



Clear Cooperation and the MLS

The NAR Board of Directors approved the MLS Clear Cooperation Policy in November 2019.

The policy requires listing brokers who are participants in a multiple listing service to submit their listing to the MLS within one business day of marketing the property to the public.

NAR's MLS Technology and Emerging Issues Advisory Board proposed the policy as a way to address the growing use of off-MLS listings. The advisory board concluded that leaving listings outside of the broader marketplace excludes consumers, undermining REALTORS®' commitment to provide equal opportunity to all. The policy doesn't prohibit brokers from taking office-exclusive listings, nor does it impede brokers' ability to meet their clients' privacy needs.

Here's the full text of MLS Statement 8.0:

Within one (1) business day of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public.

You can learn more about the Clear Cooperation Policy by clicking [HERE](#).

What's Inside

Page 3

2021 New Major Investors

We want to welcome the newest TRE-PAC Major Investors!

Page 6

Profiles of Home Staging

Learn more about this new report NAR recently released

Page 11

Bowling for TREPAC

Bowling for TREPAC is coming soon! Sign your team up now!

Pages 12-13

April is Fair Housing Month

Learn more about Fairhaven and how you could win \$100

Page 14

J.W. Education Foundation

We are now accepting applications for the 2021 J.W..E.F. Scholarships



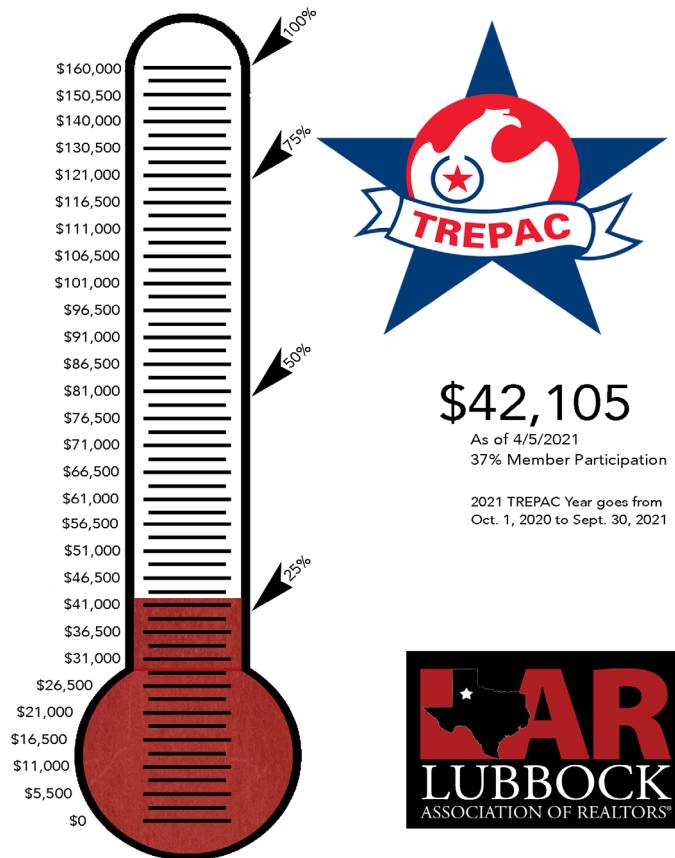
2021 TREPAC

Major Investors

<h3>Platinum R</h3> <p>Jef Conn*</p>	
<h3>Golden R</h3> <p>Cade Fowler* Tony Lloyd* Lisa Pearce**</p>	<h3>Crystal R</h3> <p>Donna Sue Clements** Vanessa Dirks** Teresa Smith**</p>
<h3>Sterling R</h3>	
<p>Chris Brooks Tom Couture Christine Covington Amy Cox Coby Crump Bryce Daniel Rusty DeLoach Rich Eberhardt Tim Garrett Ken Harlan Tammy Hamersley Amie Henry Vanesa Hyde Michael Hutton Cindi Lea Lori Manning Joe Murfee</p>	<p>Mark Nanny Colby Norris Vickie Noyola Al-Souki Jason Ratliff Kyle Rogers Crystal Sanchez Winn Sikes Denise Stout Jeremy Steen Andrea Sturdivant Amy Tapp Renee Taylor Pam Titzell Sharla Wells Dan Williams* Keeli Wilson</p>

* President's Circle and Hall of Fame | ** President's Circle | *** Hall of Fame

2021 TREPAC Fundraising Goal



TREPAC Major Investor dinner show's LAR Members commitment to advocacy

Hhe Buddy Holly Hall was the venue for the Lubbock Association of REALTORS® 2021 Major Investor Dinner, held on April 1, 2021.

Current LAR Major Investors were on hand to share their reasons for investing in TREPAC and why it's important for their business. New Major Investor prospects were invited to learn more about TREPAC and how important it is to become a Major Investor.

The emcee for the evening was 2021 President-Elect Rich Eberhardt and he was joined by 2020 Texas REALTORS® TREPAC Chair Tony Lloyd and the 2021 TR TREPAC Chair Bill Evans.

Evans spoke about what TREPAC has done for real estate in Texas and how it's helping to keep the American dream of home ownership alive.

"No seven year old on show and tell day says when they grow up, they want to be a renter," Evans said.

TREPAC is the largest and most powerful advocacy group in Texas, Evans said.

After presentations by 2009 Chairman of Texas REALTORS® Brooke Hunt from Flower Mound, Major Investor Council Representative Melinda Randall from the Longview Association of REALTORS® and 2022 NAR First Vice President candidate Tracy Kasper from Idaho. They shared their reasons for investing in TREPAC.

"I am VERY proud of the fact that REALTORS® are the "do-er's" in our communities. We give back, we work hard, we contribute and we help to build the communities in which we live, work and play," Kasper said. "We also champion and endorse like-minded individuals to help them get elected into those important positions at the local, state and national levels. We are trusted advisors and we are at the table when decisions are made. It is imperative that we continue to do so, and keep a watchful eye on real estate issues, taxation, small business, etc. RPAC and TREPAC are an investment in our industry, which in turn is an investment in our communities across the country!"

By the end of the evening, 14 new Major Investors made the move to invest in their business by supporting TREPAC. The newest Major Investors are:

- Chris Brooks
- Amy Cox
- Bryce Daniel
- Lori Manning
- Mark Nanny
- Colby Norris
- Jason Ratliff
- Kyle Rogers
- Crystal Sanchez
- Denise Stout
- Amy Tapp
- Renee Taylor
- Sharla Wells
- Keeli Wilson

"TREPAC is an essential part of our business," said LAR Association Executive Cade Fowler. "By becoming a Major Investor, LAR members show their dedication not only to our industry, but to keeping the American dream of home ownership alive here in Lubbock, across Texas and all over the U.S."



Tonya's MLS Tips and Tricks

RPR, or REALTOR'S® Property Resource is a member benefit from NAR. It is NAR's technology company and is exclusively for REALTORS®. RPR has undergone a major face lift this year, making it a great time to learn more about this powerful member benefit tool!

As an introduction to RPR you can watch this series of video clips. <https://blog.narrpr.com/learn/rpr-overview/> There are clips on how to create your account, exploring the homepage, different types of searches, reports, even their app. Over the next few weeks will post each of these video clips to our Facebook page.

RPR is working to get information to TR so you can receive 1CE hour for their new basic class titled New to RPR? Start Here to Boost Your Business



Thank you to our 2021 **PRIME BUSINESS PARTNERS**



March 2021 Membership Stats



LAR membership counts as of 03/31/2021

1519 — Total LAR members

163 — Designated REALTORS®

1285 — REALTORS®

42 — Appraisers

29 — REALTOR® Emeritus

MLS only participants/subscribers

61 — MLS only Designated REALTORS®

45 — MLS only REALTORS®

15 — MLS only appraisers

REALTOR® Membership Applications*

Raymond Roque, eXp Realty LLC
 Stone Garza, Goldenlight Realty
 Zachary Conder, eXp Realty LLC
 Justin Lowrey, Keller Williams Realty
 Jessica Cano, eXp Realty LLC
 Kason Johns, Keller Williams Realty
 Luke Bradshaw, eXp Realty LLC
 Brett Herrin, Keller Williams Realty
 Osmar Diaz, M. Edwards, REALTORS
 Edward Van Dyke, AF Real Estate Appraisal
 Clark Dunkelberg, Keller Williams Realty
 Courtney Maypole, Keller Williams Realty
 Corbin Castillo, Amy Tapp Realty
 Charlotte Boyett, Exit Realty of Lubbock
 Seth Martin, Better Homes and Gardens
 Blu Realty
 Elizabeth Welch, Amy Tapp Realty
 Mark Benavidez, eXp Realty LLC
 Zane Graham, Better Homes and Gardens
 Blu Realty
 Paige Chavez, Better Homes and Gardens
 Blu Realty
 Roxanne Vanderbilt, Aycock Realty Group
 Brandon Napper, Exit Realty of Lubbock
 Jace Soloye, eXp Realty LLC
 Amber Kirk, NextHome CORE Realty
 Kole Soto, Keller Williams Realty
 Candice Isaac, Exit Realty of Lubbock



Kelsey Watts, Keller Williams Realty
 Matt Vance, Amy Tapp Realty
 Lily Price, Realty One
 Hillary Martin, Better Homes and Gardens
 Blu Realty
 Jaidyn Stagner, Progressive Properties
 Dan Burns, Keller Williams Realty
 Kent Carroll, Location Rentals
 Juston Brashear, Keller Williams Realty

*Subject to successfully completing Association Orientation

Transfers

Stacy Chance, TODAY Realty, Inc., to Realty One
 Ken Harlan, RE/MAX Lubbock, to NextHome CORE Realty
 Joe Hall, RE/MAX Lubbock, to NextHome CORE Realty
 Yvonne Hernandez, Keller Williams Realty, to eXp Realty LLC
 Steve Owens, Integrity Real Estate Partners, to Progressive Properties
 Shane Benson, The Sellers Realty, to Progressive Properties
 Micki Pridmore, Keller Williams Realty, to Progressive Properties
 Nathan Magee, NextHome CORE Realty, to Location Rentals
 Anah Menjares, Exit Realty of Lubbock, to Berkshire Hathaway Home Services Premier Properties
 Landon Quigley, RE/MAX Lubbock, to Brick & Loft Realty
 Travis Turner, RE/MAX Lubbock, to Brick & Loft Realty
 Grant Thomason, Keller Williams Realty, to Better Homes and Gardens Blu Realty

Cancellations

Fallon Bocko, eXp Realty LLC
 Brenda Davis, eXp Realty LLC
 Larissa Cable, Keller Williams Realty
 Angela Bachmann, Realty One
 Brenda Hawkins,

Sawyer Real Estate
 Carol Lindsey-Mize, Sawyer Real Estate
 Rhett Green, M. Edwards, REALTORS
 Caitlin Cox, Keller Williams Realty
 Lexi Berryhill, Keller Williams Realty
 Adam Finck, Keller Williams Realty
 Sam Stokes, Keller Williams Realty
 Jarrod Frankum, HouseChaser
 Kendyl Pirkey, Brick & Loft Realty
 Shree Kuhlert, Amy Tapp Realty
 Rachel Roberts, Realty One
 Kara Miller, Fathom Realty
 Megan Cannon, White Ash Realty
 Daniel Beggs, Amy Tapp Realty
 Christina Walker, eXp Realty LLC
 Caroline Freeman, eXp Realty LLC

Miscellaneous Changes

Karolyn Davis-Gass reinstated with Location Rentals
 Lisa Alexander, Lisa Alexander, REALTORS reinstated
 Angela Bachman reinstated with Realty One
 Kelly Harp, Coldwell Banker Trusted Advisors, name change to Kelly Miller
 Caitlin Cox reinstated with Keller Williams Realty
 Sam Stokes reinstated with Keller Williams Realty
 Carlone, Brittany - Representative RD Training Systems

Designated REALTORS®

Bjerke, Bryan - Designated REALTOR

NAR Finds Home Staging Helps Buyers Visualize, Homes Sell Faster

Key Highlights

- Eighty-two percent of buyers' agents said staging made it easier for a buyer to visualize the property as a future home.
- More than 7 in 10 agents find photos, videos and virtual tours more important since the start of the COVID-19 pandemic.
- Agents say TV shows depicting the home buying process have impacted their business.

A new survey from the National Association of Realtors® reveals that home staging continues to be a significant part of the home buying and selling process.

The biennial report, the 2021 Profile of Home Staging, examines the elements of home staging, including the perspectives of both buyers' and sellers' agents, the role of television programming and the expectations of buyers.

"Staging a home helps consumers see the full potential of a given space or property," said Jessica Lautz, NAR's vice president of demographics and behavioral insights. "It features the home in its best light and helps would-be buyers envision its various possibilities."

Buyers' agents overwhelmingly agreed, as 82% said staging a home made it easier for a buyer to visualize the property as a future home.

These agents also said that visuals themselves are helpful, even more so in relation to buying a house during the coronavirus outbreak. Eighty-three percent of buyers' agents said having photographs for their listings was more important since the beginning of the pandemic. Seventy-four percent of buyers' agents said the same about videos, and 73% said having virtual

tours available for their listings was more important in the wake of COVID-19.

"At the start of the pandemic, in-person open house tours either diminished or were halted altogether, so buyers had to rely on photos and virtual tours in search of their dream home," said Lautz. "These features become even more important as housing inventory is limited and buyers need to plan their in-person tours strategically."

Staging also increased the sum buyers were willing to spend for a property, according to the report. Twenty-three percent of buyers' agents said that home staging raised the dollar value offered between 1% and 5%,

compared to similar homes on the market that hadn't been staged.

Coincidentally, the response from sellers' agents was nearly identical, as 23% reported a 1% to 5% price increase on offers for staged homes.

Eighteen percent of sellers' agents said home staging increased the dollar value of a residence between....

Click here to

CONTINUE
Reading

Click
HERE
to download the report



Identifying Human Trafficking in Rental Properties

With Special Guests: CASA of the South Plains and Voice of Hope Lubbock

THURSDAY, APRIL 8 | 9 A.M.



C2EX
REALTORS®
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TO EXCELLENCE

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THE
VOLUME.**

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ASSOCIATION OF
REALTORS®

Cloud CMA

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THROUGH OUR MLS SYSTEM**

**FOR MORE INFORMATION ABOUT
CLOUD CMA CLICK HERE**

Classes and Events

Identifying Human Trafficking in Rental Properties

Thursday, April 9
9 a.m. to 10 a.m.

Click [HERE](#) to register

The Aspiring Home Buyer

Tuesday, April 13
9 a.m. to 1 p.m.

Click [HERE](#) to register

TREC Legal Update 1 - Commercial Focus

Wednesday, April 14
8:30 a.m. to 1 p.m.

Click [HERE](#) to register

TREC Legal Update 2 - Commercial Focus

Wednesday, April 14
1 p.m. to 5 p.m.

Click [HERE](#) to register

How Flood Map Changes Impact Insurance

Thursday, April 15
Noon to 2 p.m.

Click [HERE](#) to register

RENE: Real Estate Negotiation Expert (2 days)

Monday, April 19 and Tuesday, April 20
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

April Membership Meeting

Thursday, April 22
11:30 a.m. to 1 p.m.

Overton Hotel

Click [HERE](#) to register

REALTOR® Night at the Range

Thursday, April 22
6 p.m. to 8 p.m.

At Home with Diversity

Monday, April 26
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

Lunch & Learn Property Management Panel

Tuesday, April 27
Noon to 1 p.m.

Click [HERE](#) to register

At Home with Diversity

Monday, April 26
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

Bowling for TREPAC

Wednesday, April 28
1 p.m. to 3 p.m.

Click [HERE](#) to register

4 Skills you Need to Improve Your Transaction

Monday, May 3
10 a.m. to Noon

Click [HERE](#) to register

Avoiding Contract Pitfalls

Wednesday, May 5
1 p.m. to 3 p.m.

Click [HERE](#) to register

Social Media Content and Scheduling Tools

Thursday, May 6
10 a.m. to Noon

Click [HERE](#) to register

Disclosure: What You Can and Can't Say

Monday, May 10
10 a.m. to Noon

Click [HERE](#) to register

Cool Tools You'll Use to Better Serve Consumers

Monday, May 10
1 p.m. to 2 p.m.

Click [HERE](#) to register

Getting Started with RPR

Wednesday, May 12
9 a.m. to 10 a.m.

Click [HERE](#) to register

Marketing Strategy Planning for Real Estate

Wednesday, May 12
9 a.m. to Noon

Click [HERE](#) to register

The Forms You Need to Know

Wednesday, May 12
Noon to 3 p.m.

Click [HERE](#) to register

Accredited Buyer's Representative Designation Course

Wednesday, May 19 & Thursday, May 20
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

LAR LUBBOCK
ASSOCIATION OF REALTORS®

CE CLASS

OF THE
WEEK

Accredited Buyer's Representative Designation

Wednesday May 19 &
Thursday May 20
8:30 a.m. to 5 p.m.
Peoples Bank - 5820 82nd
Street
Click [HERE](#) to register

This course serves as the core of the Accredited Buyer's Representative (ABR®) designation program. It is the benchmark of excellence in buyer representation.

The goal of this course is to set the foundation of training, skills, and resources to help real estate professionals succeed in the marketplace as buyer's representatives.

This course is a fundamental resource for understanding the duties that REALTORS® owe to clients, customers, the public, and fellow REALTORS® as outlined in the NAR Code of Ethics and Standards of Practice. In each course module you will examine a different topic; together they create a comprehensive guide to help you become an effective, efficient and profitable buyer's representative.

LAR LUBBOCK
ASSOCIATION OF REALTORS®

APRIL MEMBERSHIP MEETING

LIVE AND IN PERSON AT THE OVERTON HOTEL!
Learn more about 1031 Exchanges with Carl Pikus



THURSDAY,
APRIL 22
11:30 A.M. TO 1 P.M.
TICKETS: \$8

CLICK HERE TO
REGISTER

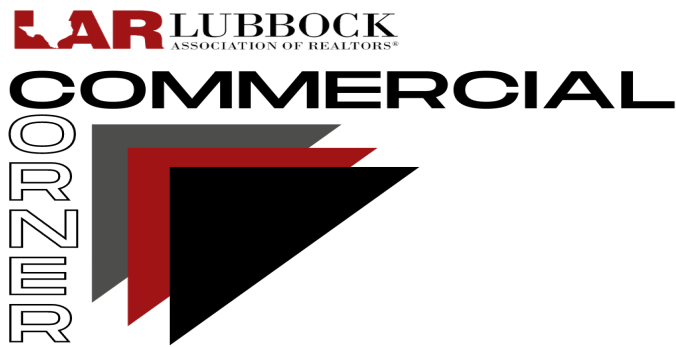
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Commercial Real Estate International Business Trends

The 2021 Commercial Real Estate International Business Trends Report discusses the trends in foreign buyer purchases of U.S. commercial real estate in 2020 in the “small commercial real estate market” (sales of below \$2.5 million) and in the “large commercial real estate market” (sales of \$2.5 million or over).

The COVID-19 pandemic led to the worst economic collapse since the Great Depression, with the global economy contracting by 4.4%. Only 7% of members of the National Association of REALTORS® (NAR) with a primary specialization in commercial real estate reported they had transactions with international clients in 2020 compared to 12% in past years. Foreign buyer purchases decreased across all property types, with the biggest pullback in the office, retail, and hotel sectors. Land, multifamily, and industrial acquisitions also declined but less sharply. Among NAR commercial members’ transactions, China held its spot as the top foreign buyer of commercial real estate although its share declined to 14% in 2020 from 20% in the prior year.

In the large commercial market characterized by acquisitions of at least \$2.5 million, cross-border financial flows fell by 30% in 2020, according to Real Capital Analytics market data. In the large capital market, Canada remained as the top investor in U.S. commercial real estate, while Manhattan continued to attract the most capital.

While cross-border capital inflows decreased, two positive trends are worth noting. The first is that even if inflows

decreased, current investors did not pull out their existing investments so that on a net basis, the net divestment in 2019 (-\$10.9 billion) reversed into a net investment in 2020 (\$ 13.5 billion). In short, the United States became a global investment haven in 2020. The second positive trend is the emergence of secondary/tertiary markets in investor’s commercial portfolios.





NEW DATE!

REALTOR® NIGHT
at The Range

Thursday, April 22 | 6 p.m. to 8 p.m.

Lubbock Association of REALTORS®
NextGen
young professionals network
www.ypr.realtor

\$25 buckets of
beer and balls
Bring the family!

LAR
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Est. 1923




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Bowling for
TREPAC

Wednesday, April 28
11 a.m.

South Plains Lanes
5150 69th Street

\$140 per team of Four (\$35 per player)
Includes three games, shoe rental, two \$3.50 value drink tickets, and snacks!

R.S.V.P. by April 26 to Cade Fowler cadebower@lubbockrealtors.com

Have you visited Fairhaven Yet?

Complete the course for a chance to win CASH!

Want an extra \$100? Then you need to visit Fairhaven.

Fairhaven is a new fair housing simulation training for REALTORS® that uses the power of storytelling to help members identify, prevent, and address discriminatory practices in real estate.

Inspired by real stories, this innovative online experience has agents work against the clock to sell homes in the fictional town of Fairhaven, while confronting discrimination in the home buying process.

Learners will also walk in the shoes of a home buyer facing discrimination. The training provides customized feedback

This innovative training platform is available to all 1.4 million NAR members at no additional cost. Be an advocate for fair housing and the future of our industry.

Commit to combating discrimination in real estate. Since April is Fair Housing Month, we are trying to encourage all our members to try out the simulation for their chance to win one of 10 \$100 prizes. The NextGen/YPN Task Force is working to promote Fair Housing this year.

Simply complete the Fairhaven simulation, print off the certificate and send it to media@lubbockrealtors.com. The deadline to enter to win one of the prizes is April 30, 2021.



FAIRHAVEN.REALTOR





APRIL IS FAIR HOUSING MONTH

Rolling through your day on autopilot? Just because it's second nature, doesn't mean it's right. Slow down and make sure you're providing equal service to all.

April is Fair Housing Month and a great time to affirm you're helping to build thriving, inclusive communities. Fair housing impacts all NAR members, all markets, and all neighborhoods.

Check yourself. Educate yourself. Hold yourself accountable. Because That's Who We R®.

Visit nar.realtor/FHM to access tools to help you prevent discrimination in real estate.



2021 Scholarship applications now being accepted

The John S. Walton Educational Foundation is proud to offer scholarships to full-time students pursuing higher education through Texas Tech University, Lubbock Christian University, Wayland Baptist University, South Plains College, and accredited Lubbock area trade schools. Scholarships are awarded at the discretion of the Trustees of the foundation. Applicants must be recommended by a REALTOR® member of the LAR.

Applications are now being taken online and must be submitted absolutely no later than April 28, 2021. Click [HERE](#) for the

application. Through the generosity of the Lubbock Association of REALTORS® (LAR) and its members, we are proud to offer scholarships in memory of John S. Walton.

Mr. Walton helped create the Education Foundation in 1981 while serving as President of LAR. The Foundation was renamed in his honor in 2016. Mr. Walton was a pillar of LAR and the Lubbock community, humbly serving throughout his life.

He also served as President of the Texas Association of REALTORS® in 1999 and

was appointed to the Texas Real Estate Commission by Governor Rick Perry from 2001 to 2007. In 2004, Governor Perry appointed him as Chairman of the Commission.

At the discretion of the John S Walton Educational Foundation, one thousand-dollar (\$1,000) scholarships will be awarded to chosen applicants and paid directly to the school of higher education in which they will attend.

Applications **MUST** include all the required documentation and be submitted online by April 28, 2021.

YOU ARE CORDIALLY INVITED TO THE

JOHN WALTON EDUCATION FOUNDATION

FUNDRAISER

BBQ

April 9

11 A.M. TO 1 P.M.

CENTURY 21
JOHN WALTON REALTORS®
4718 S LOOP 289
LUBBOCK, TX 79414

\$10 PER PLATE

ALL PROCEEDS GO TO THE J.W. EDUCATION FOUNDATION

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CENTURY 21
John Walton Realtors

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 **ECOROOFING**
We do it RIGHT the first time, and POOR to our PRIDE.



2021
SCHOLARSHIP
APPLICATION



JOHN WALTON
EDUCATIONAL
FOUNDATION

[CLICK HERE](#)

TO DONATE

\$40
for
40
years

For the last 40 years, the John Walton Education Foundation has been providing college scholarships to local youth. This year, as we celebrate John Walton's legacy and the 40th anniversary of the foundation, we are asking LAR Members to increase their contribution to the John Walton Education Foundation from \$25 to \$40.

Our goal in 2021 is to provide a record number of scholarships to youth in our community. We can't do that without the help of our Members.

Please help us support higher education in our community by making a contribution today.

**WE DON'T JUST FUND SCHOLARSHIPS,
WE MAKE DREAMS HAPPEN**



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TREPAC DISCLAIMER: Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC)—which makes contributions to the REALTORS® Political Action Committee (RPAC)—are voluntary and may be used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal, and the National Association of REALTORS®, the Texas Association of REALTORS® (TAR), and its local associations will not favor or disadvantage anyone because of the amount contributed. Until the RPAC annual goal is met, 70% of an individual's contribution goes to TREPAC and may be used to support state and local candidates; the remaining 30% is sent to TAR FedPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of TAR.) After the RPAC annual goal is met, 100% of an individual's contribution goes to TREPAC and may be used to support state and local candidates. You may contact the TAR political committee administrator at 800-873-9155 to obtain information about your contributions.