



PO Box 507, Sunrise Beach, MO 65079

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Board Reporter

June 2016

Dave Schulz
2016 President



Greetings,

Your Board of Directors have been busy this past month dealing with legislation, and proposed legislation, that would greatly impact our industry and the lake economy as a whole. After being told by Rocky Miller that no proposed legislation being discussed by representatives would make it to the floor this year, we learned that indeed there was a scramble in Jefferson City to fast track legislation to the floor in the final week of this sessions. Apparently, there was a great deal of influence in Jefferson City by a national lobby, and your very own Tri-County Lodging Association, to restrict Vacation Rental property across the state. This would have adversely affected Lake of the Ozarks.

To confuse matters a bit, the Camden County Commission had previously asked the Board of Realtors® for some help in drafting some language for the rewrite of P&Z ordinances. Your Board of Realtors® has engaged an attorney to help in this matter. A couple of townhall meetings this past month dealt with both issues. Thankfully, a call to action by the Board of Realtors® and some outrage by the Camden County Commission squashed the moves being made in Jefferson City, and no harmful legislation was passed this session. However with the strong national lobby, this issue will raise its ugly head again, and we need to be on top of this issue.

The Vacation Rental industry is vital to the lake Real Estate Industry. It is our opinion, that the best way to handle Vacation Rentals is by local government, or more accurately, by each subdivision that wants to restrict this activity. Many subdivisions already have Covenants and Restrictions addressing this issue, and we believe this is the appropriate place to restrict this type of rental.

To further complicate the Vacation Rental issues, we have

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learned this past year that your previous Camden County Assessor and the current Camden County Assessor have been changing homes from a residential tax rate to a much higher commercial tax rate if these homes are found on VRBO or other such websites. The Assessor has apparently had help with this from Tri-County Lodging and support from CVB. This has had a chilling effect on some buyers who would have purchased, but not if their taxes will nearly double if they choose to rent their lake homes when they are not using them.

I've covered a lot in this month's newsletter, but you all need to keep informed on these issues since they so greatly impact our industry and lake economy. I'm very appreciative of those of you that heeded your call to action this month, and we were successful this year. Let's hope we can influence this issue again when it comes up next session. This is but a summary of what took place this month, for a more in-depth vie, you might email Stacy Shore, she has been a vital source of reference for our board, and she follow the backroom tactics that take place in Jefferson City. She predicted a couple of months ago that these items would come to the floor in the final week, and she was absolutely correct.

Thanks to everyone who showed an interest and contacted our representatives, our MR Board and our lobbyist.

Have a great month,
Dave Schulz, 2016 President

Summer Break - No June Membership Meeting!



Mark your Calendar: Meet the Candidates Night July 12, 2016

Candidates for Camden and Morgan County Commissioner and Assessor will be invited to meet with you and to discuss their views on Realtor® issues.

kkkkkkk



Are you registered to vote?

If not, click the link for helpful information,
or to print out a registration form:

[Register](#)

Board of Directors Meeting, May 11, 2016

Attendance: Members present - Dave Schulz, Kathy Hagan, Phyllis Morris, Beth Riggins, Joy Frederiksen, Bill Johnson, Bob Kupfer, Nancy Rogers, Phyllis Flinn, Vicki Brown, Linda Yelton

Meeting was called to order by President Dave Schulz at 9:02 am.

Minutes were approved by unanimous vote.

MLS Committee report:

Move the "farm type" field to coded features and make it a NON-mandatory field if cost does not exceed 1 hour - Moved and seconded - Passed

Denied request to get quote to make Porto Cima, Osage National and Old Kinderhook new areas - Motion, second and passed

Make Zillow dashboards available to the MLS & Brokers - Motion, second and passed

Change "Financing" from Mandatory to NON-mandatory - Motion - second and passed

Vacation Rental updates:

Mailed check for retainer to attorney. Bagnell will consider participation in cost at next meeting of their BOD

After some discussion to endorse a candidate for County Commissioner or County Assessor it was decided to set a Candidate Night - July 12, 2016

Approved new offices - Southwest Valuation LLC

Approved new members - Stephen Alexander, Sheri Rieke, Rick Muenks & Greg Dymond.

NEW Business

Delay consideration of NAR-Core Standards-till next month

Bill Johnson reported on a proposed project to help the Senior Center in Laurie, MO.

1. One or two metal outside tables with chairs
2. Plants for existing planters
3. New water feature or replace existing angel
4. Ground cover for existing planter (requesting 4-5 "Knockout Roses")

Discussion - Order plants now - up to \$200. Motion made, second and passed

Future-After July 1 purchase Furniture for up to \$1000.00 Motion made, second and passed

Upcoming meetings: Membership May 17, 2016
BOD meeting June 8, 2016

Meeting adjourned at 10:20 am

NEW MEMBERS

Sheri Rieke, Reece & Nichols at the Lake
Greg Dymond, RE/MAX at the Lake
Kim Boatright, Keller Williams L.O. Realty/West

NEW OFFICES

REACTIVATED

Darrell Leggett, Alternative Real Estate

TRANSFERRED

Leslie Chamberlin, from RE/MAX Portside Properties to Associated Brokers
Joy Frederiksen, from RE/MAX at the Lake to ReeceNichols of the Lake

SUSPENDED

DROPPED



NMLS: 505678

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Brian Russell
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Judy Taylor
573-346-5176

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2016 Board of Directors and Committee Chairs

BOARD OF DIRECTORS

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 State Director - Nancy Rogers
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COMMITTEE CHAIRS

Awards/Programs	Vicki Drake
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RPAC	Sara Gardner
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*All doggies go to heaven, so I've been told.
 They run and play on the streets of gold.
 Why is heaven such a doggie delight?
 Because there's not a single cat in sight.*

General Membership Meeting, May 17, 2016

Meeting called order by President Dave Schulz at 6:10 pm.

Pledge to flag lead by President Dave

Dinner was enjoyed by all

Program: GIS presentation by Miller County Assessor's office

Mr. Joseph Cochran

Question and answer period. Cost to use is \$100 per year

Approved March and April minutes-Motion made, seconded and passed.

RPAC Report - 56% participation - Outstanding!!

Over \$13,000 collected for 2016!!

Meeting was adjourned by President Dave Schulz



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*A mime make a rhyme?
Sure a mime can make a rhyme,
But who would hear it?*

CLOSE MORE BUYERS IN LESS TIME!!!



July 27th & 28th, 2016 in St. Charles

Instructor:
Jackie Leavenworth

Course location:
St. Charles Association of REALTORS
110 Point West Blvd, St. Charles, MO 63301
Questions: missouricrs@gmail.com

Early Bird Pricing (until 7/1/2016): \$275
Standard Pricing: \$350

Class is 8:30 – 5:00pm both days
(Sign in starts at 8am each day)

CRS 202 SALES STRATEGIES FROM THE COUNCIL OF RESIDENTIAL SPECIALISTS



The *Sales Strategies* Course (CRS 202) from the Council of Residential Specialists will help you tap into the motivations and concerns of today's qualified home buyers—and help them achieve home ownership.

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For more information on other CRS courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com

Check out your instructor at: www.coachiackie.com



Jackie Leavenworth, CRS

Jackie is a 30 year real estate veteran, Certified CRS Instructor, International trainer and coach. She helps real estate professionals develop better systems, dialogues and strategies to work with today's buyers and sellers.

Jackie's unique and interactive classroom style has even the most seasoned agents changing their business models.

Online Registration will start in February
See Mail In Registration Form attached



Council of Residential Specialists
MISSOURI CHAPTER
The Premier Path To Success



Mail in registration form attached

16 hours of CRS Credit
9 hours of Elective CE Credit



RPAC Corner

Hall of Fame (\$20,000 cumulative)

Nancy Rogers

Golden R (\$5000)

Diana Sutherland

Sterling R (\$1000)

Sara Gardner

\$100 Club

Kelly Gramke

Helen Riggins

Bob Kupfer

Dale Stoltman

Beth Riggins

Susan Stoltman

Contributor (minimum of \$25)

Kent Anderson

Venisa Bennick

Deb Brayton

Ronda Burris

Evva Cason

Dianne Conner

Jim Daniels

Kenge Douglass

Jill Embry

William Finke

JoAnn Fry

Daniel Gibson

Jan Hall

Pat Heinerikson

William Johnson

Sue Kupfer

Becky Lister

Chris Mehrens

Ed Oberste

David O'Neal

James Rogers

Karen Sellers

Stacy Shore

Tony Stephens

Jarod Taylor

Ann Walker

Al Wilson

Ruth Wolfe

John Baker

Tracy Biere

Anita Burns

Don Cahail

Leslie Chamberlin

Ronald Cragun

Kevin Davison

Karen Dymond

Jimmie Lee Farmer

Phyllis Flinn

Phil Gardner

John Gibson

Steve Hampton

Sherry Hill

Allan Kilburn

Mickey LaFerla

Scott Martin

Craig Morrison

Anthony Oddo

Susan Pope

Chelsea Rusan

Dalia Shamburg

John Stathopoulos

Barbara Stockwell

Kenny Teeple

Nancy Williams-Beier

Jeffery Winters

Loren Woodard

Michael Benne

Jack Boyd

Chuck Burns

Bob Carson

Lisa Cobb

Roger Cromer

Victoria Deforest

Linda Eldridge

Julie Farris

Joy Frederiksen

Bev Gibson

Kathleen Hagan

Ted Harmon

Sky Johnson

Laura Koerberl

Jarad Lanham

William McEntyre

Ed Morrison

Denny Ohde

Dwight Purvis

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Monthly Financial Status Report, May 27, 2016

May Activity

Checking Account 124	
Balance Reported April 28, 2016	\$59,568.95
Income	\$ 9,032.23
Expense	<u>- 23,262.05</u>
Balance Ma7 27, 2016	\$45,339.13

Total Cash on Hand as of May 27, 2016

BofSull CD **\$36,247.94**

CBOLO 128 Cash Mgmt 9,840.52

CBOLO 124 Checking 45,339.13

Subtotal at CBOLO **\$55,179.65**

BOV 127 **17,238.47**

Total \$108,666.06

Cash Liabilities as of May 27, 2016

Payroll Taxes Payable -1,359.12

MR, NAR, Prof Stds, -1,494.00

Apx 2016 Principle Payable -9,000.00

Total Cash Liabilities - \$11,853.12

Net Cash Total \$96,812.94