



NORTHERN NV REGIONAL
MLS

Board of Trustees Meeting Agenda

NNRMLS Conference Room
December 15, 2021 12:00 pm

"To foster a trusted and cooperative real estate marketplace by delivering industry-leading Information, Expertise, and Solutions."

Call to Order

12:00 pm Call to Order: Helen Graham, President

Administrative Items

12:05 pm Approval of the Minutes p. 2
12:10 pm Financials p. 4
12:20 pm ACTION ITEM: Approval of Check Signers for 2022..... Exhibit A, p. 13
12:25 pm ACTION ITEM: Approval of 2022 BOT Meeting Schedule..... Exhibit B, p. 14
Important Dates p. 16

Solutions *"We will deliver innovative, essential, and accessible technologies , tools, applications, and resources"*

12:35 pm Tech Committee Update, Matt Swanson No Exhibit
Product Analytics Report [link](#)

Information *"We will deliver reliable, complete, relevant, timely, and authoritative data and analytics"*

12:45 pm Withheld Listing Portal Report Exhibit C, p. 17
Compliance Report [link](#)

Expertise *"We will deliver five-star service, training, content, communications, and support"*

1:00 pm CEO Report
1:15 pm Recognition of Outgoing Trustees.....

Closing Items

1:30 pm Shareholder Updates
1:35 pm New Business
1:40 pm **Executive Session**..... Exhibits at Meeting
2:10 pm Adjourn.....



NNRMLS Board of Trustees

Minutes of the November 17, 2021 Meeting

Call to Order: The meeting of the Board of Trustees was called to order by Vice President Debbie Logan at noon at the Northern Nevada Regional MLS's Conference Room in Reno.

Trustees in Attendance: Steve Bohler, Dan Rider, Marge Hauge, Ken Amundson, Debbie Logan, Pat Schweigert, Avis Cherry, and Matt Swanson.

Trustees Absent: Helen Graham (excused) and Leslie Cain (excused).

Guests in attendance: Past-President Amy Shocket and Legal Counsel Bonnie Drinkwater.

Staff Present: George Pickard, Amie VanClute, and Amie Duncan.

NNRMLS Antitrust Policy: CEO George Pickard presented a summary of the NNRMLS Antitrust Compliance Policy.

Minutes: *It was moved and seconded* to approve the minutes of the October 20, 2021 Board of Trustees meeting. *Motion carried.*

Financials: Director of Accounting, Amie VanClute, presented the financials and noted variances for October. As of October 31, NNRMLS had 5.1 months of Operating Reserves. Re-activation fees are higher than budgeted because staff auditing process is more efficient with tracking members who did not complete orientation. *It was moved and seconded* to approve the financials for October 2021. *Motion carried.*

Approval of Budget: *It was moved and seconded* to approve the Operating Budget for 2022 as presented. *Motion carried.*

Election of Trustee Officers for 2022: The Trustees voted via ballot to elect Debbie Logan as President, incoming Trustee Bob Getto as Vice President, and Matt Swanson as Treasurer.

Product Analytics: CEO George Pickard presented a brief overview of the monthly product usage charts on the BOT website. Homesnap Pro usage is up in recent months. Total active members per month has risen significantly over the past 18 months. TransactionDesk (Instanet) numbers were discussed.

Tech Committee Update: NNRMLS Trustee Matt Swanson gave an update on the Tech Committee (RETC) meeting. There were three responses from RETC on the HomeBot Phase II Testing survey. Trustees will evaluate options to enable Homebot integration in Paragon at a future meeting. The next meeting of the Tech Committee is November 18, 2021.

Legal Update: Legal Counsel, Bonnie Drinkwater, presented a legal update on the six NAR BOD approved recommendations from the Multiple Listing Issues and Policies Committee. These policies take effect January 1, 2022 though MLS's could implement them earlier if they choose.

Product Demonstration: Broker Bay Showing Service

Selection of Showing Service Provider: *It was moved and seconded* to use HomeSnap Showings as our new showing service. **Motion carried.**

It was moved and seconded to initiate termination of the ShowingTime contract when we know HomeSnap Showings is functional with our MLS system, at which time we will provide notice to our members that ShowingTime will be discontinued in 30 days. **Motion carried.**

Travel Report: Skipped today due to excused absence and time constraints.

Compliance Report: George Pickard presented the Compliance Reports and reviewed the Clear Cooperation discussion at NAR.

Withheld Listing Statistics: George Pickard gave the Trustees a presentation of statistics related to the Withheld Listing Portal.

Important Dates: Sierra Nevada is holding a Member Appreciation Holiday Breakfast on December 1. Reno Sparks Association is holding their Installation is on December 11. NNRMLS and both associations will be closed on November 25-26 for Thanksgiving Holiday.

Shareholder Announcements:

- **RSAR (Reno Sparks Association of REALTORS®):** Annual dues must be paid no later than December 31, 2021. RSAR is sponsoring the SPCA of Northern Nevada's Fall Festival event November 20. Installation is December 11.
- **SNR (Sierra Nevada REALTORS®):** Annual dues must be paid by January 31, 2022. There is a Member Appreciation Holiday Breakfast on December 1, 2021.

New Business: No action items.

Meeting adjourned: 3:18 pm.



November 2021 NNRMLS Financials

Board of Trustees

Wednesday, December 15, 2021

Noted Variances for November 2021

Summary

- **Income & Expenses**
 - Overall annual trend – we have seen an increase in income, related to increase in membership, while total expenses have been at or below percentage of budget.

Check Register

- **Total Monthly Checks**
 - This amount is lower than usual because we prepaid \$66,815.35 last month.

As of 11/30/21 NNRMLS had 5.8 months of Operating Reserves

Northern Nevada Regional Multiple Listing Service
ASSETS
November 30, 2021 and 2020

	UNAUDITED		2020
	2021		
CURRENT ASSETS			
Petty Cash	\$ -		\$ -
Checking Account	\$ 300,779.56		\$ 317,938.29
MLS Reserves	\$ -		\$ -
Equipment Reserves			\$ -
Operating Reserves			\$ -
LPL/Realtors Federal Cr. Union			\$ -
Operating LPL Financial	\$ 100,000.00		\$ 100,000.00
Operating Reserves LPL Financial	\$ 856,466.38		\$ 456,376.47
Operating RFCU	\$ -		\$ -
Equipment Reserves RFCU	\$ 50,000.00		\$ 50,000.00
Operating Reserves RFCU	\$ 180,064.63		\$ 178,475.88
Total Invested Amount	\$ 1,186,531.01		\$ 784,852.35
TOTAL CASH	\$ 1,487,310.57		\$ 1,102,790.64
Accounts Receivable	\$ 130,551.65		\$ 129,127.92
Allow. Bad Debts	\$ (28,581.21)		\$ (33,268.36)
	\$ -		\$ -
Prepaid Expenses	\$ 143,498.86		\$ 124,976.26
TOTAL INVENTORY REC. & PPD	\$ 245,469.30		\$ 220,835.82
TOTAL CURRENT ASSETS	\$ 1,732,779.87		\$ 1,323,626.46
FIXED ASSETS			
Computer Software	\$ 173.18		\$ (15.85)
Equipment & Furniture	\$ 24,944.78		\$ 8,641.02
Leasehold Improvements	\$ (4,112.21)		\$ (1,881.06)
TOTAL FIXED ASSETS	\$ 21,005.75		\$ 6,744.11
TOTAL ASSETS	\$ 1,753,785.62		\$ 1,330,370.57

Northern Nevada Regional Multiple Listing Service
Liabilities and Retained Income
November 30, 2021 and 2020

	UNAUDITED	
	2021	2020
CURRENT LIABILITIES		
Accounts payable	\$ (1,778.83)	\$ (1,778.83)
Accounts payable (Accruals)	\$ 128,534.13	\$ 118,038.82
Retirement Plan	\$ -	\$ -
Refund Payable	\$ (4,060.40)	\$ (3,947.90)
Sales tax payable	\$ 410.19	\$ 409.86
401K Deductions	\$ -	\$ -
Accrued Federal Income Tax	\$ 56,499.69	\$ 50,433.77
American Express	\$ 61,666.62	\$ 20,882.68
Deferred Other Income	\$ -	\$ -
Deferred MLS Income	\$ -	\$ -
Deferred Lockbox Participating Fee	\$ -	\$ -
Deferred Key System Income	\$ -	\$ -
Deferred rDESK Fees	\$ -	\$ -
Deferred Goomzee	\$ -	\$ -
Deferred Staff Access Income	\$ -	\$ -
Deferred VOW Monthly Income	\$ -	\$ -
Deferred IDX Monthly Charge	\$ (90.00)	\$ (90.00)
Accrued Liability	\$ 723.60	\$ 676.00
Unclaimed Property	\$ 288.48	\$ 288.48
TOTAL LIABILITIES	\$ 242,193.48	\$ 184,912.88
RETAINED INCOME		
Retained Income, Beginning	\$ 1,115,709.17	\$ 844,441.00
Additional Paid-In Capital	\$ 200.00	\$ 200.00
Rev. Retained Income, Beginning	\$ 1,115,909.17	\$ 844,641.00
Net Increase (Decrease) Year to Date	\$ 395,682.97	\$ 300,817.09
YTD MLS Reserves	\$ -	\$ -
YTD Equipment Reserves	\$ -	\$ -
TOTAL RETAINED INCOME	\$ 1,511,592.14	\$ 1,145,458.09
TOTAL LIABILITY AND RETAINED INCOME	\$ 1,753,785.62	\$ 1,330,370.97

**Northern Nevada Regional Multiple Listing Service
Summary Sheet
For the Month Ended November 30, 2021**

	UNAUDITED					
	November	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET	
INCOME						
MULTIPLE LISTING SERVICE	\$ 300,555	\$ 3,154,939	\$ 2,900,751	97%	\$ 3,239,138	
Total Income	\$ 300,555	\$ 3,154,939	\$ 2,900,751	97%	\$ 3,239,138	
EXPENSES						
MULTIPLE LISTING SERVICE	\$ 125,058	\$ 1,343,574	\$ 1,289,207	90%	\$ 1,499,250	
GEN. ADMINISTRATION	\$ 130,813	\$ 1,405,682	\$ 1,310,728	88%	\$ 1,599,249	
Total Expenses	\$ 255,871	\$ 2,749,256	\$ 2,599,934	89%	\$ 3,098,499	
Net Income (Loss)	\$ 44,684	\$ 405,683	\$ 300,817	288%	\$ 140,639	
OTHER INCOME						
TRUSTEES' REVISIONS	\$ -	\$ 10,000	\$ -	0%	\$ -	
Revised Net Income (Loss)	\$ 44,684	\$ 395,683	\$ 300,817	281%	\$ 140,639	

Northern Nevada Regional Multiple Listing Service
Multiple Listing Service
For the Month Ended November 30, 2021

	GL number	UNAUDITED November	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET
INCOME						
MLS ONLY-NEW OFFICE	3101020	\$ -	\$ 5,100	\$ 5,815	283%	\$ 1,800
MLS ONLY - ACTIVATION FEE	3102020	\$ 1,500	\$ 7,000	\$ 2,750	67%	\$ 10,500
SHAREHOLDER MEMBER OFFICE ACTIVATION FEE	3106020	\$ 750	\$ 5,700	\$ 6,750	158%	\$ 3,600
SHAREHOLDER MEMBER ACTIVATION FEE	3101021	\$ 7,200	\$ 78,150	\$ 75,250	136%	\$ 57,600
SERVICE FEES	3105020	\$ 1,020	\$ 5,532	\$ 740	111%	\$ 5,000
MONTHLY STAFF/INTERN FEE	3107020	\$ 7,800	\$ 82,200	\$ 73,134	104%	\$ 78,720
MONTHLY MLS FEES	3108020	\$ 196,884	\$ 2,089,621	\$ 1,918,428	95%	\$ 2,192,832
MISC	3111020	\$ -	\$ -	\$ -	0%	\$ -
LOCKBOX SALES	3114021	\$ -	\$ 1,430	\$ 330	163%	\$ 880
KEY LEASE/FOB SALES	3115020	\$ 300	\$ 1,100	\$ 600	440%	\$ 250
LOCKBOX KEY FEES	3117020	\$ 57,775	\$ 612,379	\$ 568,486	98%	\$ 622,524
REACTIVATION FEES	3124020	\$ 1,200	\$ 11,850	\$ 14,150	237%	\$ 5,000
MLS EXEMPT RENEWALS	3125020	\$ 70	\$ 3,290	\$ 2,590	118%	\$ 2,800
BROKER RECIPROCITY/IDX	3127020	\$ 5,106	\$ 56,880	\$ 58,327	90%	\$ 63,000
VOW LICENSE AGREEMENTS	3127030	\$ -	\$ 18,250	\$ 20,795	87%	\$ 21,000
MEDIA DATA LICENSE FEE	3127050	\$ -	\$ -	\$ 3,335	0%	\$ 4,250
3RD PARTY LICENSING	3127060	\$ 14,063	\$ 87,188	\$ 67,300	107%	\$ 81,750
3RD PARTY REV SHARE	31360010	\$ -	\$ 2,401	\$ 3,554	0%	\$ -
MLS ONLY ANNUAL RENEWAL FEE	3135020	\$ -	\$ 12,650	\$ 11,550	93%	\$ 13,600
INTERNET ROYALTIES/REVENUE SHARE	3136020	\$ 814	\$ 5,225	\$ 5,422	95%	\$ 5,500
NEW STAFF ACTIVATION FEE	3142020	\$ 600	\$ 7,850	\$ 5,500	125%	\$ 6,300
PAPER BILLING SERVICE FEE	3145020	\$ 94	\$ 1,079	\$ 1,261	82%	\$ 1,320
TRANSFER FEE	3145120	\$ -	\$ 200	\$ 70	53%	\$ 375
TEAM SET-UP	3146020	\$ -	\$ 50	\$ 100	50%	\$ 100
STAFF ID SET UP FEE	3190020	\$ 550	\$ 6,675	\$ 3,500	212%	\$ 3,150
ANNUAL STAFF ID RENEWAL FEE	3191020	\$ 160	\$ 3,480	\$ 2,440	134%	\$ 2,600
INSTANET FORMS RSAR/SNAR	3192020	\$ 4,280	\$ 45,031	\$ 41,257	97%	\$ 46,438
SSO FOR ASSOCIATIONS	3192022	\$ 308	\$ 3,375	\$ 3,349	92%	\$ 3,649
INTEREST INCOME	3809500	\$ 82	\$ 1,254	\$ 3,504	27%	\$ 4,600
GAIN (LOSS) ON ASSET SALE	399001	0	0	\$ 464	0%	\$ -
Total Income		\$ 300,555	\$ 3,154,939	\$ 2,900,751	97%	\$ 3,239,138
EXPENSES						
MEMBER SERVICE CENTERS	4102 & 4103	\$ 6,000	\$ 66,000	\$ 66,000	92%	\$ 72,000
SHAREHOLDER DIVIDEND	4104020	\$ -	\$ -	\$ -	0%	\$ -
RPAC CONTRIBUTION	4105020	\$ -	\$ 3,807	\$ 3,596	100%	\$ 3,807
SHOWING TIME	4114020	\$ 3,165	\$ 30,115	\$ 29,645	93%	\$ 32,340
SafeMLS FEES	4116020	\$ 6,476	\$ 69,738	\$ 61,395	99%	\$ 70,092
SINGLE SIGN-ON	4116320	\$ 2,165	\$ 23,753	\$ 21,552	93%	\$ 25,619
INSTANET	4116030	\$ 15,149	\$ 155,487	\$ 141,181	93%	\$ 166,723
CRS TAX	4118020	\$ 11,241	\$ 115,339	\$ 104,595	93%	\$ 123,554
LOCKBOX & KEY COSTS	4122020	\$ 42,109	\$ 450,492	\$ 448,953	97%	\$ 464,976
NEW INITIATIVES	4124020	\$ -	\$ 2,500	\$ 6,326	25%	\$ 10,000
DOWN PAYMENT ASSISTANCE	4200020	\$ -	\$ -	\$ 1,600	0%	\$ -
PUBLIC WEBSITE	4137020	\$ 645	\$ 7,003	\$ 6,853	82%	\$ 8,505
USER FEE LICENSE PARAGON	4138020	\$ 34,425	\$ 353,153	\$ 320,216	94%	\$ 377,608
MLS RESERVES	4190020	\$ -	\$ -	\$ -	0%	\$ -
WEBSITE DEVELOPMENT	4120010	\$ 3,681	\$ 40,485	\$ 6,326	107%	\$ 37,800
CLOUD MLX	4200030	\$ -	\$ 1,701	\$ 14,479	0%	\$ -
CLOUD STREAMS	4200040	\$ -	\$ 1,701	\$ 14,479	0%	\$ -
BROKER PUBLIC PORTAL		\$ -	\$ -	\$ -	0%	\$ 31,979
HOMESNAP	4138022	\$ -	\$ -	\$ 9,710	0%	\$ 39,448
REMINE	4210010	\$ -	\$ -	\$ 10,000	0%	\$ 12,500
MINDFLASH	4220010	\$ -	\$ 22,299	\$ 22,299	100%	\$ 22,299
Total expenses		\$ 125,058	\$ 1,343,574	\$ 1,289,207	90%	\$ 1,499,250
Net Income (Loss)		\$ 175,497	\$ 1,811,365	\$ 1,611,545	104%	\$ 1,739,888

Northern Nevada Regional Multiple Listing Service
General and Administration
For the Month Ended November 30, 2021

		UNAUDITED			% OF		
	GI Number	November	YEAR TO DATE	YTD 2020	BUDGET	BUDGET	
PERSONNEL							
SALARIES	5011110	\$ 60,340	\$ 641,659	\$ 595,054	87%	\$ 741,637	
PAYROLL TAXES & WC	5031110	\$ 5,904	\$ 58,119	\$ 54,552	85%	\$ 67,982	
EMPLOYEE INSURANCE	5041110	\$ 7,275	\$ 85,903	\$ 94,091	73%	\$ 117,186	
TRANSP. ALLOWANCE	5051110	\$ 664	\$ 807	\$ 158	65%	\$ 1,250	
BONUSES	5062110	\$ 11,475	\$ 11,475	\$ 10,622	32%	\$ 35,500	
PART TIME-TEMP	5061110	\$ -	\$ -	\$ -	0%	\$ 2,000	
EMPLOYEE RETIREMENT PLAN	5071110	\$ 3,326	\$ 29,735	\$ 20,928	47%	\$ 63,525	
PROMO/INCENTIVES	5072110	\$ -	\$ 100	\$ -	20%	\$ 500	
STAFF EDUCATION	5073110	\$ 380	\$ 4,529	\$ 1,125	91%	\$ 5,000	
Total Personnel Expense		\$ 89,365	\$ 832,328	\$ 776,531	80%	\$ 1,034,580	
PROFESSIONAL SERV.							
ACCOUNTING FEES	5101110	\$ -	\$ 7,157	\$ 8,374	72%	\$ 10,000	
CONSULTANT FEES	5102110	\$ -	\$ -	\$ -	0%	\$ 5,000	
LEGAL FEES	5103110	\$ 5,563	\$ 40,869	\$ 54,999	157%	\$ 26,000	
LEGAL DEFENSE	5103220	\$ -	\$ 2,363	\$ -	12%	\$ 20,000	
NEW EMPLOYEE BACKGROUND CHECKS	5100110	\$ -	\$ 1,500	\$ 600	250%	\$ 600	
LEADERSHIP							
AWARDS/GIFTS	5450110	\$ 337	\$ 733	\$ 173	73%	\$ 1,000	
REGISTRATION FEES	5451110	\$ 1,200	\$ 19,294	\$ 15,274	69%	\$ 28,150	
MEMBERSHIP DUES	5454110	\$ 45	\$ 5,556	\$ 6,734	82%	\$ 6,750	
TRAVEL	5475110	\$ 7,937	\$ 25,740	\$ 7,915	54%	\$ 48,000	
C.E.O. EXPENSE ACCT.	5621110	\$ -	\$ -	\$ -	0%	\$ 500	
Total Prof/Leadership Expenses		\$ 15,082	\$ 103,211	\$ 94,068	71%	\$ 146,000	
OPERATIONS							
BONDS & INSURANCE	5121110	\$ 1,046	\$ 10,848	\$ 8,409	103%	\$ 10,500	
DEPRECIATION EXPENSE	5141 / 5142 & 51	\$ 551	\$ 5,795	\$ 6,142	83%	\$ 7,000	
BAD DEBT EXPENSE	5115110	\$ -	\$ -	\$ -	0%	\$ -	
OTHER EQPT REPAIR/RNTL	5203110	\$ -	\$ 2,431	\$ 2,837	61%	\$ 4,000	
COMPUTER/SERVER HARDWARE	5206110	\$ -	\$ 11,102	\$ 13,550	131%	\$ 8,460	
COMPUTER SOFTWARE	5209110	\$ 3,251	\$ 57,506	\$ 83,774	74%	\$ 78,035	
SUBSCRIPTIONS	5231110	\$ -	\$ 199	\$ 313	54%	\$ 370	
MISC	5261110	\$ -	\$ -	\$ -	0%	\$ 300	
OFFICE SUPPLIES	5361110	\$ 100	\$ 3,605	\$ 1,864	71%	\$ 5,100	
POSTAGE	5381110	\$ -	\$ 626	\$ 234	53%	\$ 1,175	
PRINTING	5401110	\$ -	\$ 1,500	\$ 50	100%	\$ 1,500	
LICENSES	5432110	\$ -	\$ 3,074	\$ 3,466	99%	\$ 3,100	
TELEPHONE	5441110	\$ 340	\$ 20,290	\$ 26,209	86%	\$ 23,526	
ADVERTISING & PROMOTION	5443110	\$ 734	\$ 17,692	\$ 28,453	33%	\$ 53,945	
SECURITY SERVICE	5445110	\$ -	\$ 2,210	\$ 1,861	100%	\$ 2,203	
FACILITY MAINT/DÉCOR	5446110	\$ 999	\$ 22,405	\$ 6,505	132%	\$ 17,000	
MEETING EXPENSES	5703110	\$ 405	\$ 4,592	\$ 5,758	48%	\$ 9,500	
UTILITIES	4817110	\$ 195	\$ 2,497	\$ 2,390	62%	\$ 4,000	
LEASE EXPENSE	4822110	\$ 6,840	\$ 75,050	\$ 72,960	91%	\$ 82,080	
Total Operating Expenses		\$ 14,461	\$ 241,422	\$ 264,775	77%	\$ 311,794	
TAXES AND FEES							
BANK & OTHER FEES-(INT INC)	5262110 & 38095	\$ 9,304	\$ 100,974	\$ 91,223	101%	\$ 100,000	
PERS. PROP. TAX.	5371110	\$ -	\$ 433	\$ 243	124%	\$ 350	
BUSINESS TAX	5421110	\$ -	\$ 3,612	\$ 3,924	60%	\$ 6,000	
SALES/USE TAX	5431110	\$ -	\$ -	\$ -	0%	\$ 525	
INCOME TAX PROVISION	6000010	\$ 2,601	\$ 123,703	\$ 79,964	0%	\$ -	
Total Taxes and Fees		\$ 11,906	\$ 228,722	\$ 175,354	214%	\$ 106,875	
TOTAL GEN. & ADMIN. EXP.		\$ 130,813	\$ 1,405,682	\$ 1,310,728	88%	\$ 1,599,249	

**Northern Nevada Regional Multiple Listing Service
Board of Trustees
For the Month Ended November 30, 2021**

		UNAUDITED		
GL Number		November	YEAR TO DATE	YTD 2020
T360 STRATEGIC PLANNING		\$ -	\$ 10,000.00	\$ -
TOTAL REVISIONS		\$ -	\$ 10,000.00	\$ -

Northern Nevada Regional Multiple Listing Service

Check Register

For the Month Ended November 30, 2021

Payee	Amount	Check No.	Date	Remarks
Clareity Security	\$8,641.24	10137	11/15/21	SSO/SafeMLS
George Pickard	\$664.16	10138	11/15/21	Mileage
Nevada State Bank	\$357.00	10139	11/15/21	Visa - Software/Advertisement/Meeting Expense
Drinkwater Eaton Law Offices	\$4,637.50	10140	11/17/21	Legal Fees
MLS Aligned, LLC	\$200.00	10141	11/17/21	MLS Aligned November & December
Rapattoni Corporation	\$625.45	10142	11/17/21	Rapattoni
Voya	\$1,456.69	10143	11/17/21	Retirement Plan Fees
Nevada Dept. of Taxation	\$18.13	10144	11/17/21	Sales & Use Tax
Best Life	\$925.40	10147	11/23/21	Insurance
Brooke Murphy	\$26.10	10148	11/23/21	Travel Reimbursement
Drinkwater Eaton Law Offices	\$925.00	10149	11/23/21	Annual Docs Filing
Hometown Health	\$6,729.45	10150	11/23/21	Insurance
MetLife	\$544.69	10151	11/23/21	Insurance
316Commercial, LLC	\$6,840.00	10152	11/29/21	Lease
Total Monthly Checks	\$32,590.81			

TOTAL ASSET PERCENTAGES

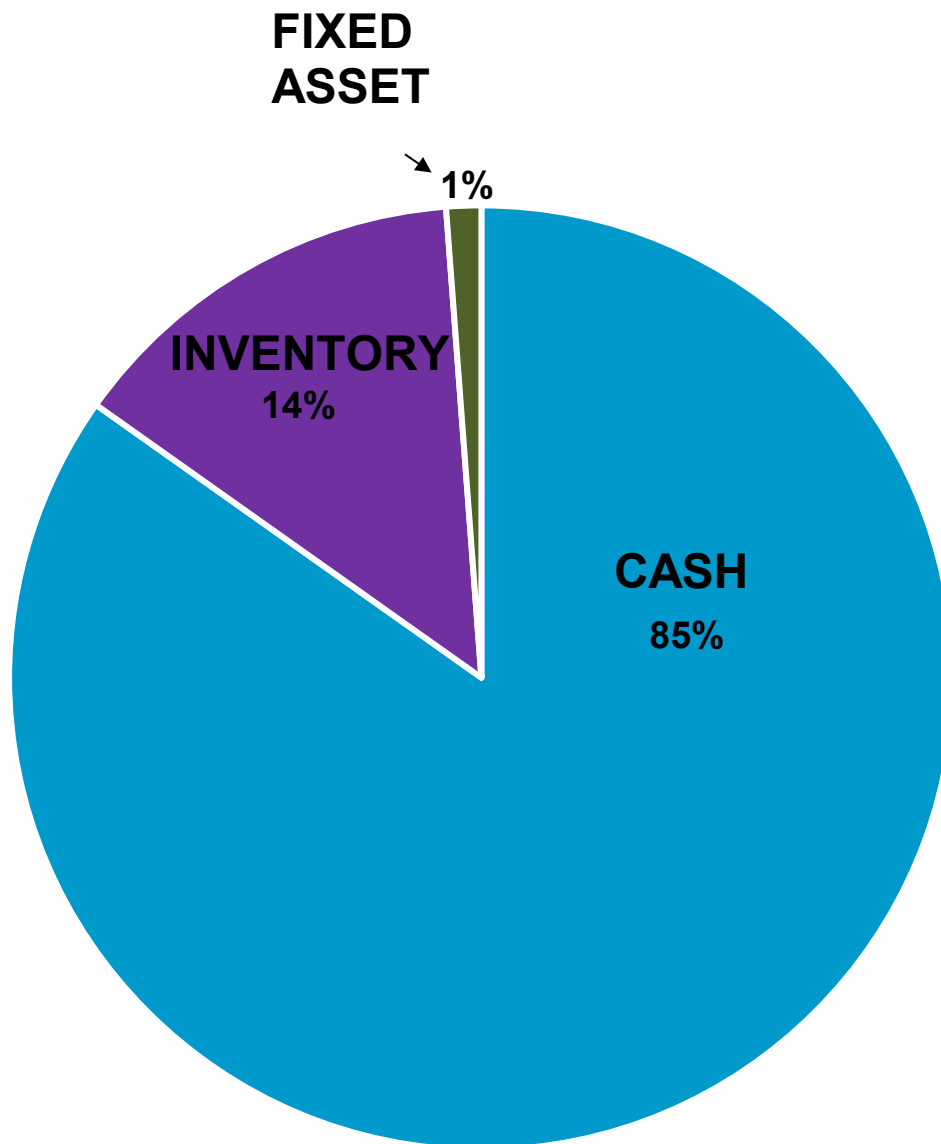




Exhibit A - Check Signers

Board of Trustees Wednesday,
December 15, 2022

Approval of Check Signers for 2022

Purpose: Each year NNRMLS must designate Trustees who are authorized to sign checks for the corporation. The signatures must be on file with Nevada State Bank before the end of the year.

Nevada State Bank

Staff suggests that for 2022 the following Trustees be so designated:

- **Deborah Logan**, President
- **Robert Getto**, Vice-President
- **Matthew Swanson**, Treasurer

Rationale: These Trustees are the Officers for 2022.

Recommended Motion: That **George Pickard**, CEO, remain a signer; that **Deborah Logan**, remain a signer and be changed to 2022 President; that **Robert Getto** be added as a signer as 2022 Vice President; and that **Matthew Swanson** 2022 Treasurer, be added as an authorized signer of NNRMLS checking account with Nevada State Bank, and that **Helen Graham** and **Ken Amundson** be removed as authorized signers.

Northwest Federal Credit Union, LPL Financial and VOYA Retirement Account

Staff suggests that for 2022 the signers be updated for these accounts as follows:

- **George Pickard**, CEO, to remain as signer
- **Matthew Swanson**, Treasurer, to be added as a signer
- **Ken Amundson** be removed as authorized signer.

Rationale: Treasurer changing hands for 2022, CEO remains the same for 2022.

Recommended Motion: That **George Pickard**, CEO remain as a signer, **Matthew Swanson**, 2022 Treasurer, be added as an authorized signer, and **Ken Amundson**, 2021 Treasurer, be removed from NNRMLS's accounts with Northwest Federal Credit Union, LPL Financial and VOYA Retirement.



Exhibit B - 2022 Meeting Schedule

Board of Trustees

Wednesday, December 15, 2022

NNRMLS BOT Meetings are typically held on the third Wednesday of each month in the NNRMML Conference Room.

January 19, 2022

February 9, 2022

March 16, 2022

April 20, 2022

May 18, 2022

June 15, 2022

July 20, 2022

August 17, 2022

***September 21, 2022** - *Recommendation to skip due to CMLS earlier in September*

October 19, 2022

November 16, 2022

December 14, 2022

**Many industry event dates have not been finalized so list is subject to change*



Exhibit B - 2022 Meeting Schedule

Board of Trustees

Wednesday, December 15, 2022

NNRMLS BOT Meetings are typically held on the third Wednesday of each month in the NNRMLS Conference Room.

2022

JANUARY

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

FEBRUARY

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28					

MARCH

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

APRIL

S	M	T	W	T	F	S
						1 2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

MAY

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

JUNE

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

JULY

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

AUGUST

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

SEPTEMBER

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

OCTOBER

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

NOVEMBER

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

DECEMBER

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

**Many industry event dates have not been finalized so list is subject to change*



Important Dates

Board of Trustees Wednesday,
December 15, 2021

Upcoming Events and Activities: *(Let us know of events you feel should be added)*

December 2021

12/1 - SNR Membership Appreciation Holiday Breakfast
12/2 - SNR All Member Orientation
12/7 - RSAR Orientation
12/9 & 12/10 - NVR Board of Directors Meetings
12/10 - NVR Installation
12/11 - RSAR Installation
12/14 - RSAR Member Meeting/Holiday Party
12/15 - NNRMLS Board of Trustees Meeting
12/24 - Christmas Eve Holiday: NNRMLS, RSAR, SNR Offices Closed
12/31 - New Years Holiday: RSAR and SNR Offices Closed

January 2022

1/3 - New Year's Holiday: NNRMLS Office Closed
1/5 - 1/7 - State AE Retreat
1/6 - RSAR Orientation
1/11 - NNRMLS New Trustee Orientation
1/17 - Martin Luther King Jr. Holiday: NNRMLS, RSAR, SNR Offices Closed
1/18 - RSAR Board of Directors Orientation
1/19 - NNRMLS Board of Trustees Meeting
1/20 - NNRMLS Broker Forum
1/25 - Annual Professional Standards Training
1/25 - 1/27 - Inman Connect New York

February 2022

2/1 - RSAR Orientation
2/8 - RSAR Membership Meeting / Blood Drive
2/9 - NNRMLS Board of Trustees Meeting
2/10 - NNRMLS Agent Forum
2/16 - 2/18 - CoreLogic Conference
2/21 - Presidents' Day Holiday: NNRMLS, RSAR, SNR Offices Closed
2/22 - RSAR Board of Directors Meeting
2/24 - 2/27 NAR President Circle (RPAC Major Investor Event)

2021& 2022Renewing Contracts

6/30/21 - Black Knight Extension auto renewed June 30, 2021 *(30-day notice to terminate)*

Concurrent agreements:

Paragon, Geocode, Paragon Tax, CRS Tax Data, Transaction Desk Forms/
Documents/Authentisign Bundle, Homesnap Pro, Cloud CMA

7/11/21 - REALTOR.com auto-renewed to 2022 *(30-day notice to terminate)*
10/17/21 - Rapattoni Renews *(90-day notice to terminate)*
2/6/22 - Clareity/CoreLogic Member Launchpad Renewal *(60-day notice to terminate)*
2/28/22 - Office Lease Expires *(2-year option requires 90-day notice- Nov 29, 2021)*
08/31/22 - Mindflash renews *(30-day notice to terminate)*



Exhibit C - Withheld Listing Portal Analysis Report

Board of Trustees

Wednesday, December 15, 2022

Residential listings input from May 2020 through Oct 2021. Totals for Coming Soon are in red, and Withheld Listings are gold. The dotted red line on the left marks the launch of the Coming Soon status and Clear Cooperation. The dotted red line on the right shows when Coming Soon was suspended.

Chart 1

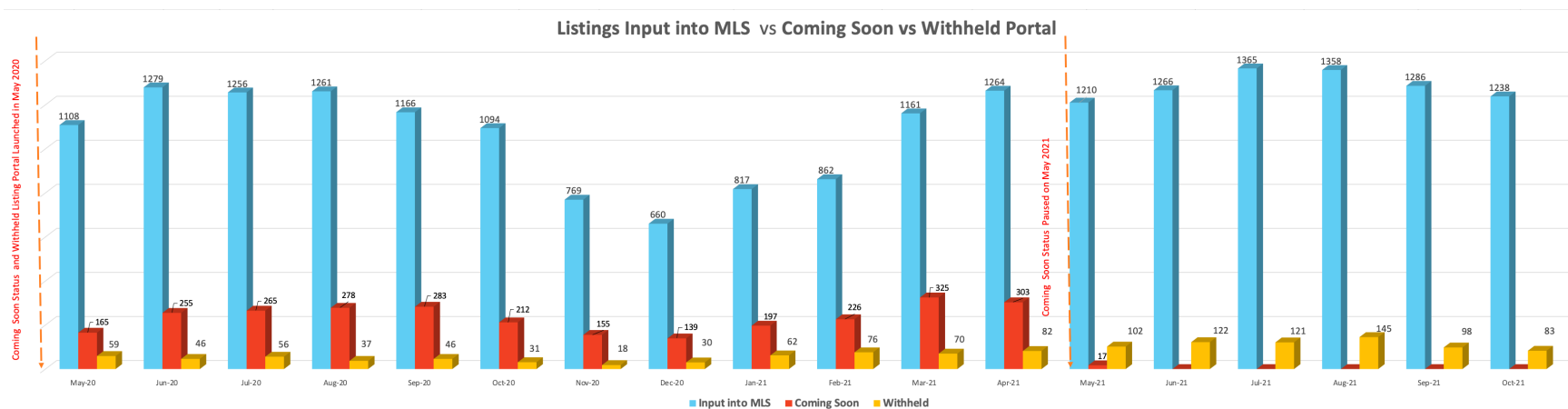




Exhibit C - Withheld Listing Portal Analysis Report

Board of Trustees

Wednesday, December 15, 2022

Chart 2

This chart compares the number of listings sold where both sides were represented by the Same Broker (dark blue) vs those where both sides were represented by the Same Agent (light blue)

The light purple trendline represents total listings input into MLS.

