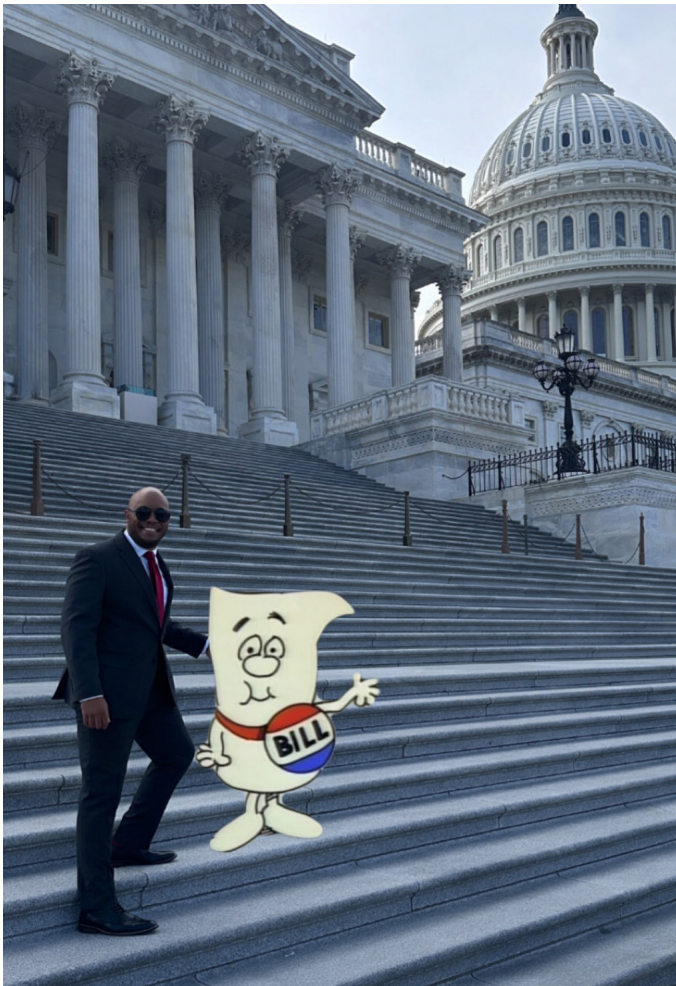


COLUMBUS
REALTORS®
GOVERNMENT
AFFAIRS
MID-YEAR
UPDATE



2024


COLUMBUS
REALTORS®



MESSAGE FROM THE GAD

This has been an exciting time in advocacy for real estate!

Columbus REALTORS® members and staff have been very active this quarter and continue to move the needle in the advocacy space. During the second quarter of the year, members visited the Ohio statehouse for the annual REALTORS® at the Rotunda to advocate for consumer protections from predatory practices, uniformity in written agency agreements, tax reform, and homebuyer savings programs.

We then took a trip to DC for our annual NAR mid-year legislative meetings. And, this year we were back on the hill for our legislative meetings. Members met with our congressional delegation (Joyce Beatty (OH-3), Troy Balderson (OH-12), Mike Carey (OH-15), and Senator Sherrod Brown. Top priority issues in our advocacy on the hill include:

- Ensuring veterans maintain access to professional representation and can compete in the market by allowing VA buyers to compensate their broker directly;
- Supporting commercial real estate investment by preserving 1031 like-kind exchanges;
- Incentivizing homeownership by increasing the \$10,000 cap on the state and local tax (SALT) deduction and eliminating the marriage penalty; and
- Requesting Co-sponsorship for the Direct Seller and Real Estate Agent Harmonization Act (H.R. 5419) to ensure real estate agents maintain their independent contractor status under the Fair Labor Standards Act (FLSA).



**SPC Andrea White and Columbus REALTORS® Director Ian Thickstun speak with State Rep. Tracy Richardson (R-Marysville) on the issues at REALTORS® at the Rotunda.*



Columbus REALTORS® members with US Congressman Troy Balderson in his Washington D.C. office.

As we continue to build relationships and make inroads into the communities we serve, our very own 2024 Treasurer Gloria Alonso Cannon provided an industry update to Hilliard City Council. Gloria expressed the need for more workforce housing as well as highlighted the importance and benefits of smart, responsible growth and development. In addition to building out our presence in city halls across central Ohio, we held another Get to Know event in Marysville, Ohio, with an upcoming Get to Know event in Reynoldsburg.

**A SPC or State Political Coordinator is a program of Ohio REALTORS®, which assigns REALTOR® members to state legislators to support direct lobbying in Columbus with grassroots REALTOR® involvement*

Also, in Quarter 2 of this year we launched our inaugural State of Housing & Development in central Ohio event with our Industry partners at BIA of Central Ohio, Mid-Ohio Regional Planning Commission (MORPC), Homeport, One Columbus, and DRK Company Realty.

This year's theme is Lean Into It: Tackling tomorrow's challenges in housing, transportation, infrastructure and development. The two-hour forum, which was heavily attended by Columbus REALTORS® members and key stakeholders, opened with a look ahead to the development efforts taking place in the region with Kenny McDonald, president and CEO of One Columbus and Columbus REALTORS® CEO, Brent Swander.



From the left: Columbus REALTORS® Members attend inaugural State of Housing and Development in central Ohio event. Panel discussion (from left to right) Joe Thomas, Jon Melchi, Leah Evans, and Scott Light. Columbus REALTORS® CEO, Brent Swander chats with Kenny McDonald, President and CEO of OneColumbus Partnership

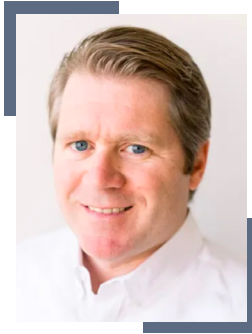
The crowd then heard from William Murdock, executive director for MORPC, who took a deep dive into the future of transportation in the region. This included a detailed discussion on LinkUs, the expanded public bussing venture, and the potential for trains that could link Columbus with other midwestern metros, providing our audience with crucial insights for future planning. Lastly, moderator Scott Light closed out the program by interviewing panelists Leah Evans (Homeport), Jon Melchi (BIA of Central Ohio—BIA), and Joe Thomas (DRK Metro Development). Each panelist brought a unique perspective, enriching the discussion and broadening our understanding of the housing and development landscape.

“Yes, sometimes the best thing to do is to say nothing at all. But now is the time to stand up and say something.”

*Brent Swander, CEO,
Columbus REALTORS®*

Columbus REALTORS® members and staff continue to work closely with local municipalities to advocate for policies that protect consumers from predatory practices such as wholesaling, advocate for zoning reform and strategize on policies to incentivize developers to build. It takes a village, and our advocacy is strong and we invite more folks to get engaged.

The summer months allow us to spend time with family and friends and relax a bit before school starts in the fall; however, there is always something to do in advocacy! Stay up-to-date with the latest real estate advocacy news on the local, state, and federal levels by signing up for the weekly government affairs e-updates. Visit a local government or community engagement event in your neighborhood and/or register for upcoming government affairs/advocacy events on the Columbus REALTORS® website. YOUR voice matters!



MEET GREG KULLMAN

YOUR 2024 CORPAC GOVERNING BOARD CHAIR

It wasn't until I attended the National YPN Leadership Retreat in Chicago as incoming Columbus REALTORS® YPN Chair back in 2017 that I started to understand the intersection of politics, advocacy and the real estate industry. As someone who wasn't really interested in politics growing up, I had the opportunity to learn more about our industry and all the ways REALTORS® could be involved in helping influence policy that would both better our communities while also improving the lives of my fellow colleagues working in our industry. That week, I was asked to take the YPN 10 for 10 pledge, committing to invest \$10,000 over ten years. I happily took that pledge and have continued to seek opportunities to have a voice in shaping our industry.

As CORPAC Governing Board Chair in 2024, I seek to further relationships that have been built before me while also engaging and forging new relationships that will benefit our members, consumers and communities that we serve, as it pertains to home ownership. Open communication lines with local politicians, who respect and seek information from our members on how policy decisions impact the clients we serve, is paramount as Columbus continues to grow. While housing is just one portion of a multitude of challenges every growing city faces, it's an important one, and engaging in healthy dialogue with policymakers will be a focal point this year.

This year, I'm most excited about the positive change that's happening in Columbus. While we've always been on the map so to speak, Columbus continues to get positive press through the attraction of Intel and other major companies locating here. Columbus is embarking on the huge undertaking of rewriting the city zoning code and thrives to solve some of the housing, transportation and safety issues facing the City. As integral members of the communities we serve, Columbus REALTORS® and specifically the CORPAC Governing Board, are in a unique position to ensure Realtors and community members are heard and understood, and as we continue to redefine what Columbus looks like, it's done with all people in mind.

I would encourage my fellow REALTOR® members to take a moment to appreciate what we get to do every day and start to question why. I've recently hit 10 years in the real estate industry and wouldn't change it for anything. I've come to love the relationships we get to build, the unique experiences and memories we get to enjoy with clients, and the impact we can have in the communities we serve.

We get to do this because we invest in these communities and we've built relationships with policymakers who make important decisions - decisions that impact both our ability to make a livelihood and subsequently, our ability to continue to positively impact families. I'm proud to say in 2024, in eight short years, I've fulfilled the 10 for 10 YPN pledge I made in 2017, and will continue to do my part in pushing our industry forward.



INVEST IN CORPAC!

On May 16, nearly 200 members attended the annual CORPAC Auction at Lower.com Field where we raised \$75,000 through our live and silent auction! At the event, we recognized former Columbus REALTORS® President and founder of CORPAC, Charlotte Van Steyn, for her leadership and vision of CORPAC as we celebrate its 30th anniversary. Thank you, Charlotte, for all you've done for political advocacy in real estate in central Ohio.

We hope everyone enjoyed the Huntington Field Club and the rare opportunity to watch the players practice at Lower.com! Thank you to our generous event sponsors, supportive members, and CORPAC Fundraising Committee for making this event a success.



DID YOU KNOW?

SO FAR THIS YEAR, CORPAC HAS HAD SOME LEGISLATIVE WINS!

We successfully advocated for an amendment that removed restrictive language in Gahanna's zoning code ordinance.

We carefully worked with the sponsor of legislation that would create vacant and foreclosed properties registries to protect REALTOR® members from fees and penalties.

Strike a healthy balance in landlord/tenant protections with source of income and housing relocation legislation.

DID YOU KNOW?

The VA announced a temporary policy allowing VA buyers to compensate their buyer broker directly while determining when a formal rulemaking process is necessary. NAR will continue to monitor and provide updates as they occur.

This policy put VA buyers at a disadvantage in situations where offers of compensation are not offered from a seller, potentially forcing them to forego professional representation, choose a different loan product, or exit the market entirely.

UPCOMING GOVERNMENT AFFAIRS EVENTS



SAVE THE DATE FOR OUR ANNUAL GOLF OUTING!

AUG. 20: CORPAC Golf Outing (*Kinsale & Scioto Reserve*)

AUG. 23: Get to Know Reynoldsburg, 10-11:30a (*Reynoldsburg Library*)

ADVOCACY IN ACTION | QUARTER 2

60
NEW
SUBSCRIBERS
Three for Thursday
weekly update

75+
MEMBERSHIP
ZONING
ENGAGEMENTS

150+
TOUCHPOINT
MEETINGS
with local
and elected
officials

HOW WE ARE ENGAGED

LOCAL

Consumer protection: Columbus REALTORS® members and staff continue to work with local municipalities to encourage adoption of wholesaling legislation. Currently, we are working closely with Columbus City Council to push for wholesaling regulations to provide transparency, protect consumers, and reign in on predatory practices towards our aging populations and historically disadvantaged communities.

Short-term Rental: Columbus REALTORS® members and staff are engaged with local municipalities to strike a careful balance respecting all parties involved and protecting private property rights. We support policies that protect property rights by prohibiting local governments from banning short-term rentals, or limiting the duration and frequency of a STR.

Zoning: Columbus REALTORS® supports the City of Columbus and its efforts to modernize the city's zoning code. We fully support this effort and phase 1 of the zoning code and continue to work with city council and public officials on the next zoning phases, empathizing the importance of public feedback smart, responsible growth and development.

STATE

Agency Representation Agreements: The Ohio Legislature passed HB 466, which will establish a statewide standard for written representation agreements between residential real estate professionals and their clients. This legislation will ensure Ohio's consumers, brokerages, and agents are aware of and agree to the terms of representation and commission structure. The bill now heads to Governor Mike DeWine's desk and awaits his signature.

MEMBER ADVOCACY HIGHLIGHT



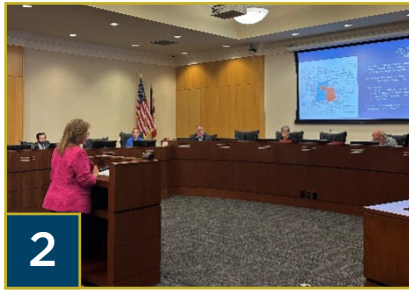
(2nd from left) – Kristine Aldemir was sworn into the Dublin Community Inclusion Advisory Committee for a two-year term, on June 3, 2024.

A graduate of University of Illinois in Champaign Urbana in Business Administration, Kristine has been a REALTOR® since 1983.

Having received many awards since, including the Columbus REALTORS® \$25 Million Dollars Club Award, she is also very active in multiple committees at the board and serves as a member of the Washington Twp DEI Committee. She is also one of the 9 founding members of AREA.

Join us in congratulating Kristine on her service to her community!

REALTORS® IN ACTION



1. Columbus REALTORS® attend REALTORS® at the rotunda; **2.** Treasurer Gloria Alonso Canon addresses Hilliard City Council; **3.** Columbus REALTORS® members hear from Marysville City Manager Terry Emery at the Get to Know Marysville engagement; **4.** Columbus REALTORS® advocate in Washington, D.C. (TOP: Members with Rep. Troy Balderson, members in the US Capitol building, members heard remarks from Sen. Sherrod Brown; BOTTOM: Members with Rep. Joyce Beatty, members kick-off RLM conference, members with Rep. Mike Carey); **5.** Members attend Columbus REALTORS® Fair Housing Month Symposium; **6.** Columbus REALTORS® members attend ZonIn gallery tour; **7.** City of Columbus Mayor Andrew Ginther with officers, CEO, GAD, and chairs of CORPAC and Government Affairs. **8.** Columbus REALTORS® members and staff at the Franklin County GOP Picnic. **9.** Columbus REALTORS® partnered with the National Association of REALTORS® to host a President's Circle lunch with Congresswoman Joyce Beatty. **10.** Columbus REALTORS® at the Franklin County Democratic Golf Outing at the CORPAC sponsored hole.

A CORPAC FUNdraising
Production



AUGUST 20, 2024

**Kinsale Golf &
Fitness Club**
3737 Village Club Dr., Powell

**Scioto Reserve
Country Club**
7383 Scioto Parkway, Powell

MEMBERS ONLY EVENT

Contributions to CORPAC are voluntary and are used for political purposes. Contributions are not deductible for income tax purposes. 60% of all REALTOR® contributions received will be forwarded to Ohio RPAC for use at the state and national level; the remaining 40% will stay with CORPAC for use at the local level. All non-REALTOR® member contributions will remain with CORPAC for use at the local level.

SPONSORSHIP OPPORTUNITIES

- \$2,500 SPOTLIGHT SPONSOR**
Includes foursome registration, one hole sponsorship w/ sign (*choice of course*), prominent logo in event program and event signage, logo in golf carts (both courses) & more!
- \$1,000 LEAN INTO IT SPONSOR**
Includes one hole sponsorship w/sign (*choice of course*), banner & more!
- \$500 LUNCH STATION SPONSOR**
- \$500 BEVERAGE CART SPONSOR**
Includes logo on drink ticket and beverage cart & more!
- \$300 AWARD HOLE SPONSORS**
 - Par 3 Hole Sponsors
 - Longest Drive W/ M
 - Longest Putt W/M
 - Awards Co-Sponsor (2)
- \$250 HOLE SPONSORS & PUTTING GREEN SPONSORS**
Includes hole sponsor sign (*choice of course, subject to availability*)
 - Hole Sponsors*
 - Putting Green (2)
 - Driving Range (2)

**Note: All Hole Sponsors must sign policy contract. Sponsor pricing for CR members only; non-members subject to increased rates*

SPONSOR FAQ'S:

- May sponsor more than one level/hole.
- Sponsors receive printed/virtual signage, virtual program recognition, *IN CONTRACT* mention and more!
- Absolutely no outside alcohol allowed
- Must let CORPAC know: persons at hole (day of), any competition/give-away and any additional needs
- Pay by card online.

**ADDITIONAL
SPONSORSHIP DETAILS
AVAILABLE HERE**



QUESTIONS?

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