

Agenda



Hawai'i REALTORS® Political Action Committee

Date: Thursday, March 4, 2021

Time: 1:00 p.m. – 4:00 p.m.

Zoom Info:

<https://zoom.us/j/95529998260?pwd=WGcvbmtGTIVRamZ3SHBacSt5akpvdz09>

Meeting ID: 955 2999 8260

Passcode: rpac

One tap mobile

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I. Call to Order

TIM STICE

II. Approval of Minutes

TIM STICE

Are there any corrections to the January meeting minutes as circulated? Please note, pursuant to Roberts Rules of Order no motion is needed for minutes.

III. RPAC Name Change and By-Laws (Recommend to the Board a Resolution for Name Change and By-Laws Change)

IV. Proposal by Mike Drutar

TIM STICE

V. Goals and Triple Crown

TIM STICE

1. Review the Dashboard and Goals

VI. Breakout Rooms Activity:

30 Minutes

Breakout rooms by Local Board

Local Boards:

1. Review your Local Board's RPAC Dashboard
2. Review your RPAC Investment and Major Investor lists by Board
3. Determine what areas your Local Board would need to focus on to reach Triple Crown
4. Use the following Google Form's worksheet to create a plan based on where you'd like to focus on:

<https://forms.gle/B4d4wj9ZjLNJpBF8>

- Are there any NAR grants you could use to help with your fundraising?
- How could the state assist your Board?

REPORT BACK ON YOUR PLANS (30 Minutes)

VII. Create an RPAC Elevator Pitch

STEPHANIE DOUGHTY

1. Work together as a group on an effective elevator pitch to use.
(Staff will share screen to create the document)

VIII. New Business

TIM STICE

IX. Next Meeting

TIM STICE

X. Adjournment

TIM STICE

For reference for breakout session activity: NAR Grants and Resources

1. Participation: [Phone Banks](#) – qualifies for fundraising grant
2. Participation: [RPAC Fundraising Grant](#)
 - Small (500 members or less) and medium (500-1,999 members) local associations may apply for grants of up to \$5,000 to be used for fundraising purposes annually.
 - Large (2,000-6,999 members) local associations may apply for grants of up to \$10,000 to be used for fundraising purposes annually.
 - Mega (7,000+ members) local associations may apply for grants of up to \$15,000 to be used for fundraising purposes annually.
 - State associations may apply for grants of up to \$15,000 to be used for fundraising purposes annually.
3. [Major Investors Grant](#) – Up to \$65 per person.

Dashboard Triple Crown Goals Explained

In order to obtain the 2021 Triple Crown Award, the following NAR RPAC Fundraising Goals must be achieved:

Goals:	2021	2020 Actual	% of:	2020 Goal
1. National RPAC Fundraising Goal*	\$213,760	\$213,759	81%	\$264,505
2. Federal RPAC Disbursements Allocation	\$62,977	\$60,986	110%	\$60,986
3. Major Investor Goal	53	44	59%	74
4. President's Circle Goal	5	7	71%	7
5. Participation Goal	37%	37%	114%	37%

1. Fundraising goal: States set this goal during the NAR REALTOR® Party Conference with the caveat that the amount can be no less than the previous year to obtain the Triple Crown award. Prior to that change, this amount was based on \$15 * the number of members as of October 31st of the previous year.

2. Federal RPAC Disbursement Allocation Goal: The NAR RPAC Trustees set this goal every two-year election cycle and it is based on the amounts necessary to be effective at the federal level. Prior to that change, it was called the fair share goal and it was based on 30% of the \$15 * the number of members as of October 31st of the previous year.

3. Major Investor Goal:

***Hawai'i falls in the 20 plan based on our 2020 numbers. (20% of 44 MI in 2020 = 8.8; 44 + 8.8 = 53 rounded up.)**

These goals are based on the 1, 10, 20 Plan:

- States at over 1% of their membership as Major Investors will have their goal capped at 1%.
- States between .5 and 1% of their members as Major Investors are challenged to grow 10% over the previous year.
- States below .5% of their members as Major Investors are challenged to grow 20% over the previous year.

4. President Circle. This goal will be set at 10% of the Major Investor goal regardless of past performance. Our goal for 2021 is 53 Major Investors = (10% of 53 = 5.3). Our President Circle goal is 5.

5. Participation Goal: States are challenged to increase their participation by five (5) percentage points over the previous year with one caveat: no state's goal will exceed the national RPAC Participation Goal of 37%. Hawai'i is capped at 37%.

Minutes



REALTORS® Political Action Committee of Hawai'i
Hawai'i Association of REALTORS® (“HAR”)
Zoom

The Hawai'i REALTORS® Political Action Committee (“RPAC”) meeting was held on Thursday, January 28, 2021, via Zoom. The meeting was called to order at 1:04 p.m.

CALL TO ORDER

Chair Tim Stice, Vice Chair Stephanie Doughty, Immediate Past Chair Darryl Macha, Donna Rice, Grace Reinhard, Judy Sykes, Arlene Kim-Kawamoto, Chris Prendergast, Sylvia Foster, Michelle Lynch, Jenny Brady, Kelly Shaw, Lance Owens, Laurie Lowson, Marilyn Griffin. Ex-Officio: HAR President Derek Lau, Immediate Past President Jack Legal. Staff Liaisons: Ken Hiraki and Aron Espinueva. Guests: RPAC Major Investor Council Liaison Josh Jerman, Hawai'i REALTOR® Party Chair C. Kaponu Pa, HAR CEO Nancy Donahue-Jones, and Ma'ila Gantous.

ATTENDEES

There were no corrections to the June 26, 2021, meeting minutes as circulated.

MINUTES

The Chair welcomes the Trustees and introductions were made.

WELCOME

The RPAC Trustees reviewed the RPAC By-Laws as RPAC Charter. There were no recommended changes.

**BY-LAWS &
CHARTER**

The RPAC Trustees reviewed the financials, including the 2020 year-end balance sheet, income statement and RPAC Triple Crown status dashboard. The National Association of REALTORS® (NAR) Triple Crown goal for 2021 has not been circulated as of the meeting date.

**FINANCIALS AND
DASHBOARD**

The Federal Political Coordinators have monies available from the National Association of REALTORS® to attend fundraising events hosted by their Member of Congress in Hawai'i.

**IN-STATE
RECEPTION**

By direction of the HAWAI'I REALTORS® POLITICAL ACTION COMMITTEE, it approves the Hawai'i Federal Political Coordinators to request from the National Association of REALTORS® up to \$1,000 per Congressional Member of Congress available to them for an in-state reception for 2021.

The RPAC Trustees discussed the NAR RPAC Disbursement Allocation Amount. RPAC is now on a calendar year and ends in December. NAR now recognizes States and Locals in the following year, i.e. 2020 is recognized in 2021 at the REALTOR® Legislative Meetings. The goal has not been sent by NAR yet.

**NAR
DISBURSEMENT
ALLOCATION**

By direction of the HAWAI'I REALTORS® POLITICAL ACTION COMMITTEE, it will submit any difference of monies to the National Association of REALTORS® Political Advocacy Fund, to meet the 100% federal disbursement allocation goal prior to the NAR REALTOR® Conference recognition deadline.

In 2017, the Hawai'i Association of REALTORS® became a Platinum R Investor, which is \$10,000 annually. It was previously a Golden R, which was \$5,000 annually to sustain.

**HAR CORPORATE
PLATINUM R**

By direction of the OF HAWAI'I REALTORS® POLITICAL ACTION COMMITTEE, it approves \$10,000 to reestablish the HAWAI'I ASSOCIATION OF REALTORS® as a Corporate Platinum R Investor.

The RPAC Trustees discussed the 2021 State legislative fundraiser allocation amount, which is tiered based on legislator positions.

**STATE
FUNDRAISERS**

By direction of the HAWAI'I, REALTORS® POLITICAL ACTION COMMITTEE it approves the recommendation for the state lawmaker fundraiser amounts.

As the RPAC Triple Crown goals were not published yet, the RPAC Trustees will hold a separate meeting in late February or early March. A poll will be sent out.

**2021 RPAC
FUNDRAISING**

It was noted that HAR received a \$2,000 fundraising grant from NAR. As such, the Trustees provided feedback on the fundraising campaign.

The RPAC Trustees requested the RPAC Talking Points and Infographic be circulated to them to help in their fundraising efforts.

The RPAC Trustees also discussed recognition ideas for RPAC Major Investors.

The next RPAC meeting will be determined at a later date to discuss fundraising. **NEXT MEETING**

There being no further business the meeting was adjourned at 3:02 p.m. **ADJOURNMENT**

Aron Espinueva
Staff Liaison