



RANWW

Realtors® Association of
Northwestern Wisconsin

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The GAD Report

INTRODUCING: THE CHAIR

So, besides the obvious, what is The Chair and why is it important?

The Chair is our new fundraising campaign that we hope will inform you of the need to participate in RPAC, hopefully at the Direct Giver level or higher. The Chair will send a consistent message every month in the GAD Report on what having a seat in The Chair means to real estate, to your customers and to you.

For example, did you know that because we had a seat in The Chair, when decisions were being made on what businesses were going to be deemed essential at the front end of the pandemic, WRA was able to convince key leaders that real estate would be essential and we have seen the results of the designation with record home sales, reduced inventory and climbing prices.

The Chair has also laid bare the urgent need for rural broadband and the equally urgent need for more workforce housing. Efforts are underway with the state Legislature on both these hot topic issues while steps to increase the available housing stock and rural broadband in our jurisdiction are ongoing.



We will bring you reasons every month on how The Chair is working for you and your customers. Many of you will receive The Chair investment letter via mail or email in the coming weeks. **IT IS CRITICAL TO OUR SUCCESS THAT OUR MEMBERS PARTICIPATE IN DIRECT GIVER** so that we can support decision makers at all levels of government and have our seat in...The Chair.

Read more on Page 4 and INVEST IN RPAC.

This edition of the GAD Report will feature a look at our new Direct Giver investment program as well as a look at an excerpt from WRA landmark housing report "Falling Behind" and a look inside how the housing element of the Comprehensive Plan is done.

It's all done to give you an idea of why we ask you month after month to invest in RPAC and why we need to support decision makers that work for you and challenge those who don't.

Enjoy this month's report and remember to Vote. Act. Invest.

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SPECIAL POINTS OF INTEREST

- The Chair
- County Board Hears Plan
- Falling Behind Excerpt
- Capitol Insights
- REALTOR® Party
- Mine Liquidation

THE STATE'S ROLE IN LOCAL HOUSING

In a report by *LocalHousingSolutions.org*, a review of housing policies at the state level is presented along with the importance of advocacy at the local level to promote state housing policy. Legislators need to hear from both local elected officials and real estate interests in determining what kinds of housing are needed in their communities.

The communities' Comprehensive Plan gives a framework with which to proceed in a communities housing program. In Wisconsin the con-

ditions include housing needs and demands, promote the development of affordable housing, promote the availability of land for developing low-income housing and maintain or rehabilitate the local housing stock.

If you would like to learn more about the state requirements, go to the state website and download *Housing Wisconsin*, a guide to preparing the housing element for the Wisconsin's local Comprehensive Plan

“Just Because You Do Not Take An Interest In Politics, Doesn't Mean That Politics Won't Take An Interest In You.” —Pericles (430 B.C)

The School District of Barron will move ahead with its referendum after a recount showed a larger margin of victory than earlier was reported.

The referendum calls for \$24.5 million of bonding that will encompass projects across the district, mainly facility improvements.

The vote total at the end of election night was close enough that a recall petition was asked for by a resident to recount the ballots.

After the second round the vote total ended 740 Yes and 725 No.

WRA'S FALLING BEHIND WORTH ANOTHER READ

Workforce housing is defined as the supply of housing in a community that meets the needs of the workforce in that community. In the released report, housing is considered affordable for renting families that earn up to 60 percent of the area's median income, and affordable for owning families that earn up to 120 percent of the median income.

The report, "Falling Behind," authored by University of Wisconsin-Madison professor of urban and regional planning Dr. Kurt Paulsen, Ph.D., AICP, highlights three main causes of the workforce housing shortage. These include:

- Not building enough homes to keep up with population and income growth.
- Construction costs outpacing inflation and incomes.
- Outdated land use regulations that significantly drive up the cost of housing

The results of these root causes of the workforce housing shortage bring about the following results:

- Housing costs on the rise.
- A severe decline in homeownership.
- A continued decline in overall housing affordability.

The report outlines a number of goals including building more housing, increasing housing choice diversity, rebuilding and strengthening homeownership, reinvesting in older housing stock and neighborhoods, and making housing a priority. Read the report at : www.wra.org/FallingBehind



Rep. Tony Kurtz discusses the competing proposals for Wisconsin broadband expansion. In this episode, WRA Executive Vice President Tom Larson talks with Rep. Kurtz about how much Wisconsin will invest in expanded broadband service to unserved areas of the Badger State. Listen here: <https://youtu.be/qOz863FJR84>

BE A PART OF THE REALTOR PARTY



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 and public policies that build strong communities and promote a vibrant business environment.

Now more than ever, it is critical for REALTORS® across America to come together and speak with one voice about the stability a sound and dynamic real estate market brings to our communities. From city hall to the state house to the U.S. Capitol, our elected officials are making decisions that have a huge impact on the bottom line of REALTORS® and their customers. Through the support of REALTORS® like you, the REALTOR® Party represents your interests, interests at the federal level with issues such as mortgage interest deductions and flood insurance, at the state level with rural broadband and workforce housing and at the local level with housing, zoning, parks and other quality of life issues that make our communities, large and small, places to live, work and play. You can be a part of that by volunteering on a committee, investing in RPAC, running for office or working at the polls on election day. Vote Act Invest...it's all part of the REALTOR® Party.

RPAC AND YOU

Did you know that you can make your RPAC investment securely online using your Visa, Mastercard and now American Express card? And, you can set up monthly payments!

Go to <https://www.wra.org/dgcontribution/>

If REALTORS® do not speak out, get involved and help shape the discussion, someone else will.

Nobody knows a community better than a REALTOR®. You are on the front line as defenders of real estate issues.

Investing in RPAC assures you a seat at the table when critical decisions are made for homeowners and private property owners.

Supporting vetted candidates and incumbents at all levels of elective governance is part of what RPAC is about.

Now more than ever, we need your financial investment in RPAC thru the Large Donor Council or Direct Giver.





The Chair.

Besides the obvious usage for sitting, The Chair has a different meaning altogether when it comes to real estate. The Chair symbolizes a seat at the table for a REALTOR®, GAD or lobbyist when legislation that will affect housing, land use and the rights of private property owners are discussed, or local ordinances regarding zoning and land use are planned.

The Chair means that your business interests are being represented, policies that make it easier for your customers to achieve the dream of homeownership are realized and that bills that are an impediment to housing are defeated. In short, we have a seat at the table.

Because we had a seat at the table, when you go to closing with your customers, there is not an attorney standing behind you (ask your fellow REALTORS® in Illinois about that!). Because we had a seat at the table, Wisconsin real estate was deemed “essential” at the start of the pandemic and because we had a seat at the table, WRA and other allies kept historic rehabilitation as a priority for communities in the state, maintaining a tax credit up to \$3.5 million per project.

To have a meaningful dialogue with our elected representatives, we need to support them. How? Through the three principals of the REALTOR® Party: Vote, Act, Invest. First, vote for REALTOR® champions at all levels of governance. Next, act by attending REALTOR® & Government Day February 9th in Madison and last, invest in Direct Giver.

Direct Giver is a minimum investment of \$100 that goes to support local, state, and federal candidates that support your industry. It does not buy votes. If a politician can be bought for \$100, we need to have a different conversation with them. Your investment in Direct Giver can go to the candidate of your choosing. By supporting REALTOR® champions, you are supporting your industry and assuring that decisions regarding housing and land use will have a REALTOR®, GAD or lobbyist at the table.

In...The Chair.

Please make your Direct Giver investment using WRAs secure website:

<https://secure.donationpay.org/wra.directgiver.php>



ORCHARD HILLS GETS COUNTY BOARD ACTION

The largest housing project in county history has hit some bumps on the way to approval. Set on over 200 acres in the Town of Washington, the Orchard Hills development would include nearly 125 single family homes, walking trails on farm land off County Road II. The project received approval from the town Plan Commission, but was defeated on a 3 to 2 vote of the county Planning and Zoning Committee.

Despite the setback, the next step for the project is before the Eau Claire County Board on June 15th.

Opponents of the plan cite high density, wastewater and well water issues, much heavier traffic counts on mainly town roads and loss of rural character.



“We in America do not have government by the majority, we have government by the majority who participate” - Thomas Jefferson

WESTERN WISCONSIN FRAC MINE LIQUIDATING

Hi-Crush, which during the frac sand boom was the industry leader in Wisconsin has seen its fortunes turn the other way in recent years and is not shutting down or selling off its mining operations in the region.

The company, which filed for bankruptcy last year is now liquidating one of its mines. The mine in question is located in Whitehall. It began operations in 2014 and at the time, oil was over \$100 a barrel. When the price of crude fell, it fell fast and at one point was hovering in the teens per barrel. Add to that addition discoveries of untapped crude deposits in western Texas, where operators decided to gamble on locally mined sand instead of the premium Wisconsin northern white sand, and you the makings for bad financial times, while the drillers were saving over \$60 a

ton by not having to ship all the way from Wisconsin. Other mines in several counties in our jurisdiction have either curtailed operations, have idled or have ceased operations altogether.

The company is looking to sell it as a viable operation, meaning that they could either sell off all the pieces or someone could come it, but the assets and turn the switch back on and run the operation.

As of the writing of this report, crude oil is sitting around \$68 a barrel, profitable for many drillers, particularly in North Dakota, but maybe not so much in the oil fields of west Texas.

Did you know that you can use your Visa, Mastercard or American Express to make your Direct Giver investment? You can set up a recurring payment and run it until you reach the desired amount, or you can do it all at once. Remember, we also take LLC checks (sorry, NO corporate checks allowed).

Your investment in RPAC is an investment in your business!

Representatives in the Wisconsin Legislature

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OUR MISSION:

“RANWW/
NWWMLS UNITE
TO ADVOCATE FOR
REAL PROPERTY
RIGHTS, ADVANCE
PROFESSIONALISM
AND CONNECT MEM-
BERS WITH OUR
COMMUNITIES.”

RANWW GOVERNMENT AFFAIRS

The REALTORS® Association of Northwestern Wisconsin is the largest association in terms of area, stretching from Millston, Whitehall and Fountain City to the south all the way to central Bayfield and southern Ashland county to the north. We are the fourth largest of the 19 Associations in terms of membership. Your Association covers 385 units of local government, monitoring a wide variety of issues that can and do affect you. In addition to local government, your GAD also monitors issues at the state and national level that will have a direct or indirect impact on housing and the industry, as well as legislation that can affect the consumer. Your Government Affairs Director works with members and affiliates to raise investment dollars for RPAC that help to support elected officials that support your business. RANWW is one of only three REALTOR® Association's in Wisconsin that have their own PAC, which was started 41 years ago to support candidates at the local and state level. We maintain a Facebook page, called “The GADabouts”, that aims to keep you up to date on political issues that will affect your business. Your GAD also produces a periodic government affairs program posted on our YouTube channel, RANWWTV. And be watching for a podcast called “The Chair” coming soon.

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COMMITMENT TO EXCELLENCE

**Enhance your skills.
Empower your future.**

