



The Real Scene from
ROCK-GREEN REALTORS®
 ASSOCIATION
www.RockGreenRealtors.com

4451 Woodgate Drive, Suite 100
 Janesville, WI 53546
 Office: 608.755.4854
 Fax: 608.755.4843

**A word from your President
 By Connor Fox**

Happy 2022 everyone! I hope you all had a safe and fun holiday. I ended up with the flu, just my luck! But still made the most of it.

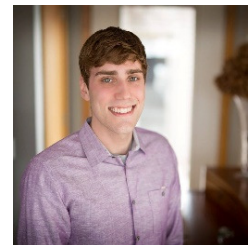
With 2021 behind us, I think it's important to look ahead and start planning out your year. What are your goals and aspirations for your real estate career? How can you (or we since we're all in this together!) reach your goals? Real estate in Rock County is still going strong. We are still seeing correctly priced homes go quick even for this time of year and interest rates are still great. It is important to let buyers know that even with a slowdown in the market this time of year, it is still a great time to buy. The same could be said to sellers! As of right now, there are only 144 active listings in Rock County.

Just a couple quick reminders:

- 1) We are in a license renewal year so keep that in mind in the coming months!
- 2) There will be an upcoming membership meeting in the next several months so be on the lookout for information regarding that.

I wish everyone all the best and hope you have a wonderful 2022!

Connor



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JANUARY 2022

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EXECUTIVE COMMITTEE

PRESIDENT

Connor Fox
756-4196
connorfox@c21affiliated.com

PRESIDENT-ELECT

Verna Saladino
755-5400 |
verna@thebriggsrealtygroup.com

TREASURER

Jennifer O'Connell
756-3932 |
joconnell@realtyexecutives.com

SECRETARY

Tammy Cherry
754-2121 | tcherry@shorewest.com

LOCAL DIRECTORS

Jerry Morse | Past President
754-5300 |
morserealestate@hotmail.com

Kevin O'Leary
741-1000 | kevinoleary6@gmail.com

Neil Kerwin
365-7791 | neilkerwin13@gmail.com

Donya Bundy
815-282-2222 |
donyabundy@yahoo.com

Sarah McLean
756-3932
sarahmclean@realtyexecutives.com

John Mansur
728-7801 | john@davemansur.com

Macy Walter
754-2121
macywalter@shorewest.com

Stephanie Mawhinney | 1-year term
754-0700 | scm@knightbarry.com

ROCK-GREEN STAFF

Vicky Kreyer | Association Executive
608-755-4854
Vicky@rockgreenrealtors.org

Sue Cook |MLS/Membership
Administrator
608-755-4841
Sue@RockGreenRealtors.org

The Real Scene is published by the
Rock-Green REALTORS® Association.
PH # 755-4854 | FAX # 755-4843
Website www.rockgreenrealtors.org

Editor of *The Real Scene*
Vicky Kreyer, Association Executive
Co-Editor
Sue Cook, MLS/Membership Administrator

ASSOCIATION NEWS

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A Note from your Association Executive:

Hello all and Happy January! Happy New Year and Welcome to 2022!

We are in the process of setting up the Membership meetings for 2022. If you have any ideas or special topics you would like to know more about, please let me know. Thank you!

Thank you to all that renewed your membership. We really appreciate it. If there is anything we can do for you, please let us know. We are here to make your real estate life a little easier, at least on what we can. 😊

Do you like to help plan parties or fundraisers or just like to have fun? Then, we need you to help us on our Community Involvement Committee. Previously the Community Family Fun Fair. We are expanding this to multiple community events and fundraisers. We would like to break this up into multiple task forces for different projects. Just one idea that we are thinking of. Please sign-up today so we can brainstorm and jump start this committee and have a great 2022!

We are trying to come up with more Community Activities so, if you have any suggestions, Please call me and let me know. We need to show the Area Communities that we live in that We Care... Because **That's Who we "R"**

Your Association is looking for members who will step up and help fundraising efforts to complete our obligation for the AriseNow Project. If you like to do fundraising or have ideas on what we can do as an Association to raise funds for our pledge, please give us a call or email to let us know you are interested. This will be a small task force just until we collect the amount needed to fulfil our obligation. I do know we have some creative folks in our Membership, please take a little time out of your busy schedules to help out your Association and maybe even have a little fun! Call 755-4854 | E-mail vicky@rockgreenrealtors.org Thank You!

IMPORTANT NUMBERS

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail Association Executive	Vicky@RockGreenRealtors.org
e-mail Member Services	Sue@RockGreenRealtors.org
Web Site	www.rockgreenrealtors.org
WRA Members Only	1-800-279-1972
Members Only Legal Hotline	1-800-799-4468
Legal Hotline	(608) 242-2296

General Office Hours----

Monday-Thursday | 8:30 a.m. – 5 p.m.
Friday | 8:30 a.m. – 12:30 p.m.

**ROCK-GREEN REALTORS® ASSOCIATION
2020-2021 ASSOCIATION
COMMITTEE LIST**

BUDGET/FINANCE

Jerry Morse, Co-Chair
Blair Winn, Co-Chair
Neil Kerwin
Colleen Nelson
Connor Fox

BYLAWS

Blair Winn, Co-Chair
Jeff Zuelke, Co-Chair

DINNER DANCE

Diana Stoehr, Chair
Connor Fox, Co-Chair
Rebecca Bittner
Val Eagan
Renae Henry
Heidi Krenz-Buchanan
Colleen Nelson
Paul Schieldt
Sherri Shaw
Wade Williams
Vicky Kreyer

EQUAL OPPORTUNITY

Colleen Nelson, Chr.

GOLF OUTING

Gary Getchel, Co-Chair
Al Herbst, Co-Chair
Paula Carlson
Deb DeWitt
Devin Elliott
Kaye Fulton
Jeff Myers
Danielle Schmitz
Vicky Kreyer

GOVERNMENT

AFFAIRS/RPAC

Mary Gilbank-Peterson, Chair
Kelly Falk
Connor Fox
Heidi Krenz-Buchanan
Sarah McLean
Andrea Morse
Paul Schieldt
Macy Walter
Jeff Zuelke

Community Involvement

Kim Nickols, Chair
Kelly Falk
Linda Kleinschmidt
Patricia Leak
Kierra Wilson
Lynette Wurth
Vicky Kreyer

**MEMBERSHIP/Education/
Program/Communication**

Wade Williams, Membership-Chr
Diana Stoehr, Program Chair
Kelly Falk
Neil Kerwin
Andrea Morse
Verna Saladino

NOMINATION

Jerry Morse, Association Chair
Colleen Nelson
Neil Kerwin
Heidi Krenz-Buchanan
Verna Saladino, MLS Chair
Kelly Falk
Erika Penny
Wade Williams

PERSONNEL

Jerry Morse, Board Chair
Heidi Krenz-Buchanan
Neil Kerwin
Colleen Nelson
Blair Winn
Verna Saladino, MLS Chair

PROFESSIONAL STANDARDS

Wade Williams Chair '13 (T-18)
Mediator (T-)
Paul Schieldt, Mediator '12 (T-18)
Andrea Morse, Griev. Chr '12(T-18)
Ombuds, Verna Saladino 21(T-)
Adam Briggs '12 (T-09)
Julie Budrow '2020 (T-)
Earl Collins '14 (T-18)
Deb DeWitt '14 (T-18)
Carol Esselman '18 (T18)
Kaye Fulton '12 (T-18)
Mary Gilbank '12 (T-18)
Eric Kim '16 (T-14)
Heidi Krenz-Buchanan '20 (T-)
Patricia Leak '20 (T-)
Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair
Connor Fox, Incoming President
Wendy Bumgarner
Andrea Morse
Colleen Nelson

RECRUITMENT

Colleen Nelson, Chair
Neil Kerwin
Andy Dongarra
Valerie Eagan
Jerry Morse

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

YOUNG PRO'S TASK FORCE

Connor Fox, Chair
Ben DeWitt
Deb DeWitt
Kelly Falk
Kristin Hoff-Filak
Neil Kerwin
Heidi Krenz-Buchanan
Mary Ellen Mackey

STRAT PLAN COMMITTEE

Jerry Morse, Chair
Neil Kerwin
Colleen Nelson
Paul Schieldt
Ben Shult
Blair Winn
Jeff Zuelke

CORE STANDARDS COMMITTEE

Jerry Morse - Chair
Colleen Nelson
Macy Walter
Lindsey Chrostowski
Wade Williams
Diana Stoehr
Vicky Kreyer

REALTOR® & Government Day

**RGD back in person in Madison on
February 9, 2022 The Madison Concourse
Hotel and Governor's Club, 1 W. Dayton St.,
Madison, WI 53703**

Advocacy starts with your voice. Success starts with your voice. And you can make your voice heard on February 9, 2022. Let's shape the future together this February in Madison at the 2022 REALTOR® & Government Day (RGD).

RGD is your chance to advocate for your business, your industry and your clients. REALTORS® from all across the state come together in unity to shape the future of Wisconsin real estate and maintain a thriving industry. You'll have the unique opportunity to meet in person with your state lawmakers to advocate for issues that impact the real estate industry, homeownership and property rights in Wisconsin. Your voice will be heard, and a better Wisconsin real estate market will follow.

Tentative Schedule:

12:30 - 1:00 p.m. Registration

1:00 - 1:15 p.m. Welcome and overview

1:15 - 1:45 p.m. Address by Gov. Evers (invited)

1:45 - 2:45 p.m. Issue briefing

2:45 - 3:00 p.m. Move to the Capitol

3:00 - 4:30 p.m. Capitol visits

4:30 - 5:30 p.m. Reception back at the Madison Concourse

Registration is free, but your efforts are truly priceless.

Register online at WRA.org or call the office to register.

2023 Annual Dues Pre-Payment Plan

2023 you say? Yes, this is a program we started a few years ago and it has helped members get a head start on your dues so that you don't get caught paying the whole total in November when the holiday season starts. It is your choice, you can pay monthly, quarterly or just pay half then pay the other half when due or any amount at any time, either for a one-time \$5 counter fee. If you pay the total amount at any time there will not be a fee. Examples are: Monthly (Feb. 2022 thru September 2022) is \$88.50 a month with the last payment adjusted when we find out what the dues totals are. Quarterly (March, May, July and September) are \$177 with the last payment adjusted if needed. Estimated total \$708.00.

MLS INFORMATION:

FYI

“Withdrawn by Seller” does not mean “Expired”

***** Advertising Reminder:** It is against MLS rules to advertise a property listed by another agent/broker without first obtaining permission from that agent/broker. The only exception to this rule is advertising done via an approved IDX site that has been registered with the MLS. IDX sites are only approved if they are controlled by the registered MLS agent/broker, and are clearly identified as being provided by the registered MLS agent/broker. Sites such as Facebook do not qualify as approved IDX platforms. A generic link on Facebook directing viewers to listings on an approved IDX site is allowed. The link should contain no information about, or photos of specific listings. A generic statement such as “Click to see homes in Waunakee” would be allowed.

***** If a new listing is not ready to be shown, it still must be entered into the MLS. You have the option of entering it as either Delayed or Active. If entered as Active, the date showings will be allowed must be entered in the first line of the public remarks. If a listing is not ready to be shown, it cannot be shown by anyone, not even the listing office.**

******* The Following changes/additions were made to listing data we collect. If you have an active listing with any of these features, please add/adjust them within Paragon. Updated profile sheets can be found in the MLS Documents on Paragon.

- An option for Exterior Type of Engineered Wood has been added
- Storage Unit has been added as an option for Other Room Type for Condos. This will allow you to include the dimensions and level for condo storage units
- The option for Elevator/Chair Lift under Barrier Free Features has been split into two individual selection.
- A new search field for Main Level Bedroom has been added. This field is auto populated based on the individual bedroom levels input.

***** Control you Searches with Search Qualifiers**

To the right of most search fields within Paragon, you will find a drop down containing search qualifiers. Most default to Equals or Contains, meaning that when you enter a search option, Paragon will find matches that equal or contain what you have asked for.

You may ask, what is the difference between Equals and contains? The best way to explain this is with an example: think of searching by Subdivision. If you type in Seminole, and the search qualifier for the Subdivision field is set to “Contains, you will get all the listings with the word Seminole

somewhere in the Subdivision field. If you specifically want listing in the Seminole Forest Subdivision, you want to change the default search qualifier to Equals, and type Seminole Forest into the search field to get just listings in the Seminole forest Subdivision.

Besides Equals and Contains, other search qualifiers available are: Not Equal to, Contains All, Does Not Contain, Starts With and Not Starting With.

******* An option to directly access your [TrustFunds](#) portal from Paragon is available under the Resources drop down located on the main Paragon menu above. From your TrustFunds portal you can click on Transactions (located in the upper right) to see the status and history for all electronic earnest money transactions for both your buyers and your sellers.

Thank you, Sue

MLS Officers/Directors

Wade Williams, President
Phone: 608-289-7912
wadeway@gmail.com

[Kathleen Stumpf Treasurer](#)
Phone: 608-754-2121
kstumpf@shorewest.com

Chris Burton, Secretary
Phone: 608-758-9779
burtonc@firstweber.com

Ben Rein, 1-Year Director
Phone: 608-295-7917
benreinrealty@gmail.com

Eric Kim, 1-Year Director
Phone: 608-884-8468
eric_kim1987@yahoo.com

[Alexandra Bowers 1-Year Director](#)
Phone: 608-757-2862
alexandra@zteam1.com

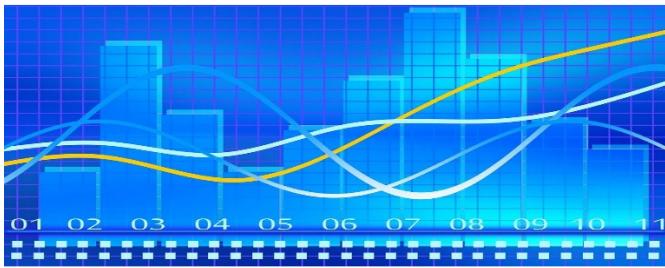
Andrea Morse, 2-Year Director
Phone: 608-754-5300
amorse@ymail.com

Gloria Singer, 1-Year Director
Phone 608-755-5400
gloria@thebriggsrealtygroup.com

Rebecca Bittner, 2-Year Director
Phone: 608-741-1000
rebeccaibittner@gmail.com

Charla Piper 1-Year Director
Phone: 608608-754-2121
cpiper@shorewest.com

Kimberly Govert-Meris 1-Year Director
Phone: 608-365-1481
kgmeris@c21affiliated.com



Rock County Housing Statistics

Madison, Wis.—As we approach year-end, sales performance varied regionally on a year-to-year basis. The strongest sales were seen in the Southeast region, which is running 3.7% higher than last year. Also up was the Central region, up 1.1%, as well as the South Central region, up 0.7%. In contrast, the Northeast region fell 1.4% for the first 11 months of the year compared to that same period in 2020. The West region dropped 4.1%, and the North region declined 5.8%.

On a year-to-date basis, all regions have seen their median prices rise, with the Southeast region up by the smallest margin, up 6.8%, compared to the January-through-November period last year, followed by the Central region, up 9.1%. Median prices rose between 11.5% and 13.5% in the remaining regions of the state.

Mary Duff, 2021 Chair of the WRA Board of Directors, **Trends in Sales and Prices:** “Very tight inventory continues to be a drag on sales, so it’s quite remarkable that we are essentially even with last year’s record pace. The flip side is that the mismatch between weak supply and strong demand, especially among millennials, has kept the pressure on prices, with median prices up 9.5% year-to-date.

Michael Theo, WRA President and CEO tells us, **Mortgage Rates and Affordability:** “Mortgage rates fell to record-low levels in December of last year, and while they increased slightly in 2021, they remained very low by historical standards, which has helped keep Wisconsin housing affordable. We do expect these rates to rise next year, so this is a good time work with a REALTOR® who is experienced to take advantage of this very favorable mortgage environment.”

Dave Clark, Marquette University Economist and WRA Consultant, **Economic Impact of the Inflation Problem:** He says, “The biggest economic story of 2021 has been the resurgence of inflationary pressures, and in November, the inflation rate hit .8%, a level unseen in nearly 40 years. There are myriad potential economic consequences resulting from unchecked inflation, including slower economic growth and higher mortgage rates. While we don’t believe mortgage rates will rise to the double digit levels seen in the early 1980s, we do expect mortgage rates to increase in 2022, until the Fed gets inflation under control.”

Rock County Housing Statistics—The median price for November 2021 is \$199,950 and for the month of November in 2020 it was \$181,850 that was an increase of +10.0% and the **Sales** for November 2021 is 232 and November of 2020 was 236 that was a decrease of -1.7%. In November of 2021 there was 2.5 months of **inventory** and in November of 2020 there was 2.8 that was a decrease of -10.7%. Average **days on the market** in November of 2021 was 62 and November of 2020 was 74 that was a decrease of -16.2%.

Statewide Housing Statistics—The median price through November 2021 is \$241,000 and through November of 2020 it was \$220,000 that was an increase of +9.5%. The sales through November of 2021 is 82,280 and through November of 2020 was 82,055 that was +0.3% change.

All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly.



My bread and butter
are listings with
finished basements.



They’re my best cellars!

Did you know...The REALTOR® Party is a powerful alliance of REALTORS® and REALTOR® Associations working to protect and promote homeownership and property investment? The REALTOR® Party speaks with one voice to advance candidates that build strong communities and promote a vibrant business environment.

The REALTOR® Party is effective at all levels of government because of its grassroots strength. That strength is exhibited in advocacy as well as community involvement. The REALTOR® Party works hand in hand with the REALTORS® Political Action Committee (RPAC). NAR provides a wide variety of resources to foster and harness the grassroots strength of the REALTOR® Party.

More info at: www.NAR.Realtor in the Advocacy section.

2022 is here! Wishing all January birthdays the best.

January! The 1st New Years Day, 17th MLK Jr Day and the Full Moon.



If you have any issues or questions for the MLS Officers/Directors, send in a letter or request to speak to the Board directly, then we can add it to the agenda.

Rock-Green REALTORS® Association is always looking for new members/new offices. New member/office applications can be found online at www.rockgreengreentors.org Forms Library (fees not disclosed online) or call the office, we can fax or email applications if you wish, for new offices, agents, brokers, affiliates and local affiliates. The more the merrier!

New Members:

Ken Redeker, Keller Williams Signature~Janesville
 Kathy Schultz, Keller Williams Signature~Janesville
 Jennifer Morgan, Keller Williams Signature~Janesville
 Shelly Schroeder, Keller Williams Signature~Janesville
 Kristen Williams, Keller Williams Signature~Janesville
 Dawn Radke, Keller Williams Signature~Janesville
 Holly Van Veen, Keller Williams Signature~Janesville
 John Van Veen, Keller Williams Signature~Janesville
 David Young, Keller Williams Signature~Janesville
 JoAnna Waite, Shorewest Realtors
 Steve Lauber, The Janesville Gazette

Office Name Change:

Keefe Real Estate~Lake Geneva to Compass Realty~Lake Geneva

New Offices:

Keller Williams Signature~Janesville
 4450 Milton Ave., Janesville, WI 53546

Offices Leaving:

Rosenstiel Realty
 360 Home Inspections
 Luedtke Realty LLC
 Wisconsin Housing Inspection

Members Transferring:

Erica Nanno, to Realty Executives from C21 Affiliated (J)
 Heidi Rose Anderson, to C21 Affiliated (B) from RASCW to Rock-Green

Members Retiring:

Earl Collins, Century 21 Affiliated (J)
 Walter Bancroft, Wisconsin Housing Inspection

Members Leaving:

Wayne Albertson, Albertson Realty & Auction Service
 Janet Albertson, Albertson Realty & Auction Service
 Barbara Krattiger, Albertson Realty & Auction Service

Tom Bradley, Janesville Gazette
 Chris Collins, Summit Credit Union
 Carol Esselman, First Weber Inc.
 Darius Evans, EXP Realty, LLC Middleton Greenway
 Fredrick Gensmer, Shorewest Realtors
 Tracy Grover, Mansur Real Estate LLC
 James Thompson, 360 Home Inspections
 Desirae Wedell, Shorewest Realtors
 Bradley Hasseler, Century 21 Affiliated (J)
 Heather Hasseler, Century 21 Affiliated (J)
 Robert Walker, Century 21 Affiliated (J)
 Kathleen Rock, Shorewest Realtors
 Holly Barrett, Century 21 Affiliated (B)
 Shlomo Calvo, Walker Realty Group LLC
 Joshua Ellett, Windowstill
 Amy Garza, First Weber Inc.
 Stacey Hardenstine, First Weber Inc.
 Sarah Iverson, Century 21 Affiliated (J)
 Desiree Metzger, Century 21 Affiliated (B)
 Diane Rosenstiel, Rosenstiel Realty
 James Thompson, 360 Home Inspections
 Stephanie Luedtke, Luedtke Realty LLC

New Members—

Welcome to your local Association, Please make sure to complete the Code of Ethics online portion prior to attending the New



Member course. Instructions will be in your New Member Welcome packet. If you have any questions please call us.

“Please make sure you take your orientation class before your six (6) months is up. You signed a paper stating you would take it before the six (6) months was up.” Thank you!

**New Member Orientation
 Schedule for 2022
 February 10, 2022
 May 12, 2022
 August 11, 2022
 November 10, 2022**

“Thank you Wade Williams for being our orientation instructor in house and on Zoom, very much appreciated. Thank you to Beth Hanthorn for participating with Wade.”



JANUARY BIRTHDAYS

3	Rachel Larsen
4	Cynthia Briggs
5	Mary Hively
6	Linda Steinke
	Charla Piper
10	JoAnna Waite
11	Janine Birkhimer
	Kenneth Pizzurro
	Linda Kleinschmidt
12	Carol Thiel
15	Jay Frazier
16	Jason Sheridan
17	Preston Coutts
19	Tony Dransfield
20	Colleen Nelson
	Kyle Carrier
21	Angelica Figueroa
	Devin Elliott
22	Jim Reilly
23	Jordan Zwickl
	Kassandra Dixon
	Brianna Skog
24	Beth Hanthorn
25	Macy Walter
26	Julie Raese
29	Melani Phillips
	Jackie Borgwardt
31	David Neuville
	Mya Bosco

Have we missed your Birthday?
Please let us know so that we may acknowledge your special day.

Appraiser Request:

With the ongoing COVID pandemic, appraisers are having to rely more on MLS photos for property condition. While the interior photos are generally more than sufficient, it is the exterior photos that we need help with. When possible, please provide photos of all four sides of the exterior along with any exterior amenities. Thank you.

DATES TO REMEMBER 7

JANUARY 2022

Dec. 19, Assoc. B.O.D meeting, Assoc. Office 8:45 A.M.

Dec. 24 OR 27, MLS Board Meeting, Assoc. Office 9 A.M.

UPCOMING EVENTS 2022

Feb. 16, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

Feb, 09, Realtor & Government Day, Madison



FEBRUARY BIRTHDAYS

2	Jeff Zuelke	22	Julie Budrow
	Rosalind Voegeli		Dan Kindl
4	James Coutts	23	Gary Getchel
	Daniel Knull		Ed Hansen
7	Kevin O'Leary	24	Pat Bellinghiere
12	Troy Angus	25	Lynne Forrestal
13	Connor Fox		Kristin Hoff-Filak
14	Lori L Whiting	28	Geoffrey Bue
18	Christopher Burton		Dawson Holmberg
19	Christine Sweeney	29	James P Seichter

2021 RPAC Review for Rock-Green

"I want to personally thank all REALTORS® and affiliates who contributed to the REALTORS® Political Action Committee (RPAC) or the Direct Giver last year. The 2021 fundraising campaign was a huge success! For the first time ever we raised over \$700,00 that will be used to financially support political candidates who support and protect homeowners and our industry. As contributors, you understand that RPAC protects our industry from laws and regulations that threaten your business. RPAC gives REALTORS® a powerful voice on issues that matter to the real estate industry. Through the support of people like you, we will continue to be successful by passing good laws and defeating bad ones. RPAC is a wise investment in our business. Thank you!" **Amy Curler, West Bend**

Hello all, I just received the RPAC-Wisconsin Board Performance Stats as of 12-31-2021. We had a RPAC Board Goal of \$13,000 for 2021 and we ended with a total of \$19,590. Awesome Job to you all! We appreciate all that donated at one of our functions and/or on your dues billing, it all adds up. We would like to extend a Special Thank You to our large donors for 2021. First we have a Golden "R" donor, Mary Gilbank-Peterson and we have three Sterling "R" donors, Tammy Cherry, Macy Walters and Jeff Zuelke. Thank you to you all. Great Job!