

Conference Call Meeting Agenda

SOUTH DAKOTA REAL ESTATE COMMISSION

221 West Capitol Avenue

Pierre, SD 57501

May 14, 2020 9:00 a.m. CDT

(1-866-410-8397) Conference Code 9490104423

1. Call to Order
2. Approval of Agenda
3. Public Comment
4. Minutes of the April 7, 2020 Meeting
5. Financial Reports – March and April 2020
6. Complaints
 - A. 2020-007
 - B. 2020-013
 - C. 2020-008
 - D. 2020-020
 - E. 2020-050
 - F. 2020-080
 - G. 2020-085
 - H. 2020-087
7. Election of Officers
8. Rule Changes
9. Other Business
10. Next Meeting – July 15-16
11. Adjourn

Meeting Minutes
South Dakota Real Estate Commission
Telephonic Meeting
April 7, 2020 9:00 a.m. CDT

Chairman Ryan Wordeman called the meeting to order at 9:00 a.m. A quorum was participating.

Members Participating: Ryan Wordeman
Mark Wahlstrom
Ken Cotton
Carol Lawhun
Dave Bonde

Others Participating: Melissa Miller, Executive Director, SDREC
Graham Oey, Staff Attorney, South Dakota Department of Labor
and Regulation
Tim Bond, Compliance Officer, SDREC
Michelle Metzinger, Compliance Officer, SDREC

Lawhun made a motion to approve the agenda. Wahlstrom seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Wahlstrom – yea; Bonde – yea; Lawhun – yes; Wordeman – yea)

Public Comment – None.

Wahlstrom made motion to approve the meeting minutes. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Lawhun – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Summary of the financials for January and February was presented by Director Miller. Bonde made a motion to acknowledge receipt of financials and to file. Wahlstrom seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Lawhun – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Wahlstrom made a motion to approve Consent Agreements (Citation Program) and to allow the Melissa Miller, Executive Director to sign on the Commissioners behave. Lawhun seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Lawhun – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Cotton joined the meeting at 9:11 a.m.

Wahlstrom made a motion to enter executive session pursuant to SDCL 1-25-2(3). Lawhun seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Lawhun – yea; Cotton – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Commission entered executive session at 9:12 a.m.

Metzinger and Bond left the meeting at 9:12 a.m.

Commission came out of executive session at 9:50 a.m.

Metzinger and Bond rejoined the meeting at 9:53 a.m.

Walstrom made a motion to dismiss complaint 2020-004 and have Melissa mail dismissal letters. Cotton seconded the motion. **MOTION PASSED.** (Lawhun – yea; Cotton – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Lawhun made a motion to approve consent agreement 2020-005 and to allow the Melissa Miller, Executive Director to sign on the Commissioners behave. Wahlstrom seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Lawhun – yea; Cotton – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Cotton made a motion to approve consent agreement 2020-006 and to allow the Melissa Miller, Executive Director to sign on the Commissioners behave. Lawhun seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Lawhun – yea; Cotton – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Wahlstrom made a motion to table consent agreement 2020-008. Cotton seconded the motion **MOTION PASSED.** (Lawhun – yea; Cotton – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Bonde made a motion to table consent agreement 2020-020. Lawhun seconded the motion **MOTION PASSED.** (Lawhun – yea; Cotton – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Cotton made a motion to approve consent agreement 2020-011 and to allow the Melissa Miller, Executive Director to sign on the Commissioners behave. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Lawhun – yea; Cotton – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

Miller and Oey gave updates on a few legislative bills that impact the Real Estate Commission, licensees and consumers.

Other business – Miller informed the Commissioners that due to Covid-19 and recommendations from CDC police/sheriff stations are closed and are not doing finger printing, and the test centers in Rapid City and Sioux Falls are closed. Commissioner Lawhun (Education Provider) was told the test centers are planning to open on April 23.

The next meeting is scheduled for Thursday, May 14, 2020.

Wahlstrom made a motion to adjourn the meeting at 10:17 a.m. Bone seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Lawhun – yea; Cotton – yea; Wahlstrom – yea; Bonde – yea; Wordeman – yea)

AGENCY: 10 LABOR & REGULATION
BUDGET UNIT: 1037 REAL ESTATE COMMISSION

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	417,592.76	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,104.59	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			519,697.35	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			519,697.35	DR **	
BUDGET UNIT TOTAL 1037			519,697.35	DR ***	

BUDGET UNIT 1037

AVAILABLE FUNDS
AS OF: 03/31/2020
FY YEAR REMAINING: 25.1%
PAY DAYS REMAINING: 6

DATE 04/04/2020

BUDGET UNIT NAME REAL ESTATE COMMISSION

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	617,541.00	0.00	0.00	11,213.89	298,391.32	307,935.79	519,697.35
BUDGETED TOT	617,541.00	0.00	0.00	11,213.89	298,391.32	307,935.79	
ALL COMP TOT	617,541.00	0.00	0.00	11,213.89	298,391.32	307,935.79	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	290,435.00	0.00	0.00	9,537.87	177,327.64	113,107.36	38.9
5102 EMPLOYEE BENEFITS	91,836.00	0.00	0.00	3,440.69	61,820.85	30,015.15	32.7
5203 TRAVEL	40,407.00	0.00	0.00	37.08	8,559.12	31,847.88	78.8
5204 CONTRACTUAL SVCS	161,248.00	0.00	11,213.89	3,063.82	41,311.53	108,722.58	67.4
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	185.14	9,372.18	21,927.82	70.1
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	0.00	2,315.00	100.0
TOTALS	617,541.00	0.00	11,213.89	16,264.60	298,391.32	307,935.79	49.9

BREAKOUT BY COMPANY:

COMPANY	6503-I	TOT
5101000 EMPLOYEE SALARIES	290,435.00	0.00
5102000 EMPLOYEE BENEFITS	91,836.00	0.00
5203000 TRAVEL	40,407.00	0.00
5204000 CONTRACTUAL SVCS	161,248.00	11,213.89
5205000 SUPPLIES & MATRLS	31,300.00	0.00
5207000 CAPITAL OUTLAY	2,315.00	0.00
PS SUBTOTALS	382,271.00	0.00
OE SUBTOTALS	235,270.00	0.00
COMPANY 6503-I	617,541.00	0.00
TOT	617,541.00	0.00

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 03/31/2020

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
COMPANY NO	6503	PROFESSIONAL & LICENSING BOARDS				
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	240.00	2,580.00	
103700069901	6503	4293702	BROKER	6,525.00	40,500.00	
103700069901	6503	4293703	HOME INSPECTORS	800.00	3,800.00	
103700069901	6503	4293704	PROPERTY MANAGER	225.00	5,355.00	
103700069901	6503	4293705	SALES AGENTS	.00	2,925.00	
103700069901	6503	4293707	FIRMS	700.00	7,000.00	
103700069901	6503	4293708	CONDOMINIUMS	.00	1,886.67	
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	3,775.00	
103700069901	6503	4293711	EDUCATIONAL COURSES	2,155.00	12,005.00	
103700069901	6503	4293712	ADDITIONAL LICENSES	120.00	5,405.00	
103700069901	6503	4293713	CHANGE OF ADDRESS	1,005.00	6,690.00	
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	180.00	1,770.00	
103700069901	6503	4293715	LATE RENEWAL FEES	2,240.00	21,080.00	
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	3,450.00	
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	5,375.00	
103700069901	6503	4293719	RENEWAL BROKER	2,500.00	189,370.00	
103700069901	6503	4293720	HOME INSPECTION RENEWAL	300.00	5,400.00	
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	250.00	11,750.00	
103700069901	6503	4293722	RENEWAL SALES AGENTS	125.00	13,250.00	
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	875.00	
103700069901	6503	4293724	RENEWAL FIRMS	1,375.00	39,490.00	
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	7,275.00	
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	2,100.00	
ACCT: 4293			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	18,740.00	393,106.67	

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STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 03/31/2020

AGENCY BUDGET CENTER	UNIT	10	LABOR & REGULATION REAL ESTATE COMMISSION	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
ACCT:	42	COMP	ACCOUNT	LICENSES, PERMITS & FEES	18,740.00	393,106.67	**
103700069901	6503			MISC FINES & PENALTIES	2,750.00	9,571.90	*
ACCT:	4393			PENALTIES (NON-GOVERNMENTAL)	2,750.00	9,571.90	*
ACCT:	43			FINES, FORFEITS & PENALTIES	2,750.00	9,571.90	**
103700069901	6503			LICENSE LAW BOOKS SOLD	136.00	472.00	
103700069901	6503			DIRECTORIES/HOME BUYER GU	1,050.00	8,955.00	
ACCT:	4596				1,186.00	9,427.00	*
ACCT:	45			CHARGES FOR SALES & SERVICES	1,186.00	9,427.00	**
103700069901	6503			NONOPERATING REVENUES	.00	7,799.89	**
ACCT:	4920			NONOPERATING REVENUE	.00	7,799.89	*
ACCT:	49			OTHER REVENUE	.00	7,799.89	**
CNTR:	103700069901				22,676.00	419,905.46	***
103700069902	6503			NONOPERATING REVENUES	.00	899.75	
ACCT:	4920			NONOPERATING REVENUE	.00	899.75	*
ACCT:	49			OTHER REVENUE	.00	899.75	**
CNTR:	103700069902				.00	899.75	***
COMP:	6503				22,676.00	420,805.21	****
B UNIT:	1037				22,676.00	420,805.21	*****

Revenue Report Ending 03/31/20

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	4,000	240	1,420	2,580	65
Auctioneer	250	0	250	0	
Broker	63,000	6,525	22,500	40,500	64
Home Inspectors	4,000	800	200	3,800	95
Property Manager	7,000	225	1,645	5,355	77
Sales Agents	6,000	0	3,075	2,925	49
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	700	0	7,000	100
Condominiums	8,000	0	6,113.33	1,886.67	24
Timeshare Projects	5,000	0	1,225	3,775	76
Educational Courses	15,000	2,155	2,995	12,005	80
Additional Licenses	3,000	120	(2,405)	5,405	180
Change of Address	8,000	1,005	1,310	6,690	84
Certificate of Licensure	3,000	180	1,230	1,770	59
Late Renewal Fees	11,000	2,240	(10,080)	21,080	192
Renewal Res Rental Agents	6,000	0	2,550	3,450	58
Renewal Auctioneer	5,000	0	(375)	5,375	108
Renewal Broker	190,000	2,500	630	189,370	100
Home Inspection Renewal	6,000	300	600	5,400	90
Renewal Property Manager	12,000	250	250	11,750	98
Renewal Sales Agents	15,000	125	1,750	13,250	88
Renewal Timeshare Agents	1,500	0	625	875	58
Renewal Firms	40,000	1,375	510	39,490	99
Renewal Timeshare Project	7,000	0	(275)	7,275	104
Renewal Additional Licenses	5,000	0	2,900	2,100	42
Misc. Fines, Penalties and NO Rev	21,000				
Interest Earned		2,750	2,728.46	18,271.54	87
License Law Books Sold	300	136	(172)	472	157
Directories/Lists Sold	9,000	1,050	45	8,955	100
	463,050	22,676	55,551.79 (13,307)	420,805.21	91

AGENCY : 10 LABOR & REGULATION
BUDGET UNIT : 1037 REAL ESTATE COMMISSION

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	391,559.72	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,104.59	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			493,664.31	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			493,664.31	DR **	
BUDGET UNIT TOTAL 1037			493,664.31	DR ***	

AS OF: 04/30/2020
FY YEAR REMAINING: 16.9%
PAY DAYS REMAINING: 4

DATE 05/02/2020

CENTER NAME REAL ESTATE COMMISSION

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
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6503-I	617,541.00	9,837.00	0.00	9,520.09	334,666.81	283,191.10	493,664.31
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BUDGETED TOT	617,541.00	9,837.00	0.00	9,520.09	334,666.81	283,191.10	
ALL COMP TOT	617,541.00	9,837.00	0.00	9,520.09	334,666.81	283,191.10	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	290,435.00	0.00	0.00	20,978.16	198,305.80	92,129.20	31.7
5102 EMPLOYEE BENEFITS	101,288.00	0.00	0.00	10,603.68	72,424.53	28,863.47	28.5
5203 TRAVEL	40,407.00	0.00	0.00	0.00	8,559.12	31,847.88	78.8
5204 CONTRACTUAL SVCS	161,633.00	0.00	9,520.09	3,983.92	45,295.45	106,817.46	66.1
5205 SUPPLIES & MATERIALS	31,300.00	0.00	0.00	248.84	9,621.02	21,678.98	69.3
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	460.89	460.89	1,854.11	80.1
TOTALS	627,378.00	0.00	9,520.09	36,275.49	334,666.81	283,191.10	45.1

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

5101000 EMPLOYEE SALARIES	290,435.00	0.00	0.00	20,978.16	198,305.80	92,129.20	31.7
5102000 EMPLOYEE BENEFITS	101,288.00	0.00	0.00	10,603.68	72,424.53	28,863.47	28.5
5203000 TRAVEL	40,407.00	0.00	0.00	0.00	8,559.12	31,847.88	78.8
5204000 CONTRACTUAL SVCS	161,633.00	0.00	9,520.09	3,983.92	45,295.45	106,817.46	66.1
5205000 SUPPLIES & MATERIALS	31,300.00	0.00	0.00	248.84	9,621.02	21,678.98	69.3
5207000 CAPITAL OUTLAY	2,315.00	0.00	0.00	460.89	460.89	1,854.11	80.1
PS SUBTOTALS	391,723.00	0.00	0.00	31,581.84	270,730.33	120,992.67	30.9
OE SUBTOTALS	235,655.00	0.00	0.00	4,693.65	63,936.48	162,198.43	68.8
COMPANY 6503-I TOT	627,378.00	0.00	9,520.09	36,275.49	334,666.81	283,191.10	45.1

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 04/30/2020

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION	CURRENT MONTH	YEAR-TO-DATE	
CENTER	COMP	ACCOUNT	DESCRIPTION		
COMPANY NO	6503	PROFESSIONAL & LICENSING BOARDS			
COMPANY NAME	PROFESSIONAL & LICENSING BOARDS				
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	285.00	2,865.00
103700069901	6503	4293702	BROKER	3,150.00	43,650.00
103700069901	6503	4293703	HOME INSPECTORS	200.00	4,000.00
103700069901	6503	4293704	PROPERTY MANAGER	.00	5,355.00
103700069901	6503	4293705	SALES AGENTS	450.00	3,375.00
103700069901	6503	4293707	FIRMS	600.00	7,600.00
103700069901	6503	4293708	CONDOMINIUMS	340.00	2,226.67
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	3,775.00
103700069901	6503	4293711	EDUCATIONAL COURSES	1,290.00	13,295.00
103700069901	6503	4293712	ADDITIONAL LICENSES	180.00	5,585.00
103700069901	6503	4293713	CHANGE OF ADDRESS	585.00	7,275.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	105.00	1,875.00
103700069901	6503	4293715	LATE RENEWAL FEES	1,220.00	22,300.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	3,450.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	5,375.00
103700069901	6503	4293719	RENEWAL BROKER	875.00	190,245.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	.00	5,400.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	125.00	11,875.00
103700069901	6503	4293722	RENEWAL SALES AGENTS	375.00	13,625.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	875.00
103700069901	6503	4293724	RENEWAL FIRMS	500.00	39,990.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	.00	7,275.00
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	2,100.00
ACCT: 4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)		10,280.00	403,386.67

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STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 04/30/2020

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
ACCT:	42	6503	LICENSES, PERMITS & FEES		10,280.00	403,386.67 **
103700069901	6503	4393003	MISC FINES & PENALTIES		.00	9,571.90
ACCT:	4393	6503	PENALTIES (NON-GOVERNMENTAL)		.00	9,571.90 *
ACCT:	43	6503	FINES, FORFEITS & PENALTIES		.00	9,571.90 **
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD		.00	472.00-
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU		700.00	9,655.00
ACCT:	4596	6503	CHARGES FOR SALES & SERVICES		700.00	10,127.00 *
ACCT:	45	6503	NONOPERATING REVENUES		700.00	10,127.00 **
103700069901	6503	4920045	NONOPERATING REVENUES		.00	7,799.89
ACCT:	4920	6503	OTHER REVENUE		.00	7,799.89 *
ACCT:	49	6503	OTHER REVENUE		.00	7,799.89 **
CNTR:	103700069901	6503	NONOPERATING REVENUES		10,980.00	430,885.46 ***
103700069902	6503	4920045	NONOPERATING REVENUES		.00	899.75
ACCT:	4920	6503	NONOPERATING REVENUE		.00	899.75 *
ACCT:	49	6503	OTHER REVENUE		.00	899.75 **
CNTR:	103700069902	6503	OTHER REVENUE		.00	899.75 ***
COMP:	6503	6503			10,980.00	431,785.21 ****
B UNIT:	1037	6503			10,980.00	431,785.21 *****

Revenue Report Ending 04/30/20

(Additional Report) Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	4,000	285	1,135	2,865	72
Auctioneer	250	0	250	0	
Broker	63,000	3,150	19,350	43,650	69
Home Inspectors	4,000	200	0	4,000	100
Property Manager	7,000	0	1,645	5,355	77
Sales Agents	6,000	450	2,625	3,375	56
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	600	(600)	7,600	109
Condominiums	8,000	340	5,773.33	2,226.67	26
Timeshare Projects	5,000	0	1,225	3,775	76
Educational Courses	15,000	1,290	1,705	13,295	89
Additional Licenses	3,000	180	(2,585)	5,585	186
Change of Address	8,000	585	725	7,275	91
Certificate of Licensure	3,000	105	1,125	1,875	63
Late Renewal Fees	11,000	1,220	(11,300)	22,300	203
Renewal Res Rental Agents	6,000	0	2,550	3,450	58
Renewal Auctioneer	5,000	0	(375)	5,375	108
Renewal Broker	190,000	875	(245)	190,245	100
Home Inspection Renewal	6,000	0	600	5,400	90
Renewal Property Manager	12,000	125	125	11,875	99
Renewal Sales Agents	15,000	375	1,375	13,625	91
Renewal Timeshare Agents	1,500	0	625	875	58
Renewal Firms	40,000	500	10	39,990	100
Renewal Timeshare Project	7,000	0	(275)	7,275	104
Renewal Additional Licenses	5,000	0	2,900	2,100	42
Misc. Fines, Penalties and NO Rev	21,000				
Interest Earned		0	2,728.46	18,271.54	87
License Law Books Sold	300	0	(172)	472	157
Directories/Lists Sold	9,000	700	(655)	9,655	107
	463,050	10,980	47,471.79 (16,207)	431,785.21	93