

Tennessee REALTORS®
BOARD OF DIRECTORS MEETING
Tuesday, March 19, 2019 / 3:30 p.m.
Franklin Marriott, Cool Springs, TN

MINUTES

CALL TO ORDER

President Kathy Tucker called the meeting of the Board of Directors to order on Tuesday, March 19, 2019 at 3:30 p.m.

INVOCATION AND PLEDGE OF ALLEGIANCE

The invocation was given by Michael Pappas and was followed by the Pledge of Allegiance to the flag of the United States of America.

CREDENTIALS REPORT

CEO Angela Shields reported a quorum was present. A copy of the Directors Attendance List is attached as *Exhibit 1*.

ADOPTION OF RULES

President Dickson stated the Standing Rules are in the Directors' packet and there being no objection, the rules were adopted.

ADOPTION OF AGENDA

The Agenda was adopted as presented.

ADOPTION OF RULES

The Standing Rules were adopted as presented.

WELCOME & INTRODUCTIONS

President Tucker welcomed all members and guests and introduced those seated at the head table as follows: Hagan Stone, President-Elect; Alex Bynum, Secretary/Treasurer; Angela Shields, CEO; Patricia Junkin, Parliamentarian; and Russ Farrar, General Counsel

APPROVAL OF MINUTES

The minutes of the September 2018 Board of Directors Meeting were approved as published.

PRESIDENT'S REMARKS

President Tucker gave a report highlighting the accomplishments of the year thus far.

NAR UPDATE

President-Elect, Hagan Stone gave a NAR update.

FINANCIAL REPORT

Secretary/Treasurer Alex Bynum presented the December 2018 Year End Financial Report, Audit Report and membership numbers for information.

COMMITTEE AND OTHER REPORTS

Convention Committee

Liaison Hagan Stone reported on behalf of the committee reminding everyone of the 2019 Convention: September 18-21 at the Sandestin Beach Hilton Hotel. He also reported the 2020 Convention will be held jointly with Region 4 in Savannah, GA.

Governmental Affairs Committee

Chair Chris Garrett presented a report on behalf of the Governmental Affairs Committee which included announcing the TNPC (Tennessee Political Coordinator) Program.

Nominating Committee

On behalf of the Nominating Committee, Chair Randy Durham presented the following slate of Tennessee REALTORS® for NAR Directors moved their election:

1 st NAR Director Seat (per policy):	Kathy Tucker, GCAR
2 nd NAR Director Seat :	Sher Powers, GNAR

Alternates:

1 st Alternate:	Jewel McKinney, NETAR
2 nd Alternate:	Lisa Wurth, WCAR
3 rd Alternate:	Lauren Harkins-Wiuff, MAAR
4 th Alternate:	Doyle Webb, KAAR

President-elect Hagan Stone reported the Executive Committee recommends approval.

There being no nominations from the floor motion was passed to elect the proposed slate of NAR Directors as presented.

RPAC

Vice Chair Mike Gaughan gave a RPAC report for information only.

TREEF

TREEF President, Aaron Taylor gave a report for information only which included the announcement of the new Scholarship program. In addition, trustees raised over \$11,000 during the conference towards the new scholarship.

Strategic Thinking Advisory Committee

Chair Travis Close presented the new strategic plan and moved for its adoption.

President-elect Hagan Stone reported the Executive Committee recommends approval.

The motion carried.

UNFINISHED BUSINESS

President Tucker stated there was no unfinished business.

NEW BUSINESS

President-Elect Stone announced it was President Tuckers Birthday and cake was brought out in celebration.

Meeting adjourned at 4:11 p.m.

2019 - Spring Conference - Director's M...

smartsheet

Attended	First	Last	Division	Local	Alternate
1. ☒	H. Lynn	Greer		Nashville	not on original list
2. ☐	Bart	Long	EASTERN	BRISTOL TN-VA (2)	Laura McMillan
3. ☒	Michael	Pruitt	EASTERN	BRISTOL TN-VA (2)	
4. ☒	Alex	Bynum	WESTERN	CENTRAL WEST (4)	
5. ☒	Janet	DiChiara	WESTERN	CENTRAL WEST (4)	
6. ☒	Danny	Smith	WESTERN	CENTRAL WEST (4)	
7. ☒	Katie	Townsend	WESTERN	CENTRAL WEST (4)	
8. ☒	Kim	Bass	EASTERN	CHATTANOOGA (12)	
9. ☒	Travis	Close	EASTERN	CHATTANOOGA (12)	
10. ☒	Randy	Durham	EASTERN	CHATTANOOGA (12)	
11. ☒	Mark	ACCIDENTALLY DELETED	EASTERN	CHATTANOOGA (12)	
12. ☒	Lois	Killebrew	EASTERN	CHATTANOOGA (12)	
13. ☒	Geoff	Ramsey	EASTERN	CHATTANOOGA (12)	
14. ☒	Robyn	Ring	EASTERN	CHATTANOOGA (12)	
15. ☒	Brandi	Thompson	EASTERN	CHATTANOOGA (12)	
16. ☒	Vicki	Trapp	EASTERN	CHATTANOOGA (12)	
17. ☒	Kathy	Tucker	EASTERN	CHATTANOOGA (12)	
18. ☒	Ron	Tucker	EASTERN	CHATTANOOGA (12)	
19. ☒	Kevin	Wannack	EASTERN	CHATTANOOGA (12)	
20. ☒	Eric	Boyd	MIDDLE	CLARKSVILLE (5)	Marion Jewell
21. ☒	Errington "Mercy"	Nesmith	MIDDLE	CLARKSVILLE (5)	
22. ☒	Charles	Pecka	MIDDLE	CLARKSVILLE (5)	
23. ☒	Debbie	Reynolds	MIDDLE	CLARKSVILLE (5)	
24. ☒	Randy	Worcester	MIDDLE	CLARKSVILLE (5)	
25. ☒	Lyndon	La Fevers	MIDDLE	EASTERN MIDDLE TN (4)	
26. ☒	Michael	Leach	MIDDLE	EASTERN MIDDLE TN (4)	

	Attended	First	Last	Division	Local	Alternate
27	☒	Sherry	Mullins	MIDDLE	EASTERN MIDDLE TN (4)	
28	☒	Anita	Tate	MIDDLE	EASTERN MIDDLE TN (4)	
29	☒	Chris	Gonzalez	EASTERN	GREAT SMOKY (4)	Terri Williams
30	☒	Kathryn	Lovell	EASTERN	GREAT SMOKY (4)	
31	☒	Vickie	Stanton	EASTERN	GREAT SMOKY (4)	
32	☒	Kelly	White	EASTERN	GREAT SMOKY (4)	
33	☒	Stephanie	Brooks	MIDDLE	GTR. NASHVILLE (21)	
34	☒	Neal	Clayton	MIDDLE	GTR. NASHVILLE (21)	
35	☒	Brad	Copeland	MIDDLE	GTR. NASHVILLE (21)	
36		Brian	Copeland	MIDDLE	GTR. NASHVILLE (21)	
37	☒	Denise	Creswell	MIDDLE	GTR. NASHVILLE (21)	
38	☒	Tara	DeSelms Stephens	MIDDLE	GTR. NASHVILLE (21)	
39	☒	Debbie	Guthery-Owen	MIDDLE	GTR. NASHVILLE (21)	
40	☒	Kristy	Hairston	MIDDLE	GTR. NASHVILLE (21)	
41	☒	Steve	Jolly	MIDDLE	GTR. NASHVILLE (21)	
42	☒	Liz	Kemp	MIDDLE	GTR. NASHVILLE (21)	
43	☒	Price	Lechleiter	MIDDLE	GTR. NASHVILLE (21)	
44	☒	Trish	Myatt	MIDDLE	GTR. NASHVILLE (21)	
45	☒	Sher	Powers	MIDDLE	GTR. NASHVILLE (21)	
46		Von	Richcreek	MIDDLE	GTR. NASHVILLE (21)	
47	☒	George	Rowe	MIDDLE	GTR. NASHVILLE (21)	
48	☒	Lucy	Smith	MIDDLE	GTR. NASHVILLE (21)	
49	☒	Cindy	Stanton	MIDDLE	GTR. NASHVILLE (21)	
50	☒	Hagan	Stone	MIDDLE	GTR. NASHVILLE (21)	
51	☒	Andrew	Terrell	MIDDLE	GTR. NASHVILLE (21)	
52	☒	Kevin	Wilsom	MIDDLE	GTR. NASHVILLE (21)	
53	☒	Waddell	Wright	MIDDLE	GTR. NASHVILLE (21)	Amy Cannon
54	☒	John	Adams	EASTERN	KNOXVILLE (22)	

	Attended	First	Last	Division	Local	Alternate
55	☒	Justin	Bailey	EASTERN	KNOXVILLE (22)	
56		Dick	Bales	EASTERN	KNOXVILLE (22)	
57	☒	Tina	Collins-Hefner	EASTERN	KNOXVILLE (22)	
58		Jerry	Daves	EASTERN	KNOXVILLE (22)	
59	☒	Marian	Epps	EASTERN	KNOXVILLE (22)	
60		Rich	Levenson	EASTERN	KNOXVILLE (22)	
61	☒	Ryan	Levenson	EASTERN	KNOXVILLE (22)	Rachel Talley
62		01/01/19	Maness	EASTERN	KNOXVILLE (22)	
63	☒	Jim	Oakley	EASTERN	KNOXVILLE (22)	
64	☒	Mike	Pappas	EASTERN	KNOXVILLE (22)	
65	☒	Whitney	Ray-Dawson	EASTERN	KNOXVILLE (22)	Linda Messe
66	☒	Laura	Slyman	EASTERN	KNOXVILLE (22)	
67	☒	Joey	Smith	EASTERN	KNOXVILLE (22)	Patricia Sheperd
68	☒	Sally	Sparks	EASTERN	KNOXVILLE (22)	
69		Claudia	Stallings	EASTERN	KNOXVILLE (22)	
70	☒	Melissa	Stuart	EASTERN	KNOXVILLE (22)	
71	☒	Lynn	Sullivan	EASTERN	KNOXVILLE (22)	
72	☒	B.J.	Swinehart	EASTERN	KNOXVILLE (22)	
73	☒	Doyle	Webb	EASTERN	KNOXVILLE (22)	
74	☒	Patty	whalen	EASTERN	KNOXVILLE (22)	
75	☒	Nancy	Zambell	EASTERN	KNOXVILLE (22)	
76	☒	Darlene	Kline	EASTERN	LAKEWAY(2)	Tammy Franklin
77	☒	Kim	Roberts	EASTERN	LAKEWAY(2)	
78	☒	Pat	Beech	WESTERN	MEMPHIS (24)	
79	☒	Sue Anne	Cobb	WESTERN	MEMPHIS (24)	
80	☒	Doug	Collins	WESTERN	MEMPHIS (24)	
81	☒	Leon	Dickson Sr	WESTERN	MEMPHIS (24)	
82	☒	Loura	Edmondson	WESTERN	MEMPHIS (24)	

	Attended	First	Last	Division	Local	Alternate
83		Martin	Edwards	WESTERN	MEMPHIS (24)	
84	☒	Rosemarie	Fair	WESTERN	MEMPHIS (24)	
85	☒	Scott	Fields	WESTERN	MEMPHIS (24)	
86	☒	Barb	Frazer	WESTERN	MEMPHIS (24)	
87	☒	Nick	french	WESTERN	MEMPHIS (24)	
88	☒	Eric	Fuhrman	WESTERN	MEMPHIS (24)	
89	☒	Kathryn	Garland	WESTERN	MEMPHIS (24)	
90	☒	Keith	Gilliam	WESTERN	MEMPHIS (24)	
91	☒	Greg	Glosson	WESTERN	MEMPHIS (24)	
92	☒	Lauren	Harkins-Wiuff	WESTERN	MEMPHIS (24)	
93	☒	Amanda	Lott	WESTERN	MEMPHIS (24)	
94	☒	Lee	McWaters	WESTERN	MEMPHIS (24)	
95	☒	Greg	Renfrow	WESTERN	MEMPHIS (24)	
96	☒	Jerry	Sowards	WESTERN	MEMPHIS (24)	
97	☒	Sue	Stinson-Turner	WESTERN	MEMPHIS (24)	
98		Fontaine	Taylor	WESTERN	MEMPHIS (24)	
99	☒	Lisa	Thomas	WESTERN	MEMPHIS (24)	
100	☒	Eric	Trotz	WESTERN	MEMPHIS (24)	
101		Bob	Turner	WESTERN	MEMPHIS (24)	
102		James	Cash	MIDDLE	MIDDLE TN ASSN (7)	
103	☒	Chris	Garrett	MIDDLE	MIDDLE TN ASSN (7)	
104	☒	Robert	Morris	MIDDLE	MIDDLE TN ASSN (7)	
105	☒	Greg	Myers	MIDDLE	MIDDLE TN ASSN (7)	
106	☒	Missy	Peterson	MIDDLE	MIDDLE TN ASSN (7)	
107	☒	Chuck	Shaw	MIDDLE	MIDDLE TN ASSN (7)	
108	☒	Lynn	Tede	MIDDLE	MIDDLE TN ASSN (7)	
109	☒	Kristi	Bailey	EASTERN	NORTHEAST TN (6)	
110	☒	Sharon	Duncan	EASTERN	NORTHEAST TN (6)	

	Attended	First	Last	Division	Local	Alternate
111	☒	Leann	Mahaffey	EASTERN	NORTHEAST TN (6)	
112	☒	Jewell	McKinney	EASTERN	NORTHEAST TN (6)	
113	☒	Karen	Randolph	EASTERN	NORTHEAST TN (6)	
114	☒	Randy	Thomas	EASTERN	NORTHEAST TN (6)	
115	☒	Jim	Douglas	WESTERN	REELFOOT (2)	
116	☒	Shea	Riley, III	WESTERN	REELFOOT (2)	
117	☒	Suzanne	Akins	EASTERN	RIVER COUNTIES (3)	
118	☒	Robert	Bradney	EASTERN	RIVER COUNTIES (3)	
119	☒	Cathy	McCracken	EASTERN	RIVER COUNTIES (3)	
120	☒	Misty	Hargis	MIDDLE	ROBERTSON (4)	
121	☐	Michael	Hollingsworth	MIDDLE	ROBERTSON (4)	
122	☐	Billy	Johnson	MIDDLE	ROBERTSON (4)	
123	☐	Larry	Lyons	MIDDLE	ROBERTSON (4)	
124	☒	Kay	Brewer	MIDDLE	SOUTHERN MIDDLE TN (3)	
125	☐	Daniel	Haney	MIDDLE	SOUTHERN MIDDLE TN (3)	
126	☒	Robert	Pogue	MIDDLE	SOUTHERN MIDDLE TN (3)	
127	☐	Marlon	Campbell	MIDDLE	SUMNER (4)	
128	☒	Mike	Gaughan	MIDDLE	SUMNER (4)	
129	☒	Wendy	Suttle	MIDDLE	SUMNER (4)	
130	☒	Shellie	Tucker	MIDDLE	SUMNER (4)	
131	☒	Linda	Frantom	WESTERN	TN VALLEY (3)	
132	☐	Kathy	Hooten	WESTERN	TN VALLEY (3)	
133	☒	Garry	Wicker	WESTERN	TN VALLEY (3)	
134	☐	Kathy	Dunn	MIDDLE	UPPER CUMBERLAND (2)	
135	☒	Patt	Judd	MIDDLE	UPPER CUMBERLAND (2)	
136	☐	Lori	Anderson	MIDDLE	WARREN (2)	
137	☐	Tammy	Smart	MIDDLE	WARREN (2)	
138	☐	Matt	Daniel	MIDDLE	WILLIAMSON (10)	

Attended	First	Last	Division	Local	Alternate
139	☒ Dawne	Davis	MIDDLE	WILLIAMSON (10)	
140	☒ Lorie	Layman	MIDDLE	WILLIAMSON (10)	
141	☒ Tina	Majors	MIDDLE	WILLIAMSON (10)	
142	☒ Charlie	Peterson	MIDDLE	WILLIAMSON (10)	
143	☒ Kyle	Shults	MIDDLE	WILLIAMSON (10)	
144	☒ Jordan	Vaughn	MIDDLE	WILLIAMSON (10)	
145	☒ Renae	Voda	MIDDLE	WILLIAMSON (10)	
146	☒ Julia	Wood	MIDDLE	WILLIAMSON (10)	
147	☒ Misty	Woodford	MIDDLE	WILLIAMSON (10)	
148					
149					
150					
151					

Tennessee REALTORS®

Operating Budget

December 31, 2018

YEAR TO								
YEAR TO		YEAR TO						
December		DATE	ACTUAL	DATE	BUDGET	YEARLY BUDGET	VARIANCE	PERCENT
INCOME								
State Dues (less ecommerce CC fees (\$43,693.20))	3,242.40	2,826,753.67	2,497,325.00	2,497,325.00	2,497,325.00	329,428.67		113.19%
Issues Mobilization Assessment (less CC fees \$6,286.60)	2,715.00	430,318.40	353,050.00	353,050.00	353,050.00	77,268.40		121.89%
Interest Income	16,408.01	67,198.97	24,000.00	24,000.00	24,000.00	43,198.97		280.00%
Other (Affinity Programs, Labels, Pins, etc.)	201.67	15,853.51	2,800.00	2,800.00	2,800.00	13,053.51		566.20%
Conference Fees & Sponsorships (CC Fees \$1,232.65)	0.00	72,240.35	88,665.00	88,665.00	88,665.00	-16,424.65		81.48%
TOTAL INCOME	22,567.08	3,412,364.90	2,965,840.00	2,965,840.00	2,965,840.00	446,524.90		115.06%
EXPENSES								
General Business								
Building								
Taxes and Insurance	3,193.95	55,059.28	57,334.00	57,334.00	57,334.00	-2,274.72		96.03%
Telephone	44,324.75	55,296.59	55,600.00	55,600.00	55,600.00	-303.41		99.45%
	120.00	1,440.00	1,440.00	1,440.00	1,440.00	0.00		100.00%
Professional Fees	2,587.67	45,653.47	42,600.00	42,600.00	42,600.00	3,053.47		107.17%
Human Resources	145,042.00	1,045,954.79	1,197,934.00	1,197,934.00	1,197,934.00	-151,979.21		87.31%
Subtotal	195,268.37	1,203,404.13	1,354,908.00	1,354,908.00	1,354,908.00	-151,503.87		88.82%
Administrative								
General Office Expenses	3,088.19	18,489.81	3,000.00	3,000.00	3,000.00	15,489.81		616.33%
Dues & Subscriptions	275.00	2,171.97	1,380.00	1,380.00	1,380.00	791.97		157.39%
Committees and Task Forces	0.00	12,713.32	9,731.00	9,731.00	9,731.00	2,982.32		130.65%
Executive Committee Meetings	2,731.82	27,044.27	41,527.00	41,527.00	41,527.00	-14,482.73		65.12%
Officers' Travel (Pres, Pres-elect, Secy/Treas)	1,964.39	52,128.71	57,841.00	57,841.00	57,841.00	-5,712.29		90.12%
TN Leadership Conference	23,573.59	23,573.59	0.00	0.00	0.00	23,573.59		0.00%
Staff Travel & Prof. Development	-10,178.40	68,749.49	34,772.00	34,772.00	34,772.00	33,977.49		197.72%
Subtotal	21,454.59	204,871.16	148,251.00	148,251.00	148,251.00	56,620.16		138.19%
Communications								
General Office Expenses	44.55	2,944.22	3,300.00	3,300.00	3,300.00	-355.78		89.22%
Dues & Subscriptions	0.00	360.32	420.00	420.00	420.00	-59.68		85.79%
Internet Site and Services	906.08	10,139.43	9,300.00	9,300.00	9,300.00	839.43		109.03%
Tennessee REALTOR® Digest	0.00	795.00	910.00	910.00	910.00	-115.00		87.36%
Communication Platforms	229.00	24,595.85	38,129.00	38,129.00	38,129.00	-13,533.15		64.51%
Realtor® Branding	0.00	15,977.10	16,000.00	16,000.00	16,000.00	-22.90		99.86%
Social Media Marketing	0.00	688.83	7,068.00	7,068.00	7,068.00	-6,379.17		9.75%

YEAR TO YEAR TO									
December		DATE ACTUAL		DATE BUDGET		YEARLY BUDGET		VARIANCE	PERCENT
Communications (cont'd)									
TREC Outreach	0.00	0.00	2,000.00	2,000.00		2,000.00		-2,000.00	0.00%
DVPs & Immed. Past Pres Travel	698.24	17,150.22	12,200.00	12,200.00		12,200.00		4,950.22	140.58%
National Directors Travel	13,149.54	40,428.51	58,800.00	58,800.00		58,800.00		-18,371.49	68.76%
Hospitality (NAR Meetings)	0.00	20,059.13	19,200.00	19,200.00		19,200.00		859.13	104.47%
NAR Region 4 Ldrp Retreat	0.00	12,066.45	8,500.00	8,500.00		8,500.00			
Staff Travel & Professional Development	0.00	9,739.13	11,570.00	11,570.00		11,570.00		-1,830.87	84.18%
Subtotal	15,027.41	154,944.19	187,397.00	187,397.00		187,397.00		-32,452.81	82.68%
Education and Professional Development									
General Office Expenses	33.00	1,042.76	3,200.00	3,200.00		3,200.00		-2,157.24	32.59%
Dues & Subscriptions	0.00	0.00	348.00	348.00		348.00		-348.00	0.00%
Education Programs/Spring Conference	0.00	78,634.99	71,275.00	71,275.00		71,275.00		7,359.99	110.33%
NAR Realtor Relief Foundation	0.00	0.00	5,000.00	5,000.00		5,000.00		-5,000.00	0.00%
THDA Housing Conference	0.00	0.00	3,000.00	3,000.00		3,000.00		-3,000.00	0.00%
AREA Leadership Program	371.57	32,314.29	18,000.00	18,000.00		18,000.00		14,314.29	179.52%
Local Association AEs	0.00	0.00	9,500.00	9,500.00		9,500.00		-9,500.00	0.00%
Staff Travel & Professional Development	20.00	7,723.53	12,192.00	12,192.00		12,192.00		-4,468.47	63.35%
Subtotal	424.57	119,715.57	122,515.00	122,515.00		122,515.00		-2,799.43	97.72%
Governmental Affairs									
General Office Expenses	31.35	1,444.98	3,000.00	3,000.00		3,000.00		-1,555.02	48.17%
Dues & Subscriptions	211.76	608.76	1,277.00	1,277.00		1,277.00		-668.24	47.67%
Governmental Affairs Programs & Expenses	-11,414.95	4,075.08	10,150.00	10,150.00		10,150.00		-6,074.92	40.15%
REALTOR® Advocacy Training	39,125.70	40,413.22	12,500.00	12,500.00		12,500.00		27,913.22	323.31%
PAGS and Workgroups	0.00	0.00	2,000.00	2,000.00		2,000.00		-2,000.00	0.00%
Tennessee REALTORS® Day on the Hill	0.00	8,306.47	10,000.00	10,000.00		10,000.00		-1,693.53	83.06%
Lobbying Fees and Expenses	9,518.75	117,975.00	120,089.00	120,089.00		120,089.00		-2,114.00	98.24%
Outreach Program	0.00	0.00	20,000.00	20,000.00		20,000.00		-20,000.00	0.00%
Annual Platinum RPAC Investment	0.00	10,000.00	10,000.00	10,000.00		10,000.00		0.00	100.00%
Legal & Ethics Hot Line	5,310.42	63,725.04	63,725.00	63,725.00		63,725.00		0.04	100.00%
Issues Mobilization Fund (NCD)	2,715.00	436,605.00	353,050.00	353,050.00		353,050.00		83,555.00	123.67%
Travel Expenses (Gov't Chair & FPCs DC Mtg.)	2,198.11	-339.36	7,500.00	7,500.00		7,500.00		-7,839.36	-4.52%
Staff Travel & Professional Development	-332.96	11,407.91	17,165.00	17,165.00		17,165.00		-5,757.09	66.46%
Subtotal	47,363.18	694,222.10	630,456.00	630,456.00		630,456.00		63,766.10	110.11%

		YEAR TO		YEAR TO		YEAR TO		YEAR TO	
		December		DATE ACTUAL		DATE BUDGET		DATE BUDGET	

TENNESSEE REALTORS®
Income and Disbursement Summary
December 31, 2018

Income for 2018	
Operating Budget	\$3,412,364.90
Convention Income	\$217,719.50
Total Income	\$3,630,084.40
Disbursements for 2018	
Operating Budget	\$2,606,395.76
Convention Expense	\$347,182.79
Consulting Fees (General Reserves)	\$403,090.08
CEO Moving Expenses(General Reserve)	\$7,047.55
WCAR(Issues Mobilization Fund)	\$10,000.00
EMTAR(Issues Mobilization Fund)	\$51,500.00
CEO/Communication Dept Office	
Refurbishing(General Reserve)	\$1,250.00
Computer Equipment (Equipment Reserve)	\$0.00
Realtor Relief Fund	\$25,000.00
Total Disbursements	\$3,451,466.18
Income after Disbursements	\$178,618.22

TENNESSEE REALTORS®

Balance Sheet

December 31, 2018

ASSETS

Petty Cash	\$25.00	
Checking Account	\$665,971.82	
Operating & General Reserve Accounts	\$2,879,103.34	
Total Operating & General Reserves		\$3,545,100.16

DESIGNATED FUNDS

Issues Mobilization Fund	\$3,509,191.29	
Legal Fund	\$99,127.78	
Designated Reserves:		
NAR Officer Candidate Account (Region 4)	\$25,652.22	
Education Reserve	\$55,926.98	
Building Reserve	\$144,304.25	
Auto Reserve	\$14,508.44	
Equipment Reserve	\$193,347.28	
TOTAL DESIGNATED FUNDS		\$4,042,058.24

PERMANENT RESERVES

Accounts Receivable & Prepaid Expense	\$88,548.58	
		\$88,548.58

Subtotal Assets**\$8,822,468.98****Office Furnishings & Equipment**

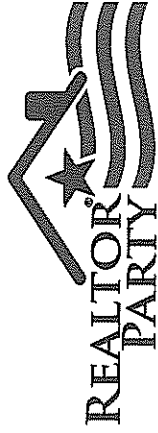
Automobile	\$398,171.17	
Real Estate	\$0.00	
Accumulated Depreciation	\$3,261,598.16	
Total	-\$1,256,657.61	

\$2,403,111.72**Total Assets****\$11,225,580.70****LIABILITIES AND EQUITY**

Liabilities	\$1,689,387.98	
Equity	\$9,536,192.72	
Total Liabilities and Equity		\$11,225,580.70

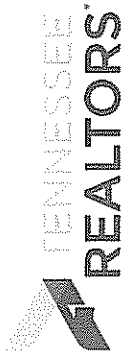
Tennessee Association of Realtors®

February 28, 2018		February 28, 2019						
	TOTAL	Realtor	Realtor Associate	Institute Affiliate	Affiliate	TOTAL	Percent Difference	Non-member Salesmen
WESTERN DIV.								
Central West	420	464		1		465	11%	1
Memphis Area	3528	837	2650	73		3560	1%	25
Reelfoot Regional	54	58				58	7%	
TN Valley	121	115				115	-5%	
MIDDLE DIV.								
Clarksville	898	949		1		950	6%	1
Eastern Middle TN	1184	1157		3		1160	-2%	
Greater Nashville	4529	4370		116		4486	-1%	36
Middle TN	1745	1771		3		1774	2%	1
Robertson County	1119	1155		1		1156	3%	4
Southern Middle TN	544	500		1		501	-8%	2
Sumner	730	775		4		779	7%	
Upper Cumberland	329	362				362	10%	
Warren County	65	69				69	6%	
Williamson County	2313	2468		26		2494	8%	4
EASTERN DIV.								
Bristol TN-VA	250	214				214	-14%	
Great Smoky Mtns.	427	401		1		402	-6%	
Greater Chattanooga	1860	1884		6		1890	2%	37
Knoxville Area	4167	4319		14		4333	4%	6
Lakeway Area	344	372				372	8%	
Northeast TN	1141	1203		2		1205	6%	1
River Counties	493	542		1		543	10%	
Secondary Members	128	271				271		
TOTALS	26389	24256	2650	253	0	27159	3%	118



	Goal			Actual through March 11, 2019						
	Membership as of 10/31/17	Investor Goal (37% Part.)	Total per Local Association	Participants to Date \$15 or more	Total Contributed	Remaining Amount to Meet Goal	% of Participation Goal	% Dollar Goal	Average Investment	#DIV/0!
WESTERN										
Central W. TN	469	174	\$16,047	257	\$10,895.00	(\$5,152)	148%	68%	\$ 42.39	
Memphis Area	3,542	1,311	\$121,189	1220	\$46,368.50	(\$74,821)	93%	38%	\$ 38.01	
TN Valley	128	47	\$4,379	118	\$2,405.00	(\$1,974)	249%	55%	\$ 20.38	
Reelfoot Reg.	55	20	\$1,882	56	\$1,200.00	(\$682)	275%	64%	\$ 21.43	
MIDDLE										
Clarksville	975	361	\$33,359	476	\$38,272.85	\$4,914	132%	115%	\$ 80.41	
E. Middle TN	1,258	465	\$43,042	929	\$33,076.01	(\$9,966)	200%	77%	\$ 35.60	
Gr. Nashville	4,807	1,779	\$164,470	2214	\$48,395.00	(\$116,075)	124%	29%	\$ 21.86	
Middle TN	1,882	696	\$64,392	573	\$29,118.10	(\$35,274)	82%	45%	\$ 50.82	
Robertson	1,197	443	\$40,955	657	\$17,635.00	(\$23,320)	148%	43%	\$ 26.84	
S. Middle TN	561	208	\$19,194	171	\$4,377.50	(\$14,817)	82%	23%	\$ 25.60	
Sumner	801	296	\$27,406	398	\$14,385.00	(\$13,021)	134%	52%	\$ 36.14	
U. Cumberland	372	138	\$12,728	1	\$25.00	(\$12,703)	1%	0%	\$ 25.00	
Warren	72	27	\$2,397		\$0.00	(\$2,397)	0%	0%		
Williamson	2,578	954	\$88,206	967	\$31,386.55	(\$56,819)	101%	36%	\$ 32.46	
EASTERN										
Bristol TN-VA	222	82	\$7,596	2	\$70.00	(\$7,526)	2%	1%	\$ 35.00	
Gr. Chattanooga	1,841	681	\$62,989	714	\$29,367.51	(\$33,621)	105%	47%	\$ 41.13	
G. Smoky Mtns	398	147	\$13,617	284	\$7,790.00	(\$5,827)	193%	57%	\$ 27.43	
Knoxville	4,437	1,642	\$151,811	1580	\$50,185.94	(\$101,625)	98%	33%	\$ 31.76	
Lakeway Area	384	142	\$12,789	196	\$4,715.00	(\$8,074)	136%	37%	\$ 24.06	
Northeast TN	1,274	471	\$43,590	500	\$15,951.00	(\$27,639)	106%	37%	\$ 31.90	
River Counties	547	202	\$18,217	314	\$6,875.00	(\$11,342)	155%	38%	\$ 21.89	
AT LARGE					\$2,010.00					
TOTALS	27,800	10,286	\$950,255	11,627	\$394,503.96	(\$555,751)	113%	42%	\$ 33.93	

*Each local association should be utilizing the Aristotle PAC management system to keep track of their local numbers.



Strategic Plan

TENNESSEE REALTORS®

Passionate, caring advocates who collaborate to build and to nurture vibrant, inclusive communities

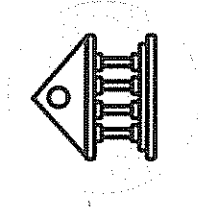
MISSION

Tennessee REALTORS® unites to: advance the success of its REALTOR® members; advocate for home ownership and for property rights; elevate the skills and competencies of REALTORS®; encourage, precipitate and procure innovation; further civic and community engagement



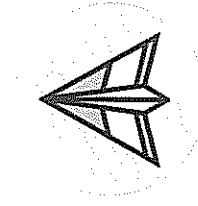
With focus and effort
Tennessee REALTORS® will
SUCCEED by:

- Committing to the success of REALTOR® members
- Holistic success: life balance, financial independence and freedom
- Reinforcing the value proposition of REALTORS® for consumers
- Professional development through: skills, competencies and knowledge
- Providing REALTORS® with the best tools for superior consumer experiences
- Supporting the success of REALTOR® Brokers
- Enhancing the ethical behavior of REALTORS®



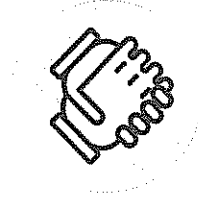
With inclusivity and intent
Tennessee REALTORS® will
ADVOCATE for:

- Protecting private property rights both Residential and Commercial
- Communicating the value of REALTOR® Advocacy to consumers
- Building better communities
- Participating in and influencing public policy: Local, State and National
- Encouraging homeownership and real estate investment
- Encouraging local associations to participate in bipartisan candidate advocacy



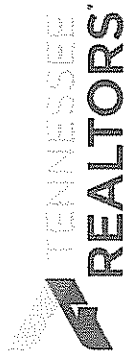
With direction and commitment
Tennessee REALTORS® will
LEAD by:

- Identifying, training and mentoring REALTOR® leaders: Local, State and National
- Engaging, motivating and empowering membership
- Curating and supporting leaders within the community who are innovating and influencing
- Partnering with Local Associations to better service REALTORS®
- Evoking potential of Local Associations



With trust and respect
Tennessee REALTORS® will
REACH/ENGAGE/CONNECT by:

- Building relationships of substance and relevance with REALTORS®
- Engaging messaging systems of REALTORS® preference
- Empowering REALTORS®: It is *their* Association
- Clarifying deliverables with Local and National to provide a superior REALTOR® experience
- Providing swift response for members in crisis



Strategic Plan

TENNESSEE REALTORS®

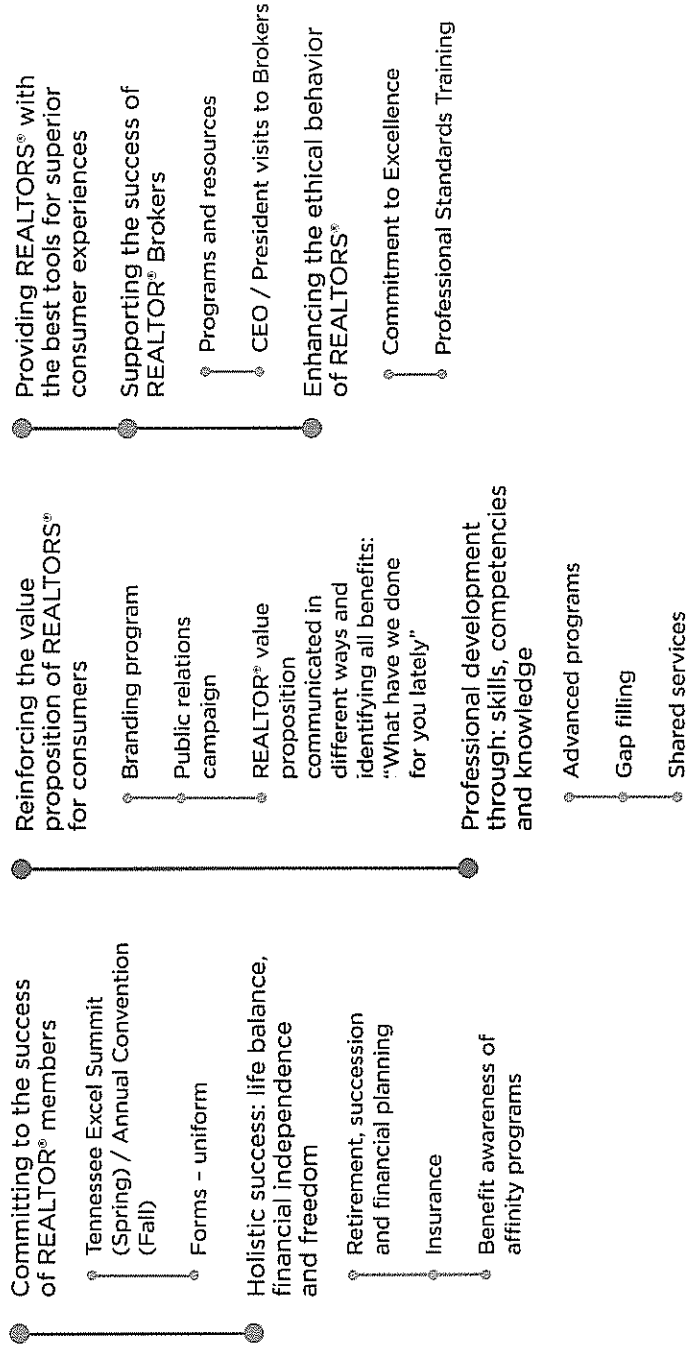
Passionate, caring advocates who collaborate to build and to nurture vibrant, inclusive communities

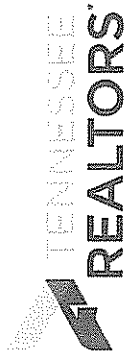
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With focus and effort
Tennessee REALTORS® will
SUCCEED by:





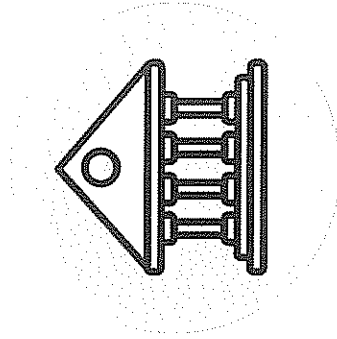
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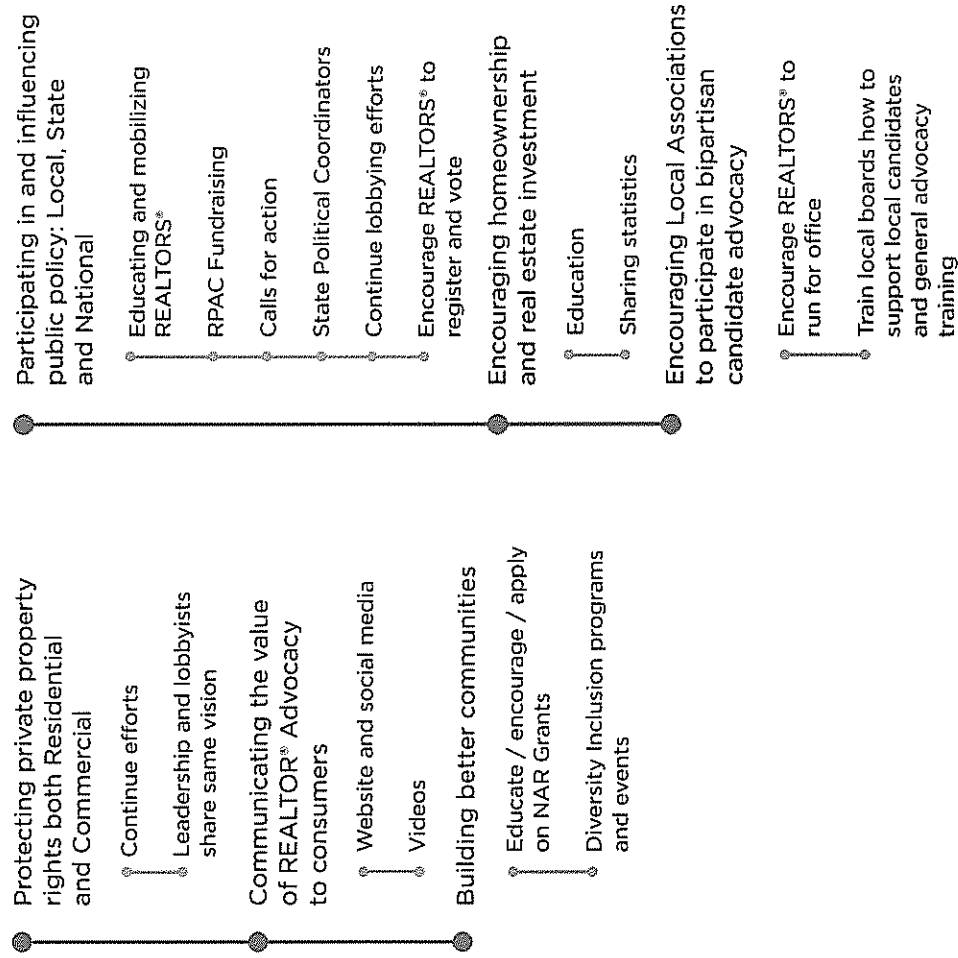
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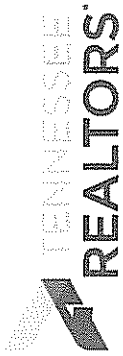
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ADVOCATE for:





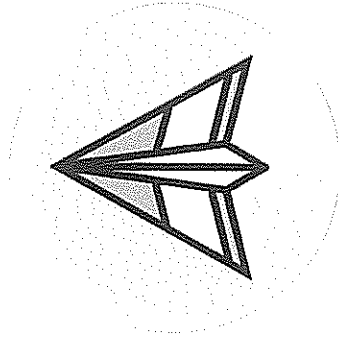
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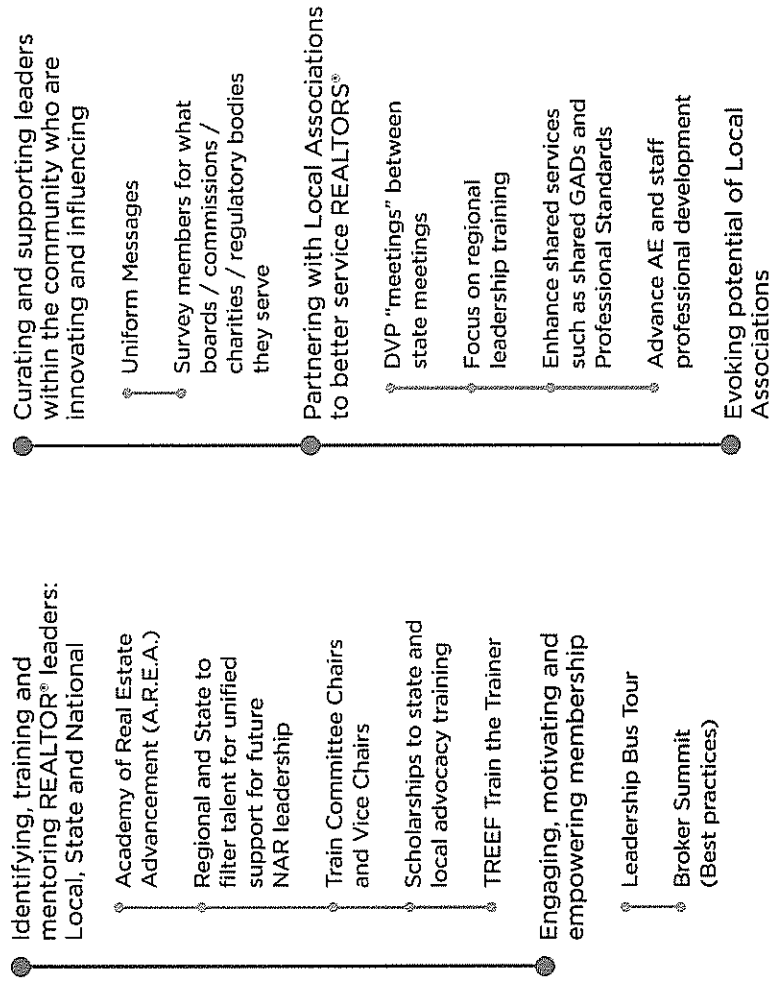
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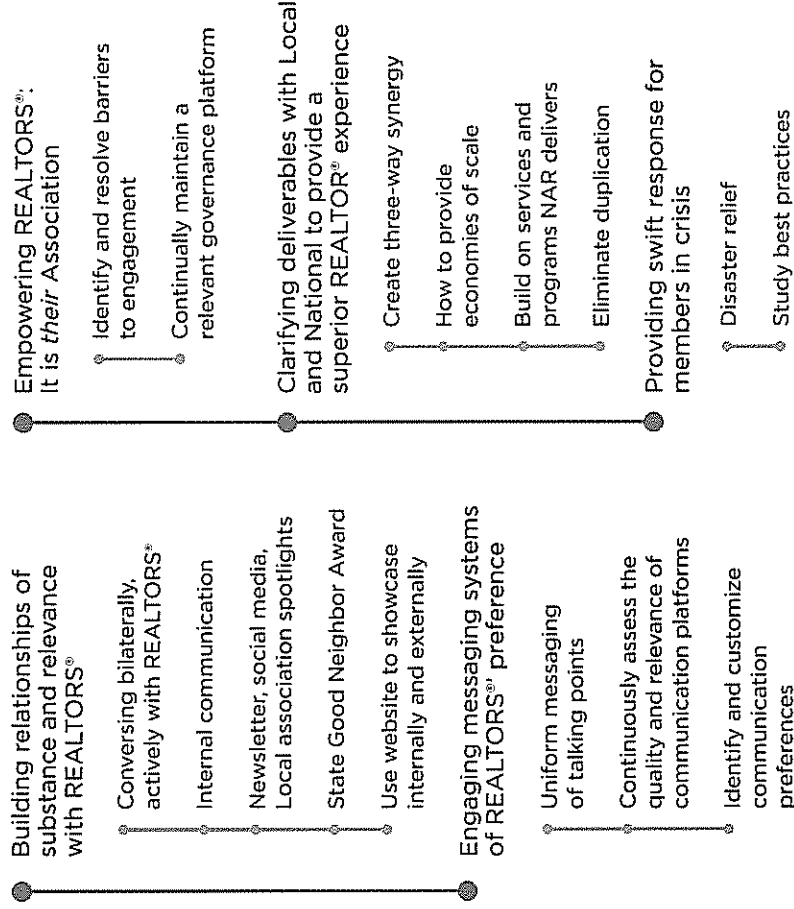


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