force as well as low-income people and increasing inventory to lower pricing. They would like to engage their commissioners to focus on that issue.

Additional Notes:

- The RPAC Committee needs 19 more Members to sign up as Major Investors to make the Triple Crown.
- RPAC will host a Major Investor Event with celebrity Chef Xinh Dwelley who has entertained other chefs such as Anthony Bourdain.

Regional Roundtables

September 21, 2021

Southwest Washington

Sandy Lorenz, Regional Representative

2022 Regional Representative:

Scott Bradley

Clark County

- There have been new staff adjustments. COVID has changed how things are done and how we do business now. Have hired a part-time communications company from out of state and a local part-time events coordinator.
- Working on Bylaw changes - changing pronouns from he/she to they/their.
- The building and the streets in their area have been enhanced.
- New software - everything online and virtual: 1) Ripple, 2) Virtual staging - Style DOD, it's a new member benefit (10% less for members) and 10% goes to foundation.
- Considering insurance offering for new members, etc.
- Working on their 2022 budget now. Their membership is high - over 2,000 members. They have been averaging 30 new members per month.
- Dale Chumbley is the Region 12 RVP for 2022. Congratulations Dale!

Events:

Cornhole Tournament was well received.

Give More 24 raised approximate \$20,000 for their foundation - they are getting ready to give grant.

They are planning Major Investor appreciation event.

Thurston County

- Extensive remodel of their building inside and out.
- NWMLS became a tenant which is great for the members.
- Membership is 824 Realtors with 30-40 added each quarter.
- A Realtor is running for Olympia City Council and we are working hard to get him elected.
- Mark Kitabayashi is the task force leader for the Thurston County Management Plan.

Events:

- The 40th Annual Golf Tournament was held in which proceeds of at least \$5,000 are donated to the Thurston County Food Bank.
- The Softball Tournament is coming up.
- Affiliate Showcase and RPAC Fundraising Event will be held on October 6th at the County Fairgrounds.