



BOARD OF DIRECTORS MEETING
October 14, 2020
Virtual via Zoom

2020 Tennessee REALTORS® Virtual Fall Conference



Directors Meeting

2020 Virtual Fall Convention
Wednesday, October 14, 2020
10:45 a.m. – 12:00 p.m. (CDT)

DRAFT AGENDA

- I. **Call to Order** – Hagan Stone, President
- II. **Invocation and Pledge of Allegiance** – Leon Dickson, Sr., Past President
- III. **Credentials Report** – Angela Shields, CEO
- IV. **Adoption of Agenda**
- V. **Adoption of Rules**
- VI. **Welcome and Introductions** – President Stone
- VII. **Approval of February Minutes**
- VIII. **Financial Report** – Regina Hubbard, Treasurer
- IX. **President's Remarks** – President Stone
- X. **NAR Update** – Jay Rinehart, Region IV Vice President
- XI. **Committee and Other Reports**
 - A. **Convention Committee** – Karen Roach, Chair
 - B. **Commercial Forms Committee** – Rosemarie Fair, Chair
 - C. **Residential Forms Committee** – Joan Smith, Chair
 - D. **Governmental Affairs Committee** – Sally Sparks, Chair
 - E. **RPAC** – Mike Gaughan, Chair
 - F. **Nominating Committee (Election of 2021 Officers)** – Brian Copeland, Chair
 - G. **TREEF (Election of TREEF Trustees)** – Bobbie Noreen, TREEF President
 - H. **Budget & Finance Committee (Proposed 2021 Budget)** – Treasurer Hubbard
- XII. **New Business**
 - A. **Recognition of 2020 Tennessee REALTORS® Committee Chairs** – President Stone
- XIII. **Adjourn**



Tennessee REALTORS® Board of Directors (Virtual) Standing Rules

When you join the Zoom Board of Directors session, your **camera must be on** and you will be **muted**. Please remain on mute unless you are asking a question of the Speaker. You will be able to use the Chat function in Zoom to ask a question.

1. Prior to start of the meeting, all Tennessee REALTORS® directors will need to appear with full name and local association with camera on in the waiting room.
2. Prior to start of the meeting, all Tennessee REALTORS® directors will check in through the waiting room on Zoom. Voting will be taken electronically through Zoom through polling. As soon as the President declares meeting adjourned, Tennessee REALTORS® will end the Zoom meeting. The Board of Directors meeting will not be recorded.
3. All motions shall be made by raising a hand in the Chat box by Raise Hand feature, and you will be recognized by the Chair. The Chat box function may be used if a question needs to be brought to the attention of the President.
4. Cell phones and pagers shall be silenced during all business meetings and education sessions.
5. All votes shall be taken by the Zoom electronic poll voting unless otherwise ordered by the Directors.
6. Debate on motions shall not exceed 2 minutes per director. No director may speak the second time until all who wish to speak have done so. No member may speak more than twice to the same motion.
7. The following rules will apply if there is more than one candidate running for the same office:
 - Each candidate will be allowed 2 minutes to address the directors.
 - The candidates will speak in the order in which they were nominated.
 - After the candidates have addressed the directors, up to three directors may speak in support of each contested candidate on an alternating basis.

Tennessee REALTORS®
BOARD OF DIRECTORS MEETING
Tuesday, February 4, 2020 / 3:30 p.m.
Hilton Nashville Downtown, Nashville, TN

MINUTES

CALL TO ORDER

President Hagan Stone called the meeting of the Board of Directors to order on Tuesday, February 4, 2020 at 3:30 p.m.

INVOCATION AND PLEDGE OF ALLEGIANCE

The invocation was given by First Vice President, Travis Close 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 Stone 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.

WELCOME & INTRODUCTIONS

President Stone welcomed all members and guests and introduced those seated at the head table as follows: Alex Bynum, President-Elect; Travis Close, First Vice President; Regina Hubbard, Treasurer; Angela Shields, CEO; Patricia Junkin, Parliamentarian; and Russ Farrar, General Counsel

APPROVAL OF MINUTES

The minutes of the September 2019 Board of Directors Meeting were approved as published.

PRESIDENT'S REMARKS

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

NAR UPDATE

President-Elect, Alex Bynum gave a NAR update.

FINANCIAL REPORT

Treasurer, Regina Hubbard presented the December 2019 Year End Financial Report, Audit Report and membership numbers for information.

COMMITTEE AND OTHER REPORTS

Convention Committee

Chair Karen Roach reported on behalf of the committee reminding everyone of the 2020 Region 4 Convention: October 12 - 15 in Savannah, GA.

Diversity and Inclusion Committee

Chair Charlie Peterson gave a brief update on behalf of the committee.

Governmental Affairs Committee

Chair Sally Sparks gave a brief update on behalf of the committee. Prior to the report, President Stone announced "out of state licenses" had been removed from the hill visit talking points and sent back to committee for further study.

Nominating Committee

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

1 st NAR Director Seat (per policy):	Hagan Stone, GNAR
2 nd NAR Director Seat:	Travis Close, GCAR
3 rd NAR Director Seat:	Kathy Dunn, UCAR

Alternates:

1 st Alternate:	Mike Pappas, KAAR
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President-elect Alex Bynum 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 Carol Lott gave a RPAC report for information only.

TREEF

TREEF President, Bobbie Noreen gave a report for information only.

UNFINISHED BUSINESS

President Stone stated there was no unfinished business.

NEW BUSINESS

President-Elect Stone recognized Governmental Affairs Director, Jennifer Farrar for having received the RCE designation.

Meeting adjourned at 4:15 p.m.

Tennessee REALTORS®
Operating Budget
July 31, 2020

	YTD 2020 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
INCOME				
State Dues	3,122,699.17	2,791,250.00	331,449.17	111.87%
Credit Card fees	-62,846.34	(52,060.00)	-10,786.34	120.72%
Interest Income(Operating)	19,096.60	52,560.00	-33,463.40	36.33%
Other (Affinity Programs, Labels, Pins, etc.)	5,991.66	13,300.00	-7,308.34	45.05%
AREA Leadership Tuition	0.00	13,485.00	-13,485.00	0.00%
Copyright Licenses	15,000.00	-	15,000.00	
TNEX Registration fees	44,475.00	62,500.00	-18,025.00	71.16%
Sponsorships	34,500.00	110,000.00	-75,500.00	31.36%
TOTAL OPERATING INCOME	3,178,916.09	2,991,035.00	187,881.09	106.28%
EXPENSES				
General Business				
Building	27,480.75	81,862.00	-54,381.25	33.57%
Taxes and Insurance	9,584.00	56,500.00	-46,916.00	16.96%
Professional Fees	32,073.74	47,814.00	-15,740.26	67.08%
Human Resources	635,943.02	1,302,054.00	-666,110.98	48.84%
Subtotal	705,081.51	1,488,230.00	-783,148.49	47.38%
Administrative				
General Office Expenses	9,494.23	10,240.00	-745.77	92.72%
Dues & Subscriptions	2,000.00	2,175.00	-175.00	91.95%
Committees and Task Forces	753.62	4,660.00	-3,906.38	16.17%
Executive Committee Meetings	7,750.37	43,300.00	-35,549.63	17.90%
Officers' Travel (Pres, Pres-elect, 1st VP & Treas)	10,750.47	112,700.00	-101,949.53	9.54%
TN Leadership Conference	2,844.70	26,000.00	-23,155.30	10.94%
Leadership Roadshows	8,734.06	30,000.00	-21,265.94	29.11%
Mbrp Fee - TN Chamber of Commerce	3,000.00	3,000.00	0.00	100.00%
Legal Hotline	37,172.94	64,000.00	-26,827.06	58.08%
Leadership Initiatives	0.00	31,000.00	-31,000.00	0.00%
Booth at MiPIM Conference	0.00	30,000.00	-30,000.00	0.00%
NAR Realtor Relief Fund	25,000.00	5,000.00	20,000.00	500.00%
Broker's Summit	0.00	-	0.00	0.00%
DVP's & IPP Travel	2,466.67	12,500.00	-10,033.33	19.73%
National Director Travel	0.00	51,000.00	-51,000.00	0.00%
NAR Regional Meeting	0.00	5,000.00	-5,000.00	0.00%
NAR Regional Hospitality	5,649.00	15,000.00	-9,351.00	37.66%
Awards & Memorials	5,417.07	12,360.00	-6,942.93	43.83%
Staff Travel & Prof. Development	19,769.14	77,970.00	-58,200.86	25.35%
Subtotal	140,802.27	535,905.00	-395,102.73	26.27%

Tennessee REALTORS®
Operating Budget
July 31, 2020

	YTD 2020 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
Education and Professional Develop				
Education Programs/Spring Conference	126,027.85	96,100.00	29,927.85	131.14%
Business/Other - Spring Conference	64,575.72	56,350.00	8,225.72	114.60%
AREA Leadership Program	22,036.89	25,950.00	-3,913.11	84.92%
Staff Travel & Professional Development	768.48	8,475.00	-7,706.52	9.07%
Subtotal	213,408.94	186,875.00	26,533.94	114.20%
 Governmental Affairs				
Dues & Subscriptions	6,400.00	6,250.00	150.00	102.40%
Governmental Affairs Programs & Exp	301.85	6,000.00	-5,698.15	5.03%
REALTOR® Advocacy Training	0.00	25,000.00	-25,000.00	0.00
Tennessee REALTORS® Day on the Hill	18,242.95	17,500.00	742.95	104.25%
Lobbying Fees and Expenses	67,381.25	114,975.00	-47,593.75	58.61%
Annual Platinum RPAC Investment	0.00	10,000.00	-10,000.00	0.00%
Travel Exp (Gov't Chair & FPCs DC Mtg.)	0.00	1,500.00	-1,500.00	0.00
Staff Travel & Professional Develop	2,232.06	21,250.00	-19,017.94	10.50%
Subtotal	94,558.11	202,475.00	-107,916.89	46.70%
 Member Engagement				
Online Forms & Support	4,929.60	-	4,929.60	0.00%
AE Education Program	750.00	10,000.00	-9,250.00	7.50%
Foms Committees	506.17	3,000.00	-2,493.83	16.87%
Staff Travel & Professional Development	639.98	5,100.00	-4,460.02	12.55%
Subtotal	6,825.75	18,100.00	-11,274.25	0.00%
 Communications				
Dues & Subscriptions	594.37	850.00	-255.63	69.93%
Communication Platforms	27,367.60	59,460.00	-32,092.40	46.03%
Realtor® Branding	5,303.86	75,400.00	-70,096.14	7.03%
Staff Travel & Professional Development	1,822.39	11,540.00	-9,717.61	15.79%
Subtotal	35,088.22	147,250.00	-112,161.78	23.83%

Tennessee REALTORS®
Operating Budget
July 31, 2020

	YTD 2020 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
Technology				
Equipment Maintenance	0.00	12,000.00		
Online Forms & Support	153,886.53	261,000.00	-107,113.47	58.96%
Document Archiving	0.00	11,000.00		
Internet Site & Services	11,397.34	16,200.00	-4,802.66	70.35%
Domains	48.00	-	48.00	0.00%
Technology Resources	38,493.96	51,500.00	-13,006.04	74.75%
Webinars, Webcast Streaming	2,442.23	500.00	1,942.23	488.45%
Staff Travel & Professional Development	5,271.53	10,000.00	-4,728.47	52.72%
Subtotal	211,539.59	362,200.00	-150,660.41	58.40%
TOTAL OPERATING EXPENSES	1,407,304.39	2,941,035.00	-1,533,730.61	47.85%
NET OPERATING INCOME	1,771,611.70	50,000.00	1,721,611.70	0.00%
OTHER INCOME/EXPENSE				
Convention Income	155.00	-		
Convention Expense	-13,288.00	(50,000.00)		
Gain/Loss on Investments	-148,101.00	-		
Capital Expenditures	-24,479.44			
Depreciation Expense	0.00	-		
Subtotal	-185,713.44	(50,000.00)		
RESTRICTED INCOME/EXPENSE				
Issues Mobilization Assessment	456,155.00	397,500.00	58,655.00	114.76%
Issues Mobilization Interest	4,578.07	19,200.00	-14,621.93	23.84%
TOTAL RESTRICTED INCOME	460,733.07	416,700.00	44,033.07	110.57%
Issues Mobilization Expenses	38,782.50	-		
NET RESTRICTED	421,950.57	416,700.00		
NET INCOME	2,007,848.83	416,700.00	1,591,148.83	0.00%

2020 TNEX BOD Check-in

smartsheet

Column #	Attended	First	Last	Local	Alternate
1	<input type="checkbox"/>	WESTERN DIVISION			
2	<input checked="" type="checkbox"/>	Alex	Bynum	CENTRAL WEST (3)	
3	<input checked="" type="checkbox"/>	Craig	Casey	CENTRAL WEST (3)	
4	<input checked="" type="checkbox"/>	Katie	Townsend	CENTRAL WEST (3)	
5	<input checked="" type="checkbox"/>	Pat	Beech	MEMPHIS (24)	
6	<input checked="" type="checkbox"/>	Cassandra	Bell-Warren	MEMPHIS (24)	
7	<input checked="" type="checkbox"/>	Sue Anne	Cobb	MEMPHIS (24)	
8	<input checked="" type="checkbox"/>	Doug	Collins	MEMPHIS (24)	
9	<input checked="" type="checkbox"/>	Tommie	Criswell	MEMPHIS (24)	
10	<input checked="" type="checkbox"/>	Leon	Dickson Sr	MEMPHIS (24)	
11	<input checked="" type="checkbox"/>	Loura	Edmondson	MEMPHIS (24)	
12	<input type="checkbox"/>	Martin	Edwards	MEMPHIS (24)	
13	<input checked="" type="checkbox"/>	Rosemarie	Fair	MEMPHIS (24)	
14	<input checked="" type="checkbox"/>	Scott	Fields	MEMPHIS (24)	
15	<input checked="" type="checkbox"/>	Barb	Frazer	MEMPHIS (24)	
16	<input type="checkbox"/>	Nick	French	MEMPHIS (24)	
17	<input checked="" type="checkbox"/>	Kathryn	Garland	MEMPHIS (24)	
18	<input checked="" type="checkbox"/>	Greg	Glosson	MEMPHIS (24)	
19	<input checked="" type="checkbox"/>	Lauren	Harkins-Wiuff	MEMPHIS (24)	
20	<input checked="" type="checkbox"/>	Regina	Hubbard	MEMPHIS (24)	
21	<input checked="" type="checkbox"/>	Lewis	Marshall	MEMPHIS (24)	
22	<input checked="" type="checkbox"/>	Carmen	Prince	MEMPHIS (24)	
23	<input checked="" type="checkbox"/>	Greg	Renfrow	MEMPHIS (24)	
24	<input checked="" type="checkbox"/>	Jerry	Sowards	MEMPHIS (24)	
25	<input checked="" type="checkbox"/>	Sue	Stinson-Turner	MEMPHIS (24)	

Column #	Attended	First	Last	Local	Alternate
26	25	Fontaine	Taylor	MEMPHIS (24)	TREC Comm.
27	26	Lisa	Thomas	MEMPHIS (24)	
28	27	Eric	Trotz	MEMPHIS (24)	
29	28	Lynn	Davis	REELFOOT (2)	
30	29	Shea	Riley	REELFOOT (2)	
31	30	Brian	Foster	TN VALLEY (2)	Gary Wicker
32	31	Tom	Richter	TN VALLEY (2)	
33					
34		MIDDLE DIVISION			
35	32	Christian	Black	CLARKSVILLE (4)	
36	33	Eric	Boyd	CLARKSVILLE (4)	
37	34	Mercy	Neysmith	CLARKSVILLE (4)	
38	35	Kim	Weyrauch	CLARKSVILLE (4)	
39	36	Lyndon	LaFevers	EASTERN MIDDLE TN (4)	
40	37	Michael	Leach	EASTERN MIDDLE TN (4)	
41	38	Sherry	Mullins	EASTERN MIDDLE TN (4)	
42	39	Carol	Thayer	EASTERN MIDDLE TN (4)	
43	40	Anna	Altic	GTR. NASHVILLE (24)	
44	41	Stephanie	Brooks	GTR. NASHVILLE (24)	
45	42	Neal	Clayton	GTR. NASHVILLE (24)	
46	43	Brian	Copeland	GTR. NASHVILLE (24)	
47	44	Brad	Copeland	GTR. NASHVILLE (24)	
48	45	Denise	Creswell	GTR. NASHVILLE (24)	
49	46	Tara	DeSelms	GTR. NASHVILLE (24)	
50	47	H. Lynn	Greer	GTR. NASHVILLE (24)	
51	48	Debbie	Guthery-Owen	GTR. NASHVILLE (24)	
52	49	Kristy	Hairston	GTR. NASHVILLE (24)	

Column 1	Attended	First	Last	Local	Alternate
53	<input checked="" type="checkbox"/>	Steve	Jolly	GTR. NASHVILLE (24)	
54	<input type="checkbox"/>	Liz	Kemp	GTR. NASHVILLE (24)	
55	<input checked="" type="checkbox"/>	Jay	Lowenthal	GTR. NASHVILLE (24)	
56	<input checked="" type="checkbox"/>	Lee	Pfund	GTR. NASHVILLE (24)	
57	<input checked="" type="checkbox"/>	Sher	Powers	GTR. NASHVILLE (24)	
58	<input checked="" type="checkbox"/>	Thomas	Rassas	GTR. NASHVILLE (24)	
59	<input checked="" type="checkbox"/>	Karen	Roach	GTR. NASHVILLE (24)	
60	<input checked="" type="checkbox"/>	George	Rowe, III	GTR. NASHVILLE (24)	
61	<input checked="" type="checkbox"/>	Lucy	Smith	GTR. NASHVILLE (24)	
62	<input checked="" type="checkbox"/>	Hagan	Stone	GTR. NASHVILLE (24)	
63	<input checked="" type="checkbox"/>	Andrew	Terrell	GTR. NASHVILLE (24)	
64	<input checked="" type="checkbox"/>	Rae	Thomas	GTR. NASHVILLE (24)	
65	<input checked="" type="checkbox"/>	Scott	Troxel	GTR. NASHVILLE (24)	
66	<input checked="" type="checkbox"/>	Kevin	Wilson	GTR. NASHVILLE (24)	
67	<input checked="" type="checkbox"/>	James R.	Cash	MIDDLE TN ASSN (6)	
68	<input checked="" type="checkbox"/>	Shelia	Lunsford	MIDDLE TN ASSN (6)	
69	<input checked="" type="checkbox"/>	Robert	Morris	MIDDLE TN ASSN (6)	
70	<input checked="" type="checkbox"/>	Greg	Myers	MIDDLE TN ASSN (6)	
71	<input checked="" type="checkbox"/>	Sharon	Swafford	MIDDLE TN ASSN (6)	
72	<input checked="" type="checkbox"/>	Christopher	Wilson	MIDDLE TN ASSN (6)	
73	<input checked="" type="checkbox"/>	Quenn	Crum	ROBERTSON (4)	
74	<input checked="" type="checkbox"/>	Nicole	Gardner	ROBERTSON (4)	
75	<input checked="" type="checkbox"/>	Billy	Johnson	ROBERTSON (4)	
76	<input type="checkbox"/>	Larry	Lyons	ROBERTSON (4)	
77	<input type="checkbox"/>	Daniel	Haney	SOUTHERN MIDDLE TN (3)	
78	<input type="checkbox"/>	Robert	Pogue	SOUTHERN MIDDLE TN (3)	
79	<input checked="" type="checkbox"/>	Fay	Robinson	SOUTHERN MIDDLE TN (3)	

Column 1	Attended	First	Last	Local	Alternate
80	77	Marlon	Campbell	SUMNER (4)	
81	78	Mike	Gaughan	SUMNER (4)	
82	79	Vickie	Johnson	SUMNER (4)	
83	80	Shellie	Young Tucker	SUMNER (4)	
84	81	Kathy	Dunn	UPPER CUMBERLAND (2)	
85	82	Darren	Wilson	UPPER CUMBERLAND (2)	
86	83	Melba	Beasley	WILLIAMSON (12)	
87	84	Christopher	Close	WILLIAMSON (12)	
88	85	Dawne	Davis	WILLIAMSON (12)	
89	86	LeeAnn	Kamper	WILLIAMSON (12)	
90	87	Lorie	Layman	WILLIAMSON (12)	
91	88	Tina	Majors	WILLIAMSON (12)	
92	89	Kathie	Moore	WILLIAMSON (12)	
93	90	Charlie	Peterson	WILLIAMSON (12)	
94	91	Kyle	Shults	WILLIAMSON (12)	
95	92	Jordan	Vaughn	WILLIAMSON (12)	
96	93	Misty	Woodford	WILLIAMSON (12)	
97	94	Lisa	Wurth	WILLIAMSON (12)	
98					
99		EASTERN DIVISION			
100	95	Michael	Pruitt	BRISTOL TN-VA (2)	
101	96	Melissa	Hall	BRISTOL TN-VA (2)	
102	97	Jerry	Sandifer	GREAT SMOKY (2)	
103	98	Vickie	Stanton	GREAT SMOKY (2)	
104	99	Robert	Backer	CHATTANOOGA (11)	
105	100	Kim	Bass	CHATTANOOGA (11)	
106	101	Travis	Close	CHATTANOOGA (11)	

Column 1	Attended	First	Last	Local	Alternate
107	<input type="checkbox"/>	Randy	Durham	CHATTANOOGA (11)	
108	<input type="checkbox"/>	Brian	Erwin	CHATTANOOGA (11)	
109	<input checked="" type="checkbox"/>	Jennifer	Grayson	CHATTANOOGA (11)	
110	<input checked="" type="checkbox"/>	Lois	Killebrew	CHATTANOOGA (11)	
111	<input checked="" type="checkbox"/>	Denise	Murphy	CHATTANOOGA (11)	
112	<input checked="" type="checkbox"/>	Geoff	Ramsey	CHATTANOOGA (11)	
113	<input checked="" type="checkbox"/>	Brandi Pearl	Thompson	CHATTANOOGA (11)	
114	<input checked="" type="checkbox"/>	Kathy	Tucker	CHATTANOOGA (11)	
115	<input type="checkbox"/>	John	Adams	KNOXVILLE (22)	
116	<input checked="" type="checkbox"/>	Justin	Bailey	KNOXVILLE (22)	Joanne Mielenz
117	<input type="checkbox"/>	Richard	Bales	KNOXVILLE (22)	
118	<input checked="" type="checkbox"/>	Tina	Collins-Hefner	KNOXVILLE (22)	
119	<input type="checkbox"/>	Jerry	Daves	KNOXVILLE (22)	
120	<input checked="" type="checkbox"/>	Marian	Epps	KNOXVILLE (22)	
121	<input checked="" type="checkbox"/>	Shannon	Foster Boline	KNOXVILLE (22)	
122	<input type="checkbox"/>	Rich	Levenson	KNOXVILLE (22)	
123	<input checked="" type="checkbox"/>	Ryan	Levenson	KNOXVILLE (22)	
124	<input checked="" type="checkbox"/>	Linda	Meese	KNOXVILLE (22)	
125	<input checked="" type="checkbox"/>	Jim	Oakley	KNOXVILLE (22)	
126	<input checked="" type="checkbox"/>	Whitney	Ray-Dawson	KNOXVILLE (22)	
127	<input type="checkbox"/>	Bobby	Sanford	KNOXVILLE (22)	
128	<input type="checkbox"/>	Joey	Smith	KNOXVILLE (22)	Linda Kelly
129	<input checked="" type="checkbox"/>	Sally	Sparks	KNOXVILLE (22)	
130	<input type="checkbox"/>	Claudia	Stallings	KNOXVILLE (22)	
131	<input checked="" type="checkbox"/>	Amanda	Stone	KNOXVILLE (22)	
132	<input type="checkbox"/>	Lynn	Sullivan	KNOXVILLE (22)	
133	<input type="checkbox"/>	B.J.	Swinehart	KNOXVILLE (22)	

Column 1	Attendee	First	Last	Local	Alternate
134	129	Rachel	Talley	KNOXVILLE (22)	
135	130	Patti	Whalen	KNOXVILLE (22)	
136	131	Kelly	White	KNOXVILLE (22)	
137	132	Kim	Roberts	LAKEWAY(2)	
138	133	Greta	Clark	LAKEWAY(2)	
139	134	Kristi	Bailey	NORTHEAST TN (8)	
140	135	Richard	Chantry	NORTHEAST TN (8)	
141	136	Sharon	Duncan	NORTHEAST TN (8)	
142	137	Kim	Keith	NORTHEAST TN (8)	
143	138	Jewell	McKinney	NORTHEAST TN (8)	
144	139	Karen	Randolph	NORTHEAST TN (8)	
145	140	Aaron	Taylor	NORTHEAST TN (8)	
146	141	Randy	Thomas	NORTHEAST TN (8)	
147	142	Suzanne	Akins	RIVER COUNTIES (3)	
148	143	Tammy	Johnson	RIVER COUNTIES (3)	
149	144	Shawn	Mathews	RIVER COUNTIES (3)	
150					
151	119	Total Attendees			
152					
153					
154					
155					
156					
157					
158					
159					
160					
161					
162					
163					
164					

Column 1	Attended	First	Last	Local	Alternate
165					
166					
167					
168					

Tennessee REALTORS®

Operating Budget

December 31, 2019

	YTD 2019 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
INCOME				
State Dues	3,046,768.12	2,710,000.00	336,768.12	112.43%
Issues Mobilization Assessment	465,225.00	386,250.00	78,975.00	120.45%
Credit Card fees	(57,967.86)	(50,005.00)	-7,962.86	115.92%
Interest Income	68,112.19	40,000.00	28,112.19	170.28%
Other (Affinity Programs, Labels, Pins, etc.)	23,640.45	9,500.00	14,140.45	248.85%
AREA Leadership Tuition	12,585.00	17,980.00	-5,395.00	69.99%
TNEX Registration fees	67,924.91	80,000.00	-12,075.09	84.91%
Sponsorships	91,000.00	-	91,000.00	0.00%
TOTAL OPERATING INCOME	3,717,287.81	3,193,725.00	523,562.81	116.39%
EXPENSES				
General Business				
Building	54,413.39	64,600.00	-10,186.61	84.23%
Taxes and Insurance	54,189.11	55,600.00	-1,410.89	97.46%
Professional Fees	47,698.88	46,500.00	1,198.88	102.58%
Human Resources	1,189,720.48	1,271,051.00	-81,330.52	93.60%
Subtotal	1,346,021.86	1,437,751.00	-91,729.14	93.62%
Administrative				
General Office Expenses	24,478.81	5,040.00	19,438.81	485.69%
Dues & Subscriptions	175.00	1,100.00	-925.00	15.91%
Committees and Task Forces	1,566.17	13,050.00	-11,483.83	12.00%
Executive Committee Meetings	36,076.90	36,800.00	-723.10	98.04%
Officers' Travel (Pres, Pres-elect, Secy/Treas)	70,325.54	120,600.00	-50,274.46	58.31%
TN Leadership Conference	34,230.69	25,000.00	9,230.69	136.92%
Leadership Roadshows	19,408.10	30,000.00	-10,591.90	64.69%
Mbrp Fee - TN Chamber of Commerce	3,000.00	3,000.00	0.00	100.00%
Legal Hotline	63,725.04	64,000.00	-274.96	99.57%
Professional Standards Service	0.00	6,000.00	-6,000.00	0.00%
Diversity Conference	0.00	6,000.00	-6,000.00	0.00%
NAR Realtor Relief Fund	5,000.00	5,000.00	0.00	100.00%
AE Education Program	5,250.99	10,000.00	-4,749.01	52.51%
Broker's Summit	40.76		40.76	0.00%
DVP's & IPP Travel	11,744.38	14,500.00	-2,755.62	81.00%
National Director Travel	42,414.47	51,000.00	-8,585.53	83.17%
NAR Regional Meeting	0.00	5,000.00	-5,000.00	0.00%
NAR Regional Hospitality	21,946.89	15,000.00	6,946.89	146.31%
Awards & Memorials	13,827.67	10,360.00	3,467.67	133.47%
Staff Travel & Prof. Development	74,134.67	77,100.00	-2,965.33	96.15%
Subtotal	427,346.08	498,550.00	-71,203.92	85.72%

Tennessee REALTORS®

Operating Budget

December 31, 2019

	YTD 2019 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
Education and Professional Develop				
General Office Expenses	374.12	2,796.00	-2,421.88	13.38%
Education Programs/Spring Conference	85,431.80	76,400.00	9,031.80	111.82%
THDA Housing Conference	3,000.00	-	3,000.00	0.00
AREA Leadership Program	26,673.93	28,360.00	-1,686.07	94.05%
Staff Travel & Professional Development	8,747.22	10,800.00	-2,052.78	80.99%
Subtotal	124,227.07	118,356.00	5,871.07	104.96%
Governmental Affairs				
General Office Expenses	1,925.52	2,777.00	-851.48	69.34%
Dues & Subscriptions	211.76	500.00	-288.24	42.35%
Governmental Affairs Programs & Exp	5,036.66	5,000.00	36.66	100.73%
REALTOR® Advocacy Training	20,184.68	20,000.00	184.68	1.01
Workgroups	0.00	2,000.00	-2,000.00	0.00
Tennessee REALTORS® Day on the Hill	8,427.93	18,000.00	-9,572.07	46.82%
Lobbying Fees and Expenses	114,975.00	114,825.00	150.00	100.13%
Annual Platinum RPAC Investment	10,000.00	10,000.00	0.00	100.00%
Issues Mobilization Fund (NCD)	465,225.00	386,250.00	78,975.00	120.45%
Travel Exp (Govt'l Chair & FPCs DC Mtg.)	-500.00	7,500.00	-8,000.00	-0.07
Staff Travel & Professional Develop	17,387.16	20,700.00	-3,312.84	84.00%
Subtotal	642,873.71	587,552.00	55,321.71	109.42%
Member Services				
General Office Expenses	412.82	2,816.00	-2,403.18	14.66%
Spring Conference	40,889.40	3,600.00	37,289.40	1135.82%
Online Forms & Support	275,085.15	252,000.00	23,085.15	109.16%
Document Archiving	13,086.89	13,000.00	86.89	100.67%
Forms Committees	4,788.54	4,800.00	-11.46	99.76%
Staff Travel & Professional Development	6,495.70	11,690.00	-5,194.30	55.57%
Subtotal	340,758.50	287,906.00	52,852.50	118.36%

Tennessee REALTORS®

Operating Budget

December 31, 2019

	YTD 2019 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
Communications				
General Office Expenses	556.94	2,935.00	-2,378.06	18.98%
Dues & Subscriptions	235.43	870.00	-634.57	27.06%
Sales Stats (Terradatum)	1,400.00	2,400.00	-1,000.00	58.33%
Communication Platforms	22,474.56	41,900.00	-19,425.44	53.64%
Realtor® Branding	52,863.04	67,800.00	-14,936.96	77.97%
Staff Travel & Professional Development	12,673.77	13,395.00	-721.23	94.62%
Subtotal	90,203.74	129,300.00	-39,096.26	69.76%
Technology				
General Office Expenses	3,202.76	2,700.00	502.76	118.62%
Internet Site & Services	13,221.59	9,926.00	3,295.59	133.20%
Mobile App (ERMA)	142.33	1,000.00	-857.67	14.23%
Technology Resources	49,466.97	59,600.00	-10,133.03	83.00%
Webinars, Webcast Streaming	435.69	500.00	-64.31	0.87
Staff Travel & Professional Development	12,596.16	12,260.00	336.16	102.74%
Subtotal	79,065.50	85,986.00	-6,920.50	91.95%
TOTAL OPERATING EXPENSES	3,050,496.46	3,145,401.00	-94,904.54	96.98%
NET OPERATING INCOME	666,791.35	48,324.00	618,467.35	1379.83%

Note:

Total Operating Expenses, w/o Issues Mobilization	2,585,271.46	2,759,151.00	-173,879.54	93.70%
Non-Cash Disbursements, Issues Mobilization	465,225.00	386,250.00	78,975.00	

**TENNESSEE REALTORS®
OPERATING BUDGET
DECEMBER 31, 2019
MAJOR VARIANCE EXPLANATION**

INCOME

State Dues (up). Budgeted for 26,000 members; actual 29,766
Issues Mob (up). Budgeted for 26,000 members; actual 29,766
Credit Card fees (up). Based on number paying thru eCommerce.
Other (up): Office depot program earning more than budgeted.

EXPENSES

Administration

General Office (up). Under budgeted for the year (office supplies for office, paper, toner for copier). New copier lease was not budgeted as old copier had to be replaced.

Education and Professional Develop

Education Programs/Spring Conf (up). Spring Conf expenses over.

Governmental Affairs

Issues Mob (up). Budgeted for 26,000 members; actual 29,766

Member Services

Spring Conference (up). Expenses more than budgeted due to recording of sponsorships (now sold as annual package and showing in income.)

Online Forms & Support (up). Based on the number of uses. Membership is up.

Technology

Internet Site and Services (up). Moved all telephone expenses from other departments into this account midyear which decreased departmental "General Office Expenses."

TENNESSEE REALTORS®
Income and Disbursement Summary
December 31, 2019

Income for 2019

Operating Budget	\$3,717,287.81
Convention Income	\$105,685.00

Total Income	\$3,822,972.81
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Disbursements for 2019

Operating Budget	\$2,585,271.46
Convention Expense	\$314,808.88
Issues Mobilization Disbursements	\$19,378.47
General/Equipment Reserve	\$5,226.06
Depreciation	\$97,254.46
Unrealized (Gain)/Loss	-\$413,509.00

Total Disbursements	\$2,608,430.33
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Income after Disbursements	\$1,214,542.48
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TENNESSEE REALTORS®**Balance Sheet****December 31, 2019****ASSETS**

Petty Cash	\$25.00	
Checking Account	\$13,919.45	
Operating & General Reserve Accounts	\$3,527,429.21	
Total Operating & General Reserves		\$3,541,373.66

DESIGNATED FUNDS

Issues Mobilization Fund	\$4,517,029.91	\$4,517,029.91
Legal Fund	\$100,156.16	\$100,156.16
Designated Reserves:		\$438,731.12
NAR Officer Candidate Account (Region 4)	\$26,209.21	
Education Reserve	\$56,285.98	
Building Reserve	\$145,774.36	
Auto Reserve	\$14,823.46	
Equipment Reserve	\$195,638.11	
TOTAL DESIGNATED FUNDS		\$5,055,917.19

PERMANENT RESERVES

		\$1,356,966.00
Accounts Receivable & Prepaid Expenses	\$82,554.02	\$82,554.02

Subtotal Assets		\$10,036,810.87
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Office Furnishings & Equipment	\$385,210.35	
Real Estate	\$3,261,598.16	
Accumulated Depreciation	-\$1,340,951.25	
Total		\$2,305,857.26

Total Assets		\$12,342,668.13
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LIABILITIES AND EQUITY

Liabilities	\$1,591,932.93	
Equity	\$10,750,735.20	
Total Liabilities and Equity		\$12,342,668.13

TENNESSEE REAL ESTATE EDUCATIONAL FOUNDATION, INC.
Operating Financial Report
2019

YEAR TO DATE
December 31, 2019

INCOME

GRI program Income		33,702.50
Online Course Income		5,092.84
In-House Education		18,429.77
Live Stream Royalty		5,580.00
License Plate Income		29,173.75
Scholarship Income		16,816.00
TNEX 2019	10,970.00	
Fall 2019	5,846.00	
Instructor Development		1,499.70
Royalty Income - Book sales		1,934.92
Interest Income - General		5,026.36
Interest Income - Endowments		3,135.43
	TOTAL INCOME	120,391.27

EXPENSES

GRI Expenses		29,656.19
Licensing Fees		1,000.00
In-House Education		21,180.91
Course Development		4,000.00
Fundraising Expense		1,056.98
Scholarship Awards		7,500.00
Sponsorship Fees		14,650.00
TREEF Trustees Meetings		5,850.95
TREC Fees		2,075.00
CPA Fees		5,915.10
Credit Card Fees		680.41
	TOTAL EXPENSES	93,565.54

Income over Disbursements		26,825.73
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T.R.E.E.F.

Statement of Financial Position/Balance Sheet - December 31, 2019

CASH IN ACCOUNTS - JANUARY 1, 2019

Checking Account - Pinnacle		\$282.80
Endowment Fund Investments	\$212,349.83	
Operating Reserve Accounts	\$325,466.48	

Total Reserves		\$537,816.31
Subtotal Assets		\$538,099.11

Education Equipment	\$31,075.90	
Accumulated Depreciation (-)	\$31,075.90	

Total Assets		\$538,099.11
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Income for 2019		\$120,391.27
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Disbursements for 2019		\$93,565.54
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Total - December 31, 2019		\$564,924.84
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CASH IN ACCOUNTS - December 31, 2019

Checking Account - Pinnacle		\$11,435.08
Scholarship Fund-Pinnacle	\$9,316.53	
Endowment Fund Investments	\$215,485.26	
Operating Reserve Accounts	\$328,687.97	

Total Reserves		\$553,489.76
Subtotal Assets		\$564,924.84

Education Equipment	\$31,075.90	
Accumulated Depreciation (-)	\$31,075.90	

Total Assets		\$564,924.84
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TENNESSEE REALTORS POLITICAL ACTION COMMITTEE
Monthly Financial Report
DECEMBER 2019

December 31, 2019

INCOME

RPAC Contributions	1,055,282.90
Interest	<u>12,219.27</u>
TOTAL INCOME	<u>1,067,502.17</u>

DISBURSEMENTS

NAR RPAC (30%)	331,657.46
Party Contributions	379,350.00
Local Disbursements	202,676.14
Credit Card Fees	6,839.59
Bank Fees	120.00
Audit & Accounting Fees	6,271.44
Administrative PAC Fee	7,834.00
Taxes	1,570.00
Printing	1,001.31
Office Supplies	244.64
RPAC Awards/Pins	2,306.24
Administrative Events	37,823.00
Political Expenditures	2,500.00
Lobbying Expenditures	36,000.00
Trustee Meetings	128.30
Realtor Advocacy Training/DOTH	<u>5,000.00</u>

TOTAL DISBURSEMENTS	1,021,322.12
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Income Over Disbursements	<u><u>46,180.05</u></u>
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Tennessee Realtors Political Action Committee
Statement of Financial Position/Balance Sheet - December 31, 2019

CASH IN ACCOUNTS - JANUARY 1, 2019

Checking Account - Pinnacle	\$33,847.73	
Reserve Account - Pinnacle	\$223,749.70	
Reserve Account - Renasant	\$116,201.20	
Reserve Account - Insbank	\$255,563.51	
Reserve Account - Capital	\$203,925.54	
Total Operating and Reserves		\$833,287.68

Income for 2019 **\$1,067,502.17**

Disbursements for 2019 **\$1,021,322.12**

Total - DECEMBER 31, 2019 **\$879,467.73**

CASH IN ACCOUNTS - DECEMBER 31, 2019

Checking Account- Pinnacle	\$7,831.95	
Reserve Account - Pinnacle	\$289,059.93	
Reserve Account - Renasant	\$118,068.12	
Reserve Account - Insbank	\$260,174.00	
Reserve Account - Capital/1st TN	\$204,333.73	
	\$0.00	
Total Operating and Reserves		\$879,467.73

Local Allocations	\$447,100.83	
State Allocation	\$432,366.90	
Total Local and State Allocations		\$879,467.73

TENNESSEE REALTORS®
OPERATING BUDGET
JULY 31, 2020
MAJOR VARIANCE EXPLANATION

INCOME

State Dues (up). Budgeted for 26,500 members; actual 30,080
Issues Mob (up). Budgeted for 26,500 members; actual 30,080
Credit Card fees (up). Based on number paying thru eCommerce. Membership is up.
Interest (down). Interest rates dropped as of March.
AREA (down), program moved to 2021 due to COVID-19
Sponsorships (down). Less participation than expected due to COVID-19.

EXPENSES

Administration

REALTOR Relief Fund (up). Due to Disaster Relief in 2020.

Education and Professional Develop

Education Programs/Spring Conf (up). Spring Conf expenses (Rooms and Superbowl Party)

Technology

Webinars, Webcast Streaming (up). Increased Zoom usage. Etc due to COVID-19

TENNESSEE REALTORS®**Balance Sheet****July 31 2020**

ASSETS		
Petty Cash	\$25.00	
Checking Account	\$33,423.36	
Operating & General Reserve Accounts	\$3,869,836.50	
Total Operating & General Reserves		\$3,903,284.86
DESIGNATED FUNDS		
Issues Mobilization Fund	\$4,619,145.49	\$4,619,145.49
Legal Fund	\$100,574.61	\$100,574.61
Designated Reserves:		\$439,614.24
NAR Officer Candidate Account (Region 4)	\$26,327.70	
Education Reserve	\$56,467.31	
Building Reserve	\$145,979.43	
Auto Reserve	\$14,901.49	
Equipment Reserve	\$195,938.31	
TOTAL DESIGNATED FUNDS		\$5,159,334.34
PERMANENT RESERVES		
Accounts Receivable & Prepaid Expenses	\$71,163.13	\$71,163.13
Subtotal Assets		\$10,479,769.33
Office Furnishings & Equipment	\$385,210.35	
Real Estate	\$3,261,598.16	
Accumulated Depreciation	-\$1,340,951.25	
Total		\$2,305,857.26
Total Assets		\$12,785,626.59
LIABILITIES AND EQUITY		
Liabilities	\$25,055.66	
Equity	\$12,760,570.93	
Total Liabilities and Equity		\$12,785,626.59

Tennessee REALTORS® Membership Report

December 31, 2018		December 31, 2019						
	Total	REALTOR®	REALTOR® Associate	Institute Affiliate	Affiliate	Total	Percent Difference	Non-Member
Western Division								
Central West	456	501	0	1		502	10%	1
Memphis Area	3594	850	2873	72		3795	6%	24
Reelfoot Regional	56	56	0	0		56	0%	0
TN Valley	107	114	0	0		114	7%	0
Middle Division								
Clarksville	928	1037	0	0		1037	12%	1
Eastern Middle TN	1194	1292	0	4		1296	9%	0
Greater Nashville	4866	5145	0	116		5261	8%	38
Middle TN	1770	2008	0	2		2010	14%	0
Robertson County	1182	1273	0	1		1274	8%	4
Southern Middle TN	562	537	0	1		538	-4%	3
Sumner	784	784	0	3		787	0%	0
Upper Cumberland	357	393	0	0		393	10%	0
Warren County	71	5	0	0		5	-93%	0
Williamson County	2597	2691	0	31		2722	5%	4
Eastern Division								
Bristol TN-VA	220	235	0	0		235	7%	0
Great Smoky Mtns.	398	422	0	0		422	6%	0
Greater Chattanooga	1864	1999	0	8		2007	8%	33
Knoxville Area	4407	4627	0	0		4627	5%	6
Lakeway Area	382	389	0	0		389	2%	0
Northeast TN	1206	1322	1	2		1325	10%	1
River Counties	538	588	0	1		589	9%	0
Out of State Members								
	321	368	0	0		368	15%	0
Total	27860	26636	2874	242	0	29752	7%	115

12/31/19 Largest to Smallest

Association	Institute Affiliate	REALTOR®	REALTOR® Associate	Total	Non-Member
Greater Nashville Association of REALTORS®	116	5145		5261	38
Knoxville Area Association of REALTORS®	14	4627		4641	6
Memphis Area Association of REALTORS®	72	850	2873	3795	24
Williamson County Association of REALTORS®	31	2691		2722	4
Middle Tennessee Association of REALTORS®	2	2008		2010	
Greater Chattanooga Association of REALTORS®	8	1999		2007	33
Northeast Tennessee Association of REALTORS®	2	1322	1	1325	1
Eastern Middle Tennessee Association of REALTORS®	4	1292		1296	
Robertson County Association of REALTORS®	1	1273		1274	4
Clarksville Association of REALTORS®		1037		1037	1
Sumner Association of REALTORS®	3	784		787	
River Counties Association of REALTORS®	1	588		589	
Southern Middle Tennessee Association of REALTORS®	1	537		538	3
Central West Tennessee Association of REALTORS®	1	501		502	1
Great Smoky Mountains Association of REALTORS®		422		422	
Upper Cumberland Association of REALTORS®		393		393	
Lakeway Area Association of REALTORS®		389		389	
Tennessee REALTORS®		368		368	
Bristol Tennessee Virginia Association of REALTORS®		235		235	
Tennessee Valley Association of REALTORS®		114		114	
Reelfoot Regional Association of REALTORS®		56		56	
Warren County Association of REALTORS®		5		5	

Tennessee REALTORS® Membership Compared To Previous Year

Date of Previous Year		Date of Current Month/Year						
	Total	REALTOR®	REALTOR® Associate	Institute Affiliate	State Affiliates	Total	Percent Difference	Non-Member
Western Division								
Central West Tennessee Association of REALTORS®	493	520	0	1		521	6%	1
Memphis Area Association of REALTORS®	3748	865	2959	75		3899	4%	24
Reelfoot Regional Association of REALTORS®	57	62	0	0		62	9%	0
Tennessee Valley Association of REALTORS®	123	118	0	0		118	-4%	0
Middle Division								
Clarksville Association of REALTORS®	1030	1105	0	0		1105	7%	1
Eastern Middle Tennessee Association of REALTORS®	1256	1306	0	3		1309	4%	0
Greater Nashville Association of REALTORS®	4855	5443	0	114		5557	14%	40
Middle Tennessee Association of REALTORS®	1880	2182	0	2		2184	16%	0
Robertson County Association of REALTORS®	1233	1333	0	1		1334	8%	3
Southern Middle Tennessee Association of REALTORS®	521	612	0	1		613	18%	3
Sumner Association of REALTORS®	808	759	0	4		763	-6%	0
Upper Cumberland Association of REALTORS®	394	424	0	0		424	8%	0
Williamson County Association of REALTORS®	2645	2669	1	32		2702	2%	4
Eastern Division								
Bristol Tennessee-Virginia Association of REALTORS®	226	250	0	0		250	11%	0
Great Smoky Mountains Associations of REALTORS®	431	457	0	0		457	6%	0
Greater Chattanooga Association of REALTORS®	2095	2061	0	11		2072	-1%	35
Knoxville Area Association of REALTORS®	4551	4802	0	16		4818	6%	6
Lakeway Area Association of REALTORS®	395	413	0	0		413	5%	0
Northeast Tennessee Association of REALTORS®	1303	1363	0	1		1364	5%	1
River Counties Association of REALTORS®	571	536	0	1		537	-6%	3
Tennessee REALTORS® Secondary Members								
	354	328	0	0	0	328	-7%	0
Total	28969	27608	2960	262	0	30830	6%	121

Largest Association to Smallest Association

Association	Institute Affiliate	REALTOR®	REALTOR® Associate	Total	Non-Member
Greater Nashville Association of REALTORS®	114	5443		5557	5597
Knoxville Area Association of REALTORS®	16	4802		4818	4824
Memphis Area Association of REALTORS®	75	865	2959	3899	3923
Williamson County Association of REALTORS®	32	2669	1	2702	2706
Middle Tennessee Association of REALTORS®	2	2182		2184	2184
Greater Chattanooga Association of REALTORS®	11	2061		2072	2107
Northeast Tennessee Association of REALTORS®	1	1363		1364	1365
Robertson County Association of REALTORS®	1	1333		1334	1337
Eastern Middle Tennessee Association of REALTORS®	3	1306		1309	1309
Clarksville Association of REALTORS®		1105		1105	1106
Sumner Association of REALTORS®	4	759		763	763
Southern Middle Tennessee Association of REALTORS®	1	612		613	616
River Counties Association of REALTORS®	1	536		537	540
Central West Tennessee Association of REALTORS®	1	520		521	522
Great Smoky Mountains Association of REALTORS®		457		457	457
Upper Cumberland Association of REALTORS®		424		424	424
Lakeway Area Association of REALTORS®		413		413	413
Tennessee REALTORS®		328		328	
Bristol Tennessee Virginia Association of REALTORS®		250		250	250
Tennessee Valley Association of REALTORS®		118		118	118
Reelfoot Regional Association of REALTORS®		62		62	62



		Goal			Actual through September 30, 2020					
		Membership as of 10/31/18	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
WESTERN	Central W. TN	495	183	\$18,533	330	\$16,890.00	(\$1,643)	180%	91%	\$ 51.18
	Memphis Area	3,700	1,369	\$138,527	1502	\$95,520.00	(\$43,007)	110%	69%	\$ 63.60
	TN Valley	127	47	\$4,755	117	\$3,740.00	(\$1,015)	249%	79%	\$ 31.97
	Reelfoot Reg.	55	20	\$2,059	59	\$1,970.00	(\$89)	290%	96%	\$ 33.39
MIDDLE	Clarksville	1,052	389	\$39,387	525	\$69,137.79	\$29,751	135%	176%	\$ 131.69
	E. Middle TN	1,298	480	\$48,597	1057	\$31,365.00	(\$17,232)	220%	65%	\$ 29.67
	Gr. Nashville	5,181	1,917	\$193,975	2697	\$121,056.00	(\$72,919)	141%	62%	\$ 44.89
	Middle TN	2,018	747	\$75,553	665	\$44,052.00	(\$31,501)	89%	58%	\$ 66.24
	Robertson	1,251	463	\$46,837	918	\$26,730.00	(\$20,107)	198%	57%	\$ 29.12
	S. Middle TN	577	213	\$21,603	199	\$6,625.00	(\$14,978)	93%	31%	\$ 33.29
	Sumner	816	302	\$30,551	445	\$37,365.00	\$6,814	147%	122%	\$ 83.97
	U. Cumberland	403	149	\$15,088	248	\$15,390.00	\$302	166%	102%	\$ 62.06
EASTERN	Williamson	2,670	988	\$99,964	1443	\$67,490.60	(\$32,473)	146%	68%	\$ 46.77
	Bristol TN-VA	224	83	\$8,387	107	\$5,111.00	(\$3,276)	129%	61%	\$ 47.77
	Gr. Chattanooga	1,940	718	\$72,633	671	\$59,687.01	(\$12,946)	93%	82%	\$ 88.95
	G. Smoky Mtns	428	158	\$16,024	337	\$18,445.00	\$2,421	213%	115%	\$ 54.73
	Knoxville	4,619	1,709	\$172,934	2015	\$77,642.77	(\$95,291)	118%	45%	\$ 38.53
	Lakeway Area	396	147	\$14,826	298	\$19,419.00	\$4,593	203%	131%	\$ 65.16
	Northeast TN	1,341	496	\$50,207	912	\$59,284.89	\$9,078	184%	118%	\$ 65.01
	River Counties	581	215	\$21,752	320	\$13,215.00	(\$8,537)	149%	61%	\$ 41.30
AT LARGE						\$25,540.00				
TOTALS		29,172	10,794	\$1,092,192	14,865	\$815,676.06	(\$276,516)	138%	75%	\$ 54.87

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



		Goal			Actual through December 17th, 2019					
		Membership as of 10/31/18	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
WESTERN	Central W. TN	469	174	\$16,047	340	\$27,853.58	\$11,807	196%	174%	\$ 81.92
	Memphis Area	3,542	1,311	\$121,189	1517	\$127,822.07	\$6,633	116%	105%	\$ 84.26
	TN Valley	128	47	\$4,379	133	\$3,915.00	(\$464)	281%	89%	\$ 29.44
	Reelfoot Reg.	55	20	\$1,882	59	\$1,565.00	(\$317)	290%	83%	\$ 26.53
MIDDLE	Clarksville	975	361	\$33,359	524	\$60,383.19	\$27,024	145%	181%	\$ 115.24
	E. Middle TN	1,258	465	\$43,042	1116	\$53,772.01	\$10,730	240%	125%	\$ 48.18
	Gr. Nashville	4,807	1,779	\$164,470	2355	\$166,018.57	\$1,549	132%	101%	\$ 70.50
	Middle TN	1,882	696	\$64,392	667	\$51,292.10	(\$13,100)	96%	80%	\$ 76.90
	Robertson	1,197	443	\$40,955	848	\$31,370.00	(\$9,585)	191%	77%	\$ 36.99
	S. Middle TN	561	208	\$19,194	220	\$16,137.50	(\$3,057)	106%	84%	\$ 73.35
	Sumner	801	296	\$27,406	484	\$51,328.57	\$23,923	163%	187%	\$ 106.05
	U. Cumberland	372	138	\$12,728	211	\$16,714.00	\$3,986	153%	131%	\$ 79.21
	Warren	72	27	\$2,397	1	\$25.00	(\$2,372)	4%	1%	\$ 25.00
	Williamson	2,578	954	\$88,206	1589	\$134,398.84	\$46,193	167%	152%	\$ 84.58
	Bristol TN-VA	222	82	\$7,596	62	\$2,105.00	(\$5,491)	75%	28%	\$ 33.95
	Gr. Chattanooga	1,841	681	\$62,989	825	\$80,910.54	\$17,922	121%	128%	\$ 98.07
EASTERN	G. Smoky Mtns	398	147	\$13,617	309	\$38,223.57	\$24,607	210%	281%	\$ 123.70
	Knoxville	4,437	1,642	\$151,811	1662	\$97,356.31	(\$54,455)	101%	64%	\$ 58.58
	Lakeway Area	384	142	\$12,789	267	\$21,936.57	\$9,148	188%	172%	\$ 82.16
	Northeast TN	1,274	471	\$43,590	714	\$66,100.82	\$22,511	151%	152%	\$ 92.58
	River Counties	547	202	\$18,217	352	\$18,684.00	\$467	174%	103%	\$ 53.08
AT LARGE					115	\$24,058.50				
TOTALS		27,800	10,286	\$950,255	14,370	\$1,091,970.74	\$141,716	140%	115%	\$ 75.99

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

Totals with outside associations

\$1,092,246.00



August 5, 2020

NOMINATING COMMITTEE REPORT

The Nominating Committee of the Tennessee REALTORS® met on August 5, 2020, to consider nominations for 2021 Tennessee REALTORS® officers.

The committee's recommendations for election of officers for the Association in 2021 are as follows:

First Vice President: Sher Powers, Nashville (Greater Nashville)

Division 1 Vice President: Katie Townsend, Parsons (Central West TN)

Division 2 Vice President: Lucy Smith, Nashville (Greater Nashville)

Division 3 Vice President: Will Sliger, Morristown (Lakeway Area)

Remaining Officers:

President-elect: Travis Close, Dresden (Central West TN)

Treasurer: Regina Hubbard, Memphis (Memphis Area)

Past President: Hagan Stone, Brentwood (Greater Nashville)

Division 1 Vice President: Lauren Wiuff (Memphis Area)

Division 2 Vice President: Dawne Davis (Williamson County)

Division 3 Vice President: Aaron Taylor (Northeast TN)

Submitted by: **Brian Copeland, Chair**
Tennessee REALTORS® Nominating Committee



September 18, 2020

TREEF NOMINATING COMMITTEE REPORT

The TREEF Nominating Committee met on September 18, 2020, to consider nominations for 2021 TREEF Trustees. The committee's recommendations for election of Trustees for TREEF in 2021 are as follows:

Bobbie Noreen – Immediate Past President (Greater Nashville) to serve 1- year term.

Greg Renfrow (Memphis Area) to serve 3-year term.

Cheryl Muhammad (Memphis Area) to serve 3-year term.

Doyle Webb (Knoxville Area) to serve 3-year term.

Patti Whalen (Knoxville Area) to serve 3-year term.

Submitted by: Aaron Taylor, Chair
TREEF Trustee Nominating Committee