



JUNE 2022

REview



COMING UP

MLS USERS GROUP

June 1; 10:00 am - 11:00 am

EDUCATION MEETING

June 2; 9:00 am - 10:00 am

RECHARGE TASK FORCE

June 9; 9:00 am - 10:00 am

YOUNG PROFESSIONALS NETWORK

June 9; 1:30 pm - 3:00 pm

REALTOR® PALOOZA!

June 10; 2:00 pm - 8:00 pm

SOCIAL EVENTS COMMITTEE

June 15; 9:00 am - 10:00 am

GOVERNMENTAL AFFAIRS

June 15; 10:00 am - 11:00 am

RPAC FUNDRAISING TASK FORCE

June 15; 11:00 am - 12:00 pm

AFFILIATES COUNCIL MEETING

June 21; 9:00 am - 10:00 am

OABR FOUNDATION MEETING

June 22; 9:00 am - 10:00 am

OABR DIRECTORS MEETING

June 29; 10:00 am - 11:00 am

RPAC PHOTO DAY

June 30; 8:30 am - 3:30 pm

OABR AND AFFORDABLE HOUSING

Like much of the country, the biggest challenges for Omaha home buyers are a shortage of affordable homes, a lack of homes that fit buyer criteria, competing with multiple offers, and saving for a down payment.

"Record-high home prices and record-low inventory have made the home buying process exceedingly difficult," said Megan Bengtson, OABR President. "The inventory crisis affects potential buyers, but nearly all home buyers agree that homeownership is still an important part of the American Dream."

The Omaha Area Board of REALTORS® advocates for existing and aspiring homeowners whose entrance into the market is necessary to build individual wealth and expand the local economy.

OABR isn't on the sidelines waiting for conditions to improve. Omaha Mayor Jean Stothert appointed Bengtson to the Housing Affordability Task Force that is seeking input from city residents and various industries to help address this problem. The early focus has been on managing the construction labor shortage, diversity in what types of housing units are being built, and housing for seniors.

The Omaha Area Board of REALTORS® is also a founding member of the Welcome Home Coalition. Welcome Home is a nonprofit organization of individuals, businesses, and other like-minded organizations committed to proactively making meaningful changes and improvements in the local public policy arena that allow for significant growth in the starter housing market.

The coalition recognizes that 23.8 percent of new construction housing costs result from government regulation. Well-intentioned rules and regulations are now pricing young families out of the market. The coalition meets with local elected leaders and planning departments to educate them on needed reform.

Participation in the City of Omaha Affordable Housing Task Force and the Welcome Home Coalition places OABR on the front lines of a critical issue. It will take a commitment of hard work and consistent effort to impact housing affordability.

OABR advocates for private property rights and homeownership opportunities and advances the interests of the real estate community.

JUNE 2022

PRESIDENT'S LETTER	Page 3
REALTOR® PALOOZA	Page 4
NOTICE OF ELECTION	Page 5
MEMBERSHIP REPORT	Page 6
LOCAL RPAC CANDIDATES	Page 8
RPAC PHOTO DAY	Page 9
GET INVOLVED	Pages 10-11
AFFILIATE SPOTLIGHT	Page 13
PASSPORT TO PROFESSIONALISM	Page 16
RPAC ZOO DAY	Page 17
RPAC MAJOR INVESTORS	Pages 18-19
FREE KONA ICE TREATS	Page 21
MEMBERSHIP LUNCHEON	Page 23

OMAHA AREA BOARD OF REALTORS® 2022 BOARD OF DIRECTORS

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Jessica Sawyer
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**OMAHA AREA BOARD
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11830 Nicholas Street
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Read the REview online!

OmahaREALTORS.com/news



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A MESSAGE FROM THE PRESIDENT

Megan Bengtson, 2022 President



PROTECTING RIGHTS. EXPANDING ACCESS. BUILDING PROSPERITY.

National Association of REALTORS® Legislative meetings were in Washington DC during the first week of May. If you haven't attended NAR's Legislative Meetings or the November Conference and Expo (now rebranded as NAR NXT), I highly encourage you to make the investment. They are powerful conferences that demonstrate how big our industry is! There are always top-notch speakers, content, networking opportunities, and more! This last one didn't fall short either!

NAR's chief legal counsel, Katie Johnson, highlighted the governance meetings by addressing ongoing lawsuits regarding real estate fees and the unique competitive cooperation that takes place every day in the world of real estate. She encourages referencing <https://competition.realtor>, so all 1.5 million REALTORS® have the facts.

The shortage of appraisers, especially for FHA and VA financing in some parts of the country, also gained considerable focus – a national workgroup is investigating. NAR is also urging state associations to promote universal fair housing education requirements for all real estate licensees.

The NAR Board of Directors voted to increase the assessment for the Public Awareness Campaign by \$10 to continue the That's Who We R advertising campaign. To see more about the campaign, go to <http://ThatsWhoWeR.realtor>. NAR also encourages members to take advantage of the free Photofy app that creates personalized That's Who We R content for your social media. Go to <http://Signup.Photofy.com/nar>.

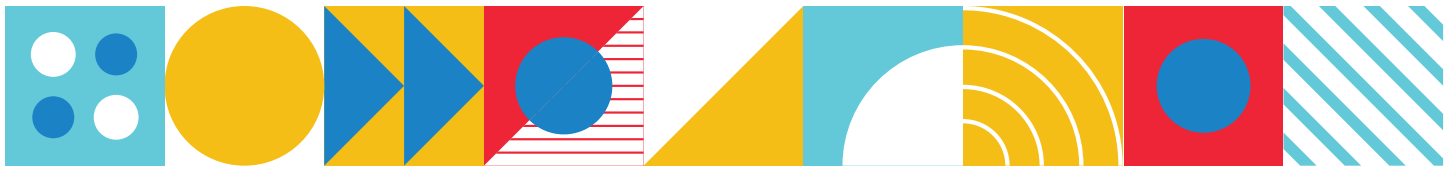
Always a favorite is NAR's Chief Economist Lawrence Yun and his state of the market updates for residential and commercial real estate. He touched on many hot topics and buzzwords that saturate our everyday lives. Inflation, housing market bubble, recession, and war, to name a few. He demonstrated why the consumer cost of the American Dream is over 50 percent higher than a year ago:

An average 2021 home with a \$400,000 mortgage at three percent results in a principal and interest payment of \$1,686. Many markets have seen a 20 percent appreciation, so the \$400,000 mortgage is now \$480,000. Add an increase in the interest rate to 5.1 percent, making today's monthly payment \$2,606 – a 55 percent price increase for the American Dream.

Dr. Yun also reviewed how the percentage of cash deals is at the highest level in a decade, and the number of pending contracts is down nationwide. There was so much more! I encourage you to visit <http://nar.realtor>, then search "May 2022 Residential Real Estate Trends and Outlook" and "May 2022 Commercial Real Estate Trends and Outlook" for the presentations.

If the conference highlights interest you, I suggest the NAR NXT Conference beginning November 9 in Orlando, Florida. Learn more at <http://narxnt.realtor> – it will help you grow your business! If you have questions, reach out to OABR leadership or staff. We are thrilled to help you get connected.

- Megan Bengtson, 2022 President



REALTOR® PALOOZA

A COLLABORATIVE FAMILY CELEBRATION FOR MEMBERS OF THE OMAHA AREA
BOARD OF REALTORS® AND THE REALTORS® ASSOCIATION OF LINCOLN

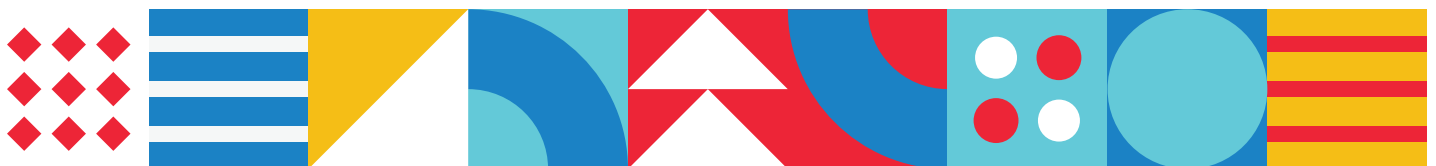
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2 AND UNDER FREE!

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NOTICE OF ELECTION

The Omaha Area Board of REALTORS® Nominating Task Force hereby submits to all REALTOR® members the following slate of candidates for open positions* on the OABR Board of Directors for 2023:



President-Elect
Denise Poppen



Secretary-Treasurer
Jessica Sawyer



2025 Director
Brad Fricke



2025 Director
Angel Starks

The following individuals will continue their terms of service on the 2023 Board of Directors, or will be appointed by virtue of their current positions:

2023 President Crystal Archer
2023 Director Denise Poppen
2023 Director Jessica Sawyer
2024 Director Jill Anderson
2024 Director Ashley Livengood
2024 Director Dakotah Smith

2023 Immediate Past President Megan Bengtson
2023 GPRMLS, Inc. Chair John Cherrica
2023 Affiliate Council Chair Katie Lieffers
2023 WCR Omaha Chapter President Liz Otto

** Additional candidates for the open positions may be placed in nomination by petition signed by at least ten percent of the REALTOR® members and filed with the Omaha Area Board of REALTORS® office by July 14, 2022, for election. If the open positions are uncontested, the published slate will take office September 1, 2022.*

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CERTIFICATIONS & DESIGNATIONS

Jill Kaloff, Nebraska Realty - Seniors Real Estate Specialist (SRES®)

Karen Stansberry, Celebrity Homes Inc. - Inside Sales Agent

Kelsey Sefeld, Better Homes and Gardens, - Military Relocation Profession (MRP)

Kathleen McDonald, NextHome Signature Real Estate - At Home With Diversity (AHWD)

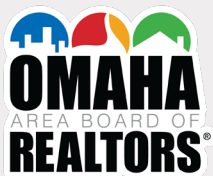
PERSONALS

Congratulations to:

- **Debbie Williams**, Farm Bureau Insurance, on the birth of her new baby boy
- **Scott Schaefer**, Nebraska Realty, on the birth of his new baby boy

Condolences to:

- **Becky Sandiland**, First National Bank, on the recent loss of her mother
- **Jan Schneekloth**, Nebraska Realty, on the recent loss of her husband
- **Bruce Johnson**, Nebraska Realty, on the recent loss of his sister



**HAVE SOMETHING YOU
WOULD LIKE TO SHARE?**

Contact us at:
Jodi@OmahaREALTORS.com

MEMBERSHIP REPORT

See the full membership report at:
OmahaREALTORS.com/membership-report

APRIL ACTIVITY	MO	YTD
New REALTOR® Members	24	116
Resignations	11	86

MEMBERSHIP (As of May 1)	2022	2021
Designated REALTORS®	202	211
REALTOR®	3025	2962
REALTOR® Emeritus	56	62
TOTAL REALTORS®	3283	3235
Institute Affiliate	72	70
Affiliate Full Members	170	171
Affiliate eKey Only	146	159
TOTAL AFFILIATES	398	410



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Steve Vacha
President

Where have all the listings gone? Sounds like a sad country song.

2021 was the wild west, houses often sold above asking price and in a few days with multiple offers without inspection contingencies.

So far in 2022 there are still multiple offers, but often from folks moving into town or investors. These types of buyers do not list another house when they buy. At the same time many local homeowners who

Where Have All the Listings Gone?

are potential buyers, are not ready to enter this fast-moving, wild west market and they are waiting on the sidelines.

A quote from an Omaha homeowner, Kelly, helps explain this dynamic:

"My husband and I would like to upgrade our home, but the thought of buying without a home inspection is too scary. We will wait till the time comes when we are allowed inspections again."

What will it take to bring people like Kelly back into the market? How will she feel comfortable enough to buy, and in turn list her current house? If it is objective information Kelly wants, why not supply it?

A number of selling agents we work with have always recommended pre-listing inspections to their sellers. They stress that these inspections are in the seller's best interest, for two main reasons:

- It encourages a larger pool of potential buyers to make larger offers.
- It provides protection from future litigation.

If more and more sellers choose to have their house pre-inspected, it will be a way to re-introduce objective information into the real estate market. Each listing

with information, has the potential to bring homeowners back to the real estate market, making them comfortable enough to buy, and list their current house. More pre-inspected houses translates into more inventory.

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LOCAL RPAC CANDIDATES WIN BIG!

RPAC advocates for the rights of all real estate owners and promotes the best interests of REALTORS®. For those reasons it is crucial to have local REALTOR® champions – elected officials who support the real estate industry. The May Primary Election resulted in great success for RPAC-supported candidates across the Omaha area.

In Douglas County, REALTOR® Walt Pfeffer won the Republican nomination for County Assessor/Register of Deeds, and with no Democratic challenger, he will win the General Election.

Three Douglas County Commissioners – Democrat Jim Cavanaugh, Republican Mary Ann Borgeson, and Republican PJ Morgan – received RPAC support and all three won their Primary races and have no opposition-party challengers in the General Election.

Douglas County Sheriff candidate, Aaron Hanson, won his Republican Primary race with RPAC funding and is facing Democrat Greg Gonzalez in the General Election. Hanson earlier addressed the OABR Government Affairs Committee, demonstrating knowledge and showing support for REALTOR® safety concerns.

In Sarpy County, RPAC also supported the reelection of REALTOR® Rusty Hike as Bellevue Mayor and the reelection of Papillion Mayor David Black. Both mayors won their Primary races and are advancing to the General Election in November.

David Fanslau received RPAC support, won the Primary race for Papillion City Council. He faces Republican Michael Tiedeman in the General Election.

RPAC also supported Sarpy County Commissioners David Klug and Jim Warren; Sarpy County Assessor Dan Pittman, and Sarpy County Clerk/Register of Deeds Deb Houghtaling. All three won their primaries and have no opponents in the General Election.

Democrat Hina Agarwal received RPAC support and advanced to the general election in her bid for Omaha Public School Board.

RPAC supports candidates who support REALTORS®, the real estate industry, and private property rights. RPAC is not red or blue (Republican or Democrat). RPAC bases its decisions on REALTOR® issues. The REALTOR® Party has a track record of support across party lines. RPAC ensures that REALTOR® voices are heard when important decisions are being made.



RPAC PHOTO DAY

Thursday, June 30

Time slots available from 8:30 am - 3:15 pm
OABR Education Center | 11830 Nicholas Street

Headshots will be taken in a naturally lit
office-like setting.

\$25pp

Proceeds benefit RPAC

REGISTER NOW!

OMAHAREALTORS.COM/PHOTODAY

Contributions are not deductible for federal income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. 85% of each contribution is used by your state RPAC to support state and local political candidates; 15% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116.

GET INVOLVED WITH



DIVERSITY COMMITTEE

The Diversity Committee promotes equal opportunity in housing and diversity within the real estate industry. It encourages diversity in the real estate industry with the Ethnic Minority Outreach Scholarship Program, promotes OABR activities to heighten the awareness of diversity within the real estate profession, identifies the equal opportunity and cultural diversity concerns and needs of OABR members and makes recommendations to the OABR Board of Directors regarding those concerns and needs.

Next Meeting: Tuesday, June 14 at 11:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com



EDUCATION COMMITTEE

The Education Committee is committed to providing quality education and training opportunities for its members in order to promote success in every aspect of their business. The committee oversees OABR Academy, its courses, and NAR'S REBAC classes that enable our members to earn certifications and designations locally & economically. The committee also oversees New Member Orientation, the OABR instructors, and our member's compliance with the Code of Ethics.

Next Meeting: Thursday, June 2 at 9:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com



GOVERNMENTAL AFFAIRS COMMITTEE

The Governmental Affairs Committee monitors governmental entities impacting the real estate industry in the Omaha area, interviews political candidates and makes recommendations for Nebraska RPAC contributions, and organizes RPAC fundraising efforts. At the direction of the Board of Directors, the committee participates in grassroots lobbying efforts.

Next Meeting: Wednesday, June 15 at 10:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com



REGIONAL MLS USERS GROUP

The MLS Users Group monitors and makes recommendations to the Great Plains Regional Multiple Listing Service Board of Directors regarding the use and functionality of the MLS system.

Next Meeting: Wednesday, June 1 at 10:00 am
Staff Liaison: Dakota Ghegan, dakota@omaharealtors.com

YOUR ASSOCIATION!

RPAC FUNDRAISING TASK FORCE



RPAC Fundraising Task Force works in conjunction with the Governmental Affairs Committee coordinating local efforts to raise funds for the Nebraska REALTORS® Political Action Committee (RPAC). The organization has two primary objectives: to advocate for rights of all real estate owners, and to promote the best interests of REALTORS®. In conjunction with the Nebraska REALTORS® Association and the National Association of REALTORS®, RPAC is the leading voice for all things real estate; in Omaha, in Nebraska, and across the Nation.

Next Meeting: Wednesday, June 15 at 11:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com

REALTOR® SAFETY TASK FORCE



The Omaha Area Board of REALTORS® provides members with access to the latest safety information. Our goal is to keep REALTORS® safe, following safety guidelines and using good judgement when meeting with unknown individuals.

It's true: REALTORS® face more on-the-job risks than most other business professions. Be safe.

Next Meeting: Thursday, August 18 at 2:00 pm
Staff Liaison: Donna Shipley, donna@omaharealtors.com

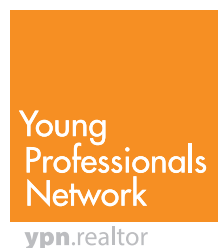


SOCIAL EVENTS COMMITTEE

The Social Events Committee plans and implements member and/or family-friendly networking social events and implements community projects to enhance the image of REALTORS® in the community.

Next Meeting: Wednesday, June 15 at 9:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com

YOUNG PROFESSIONALS NETWORK COMMITTEE



The Omaha Area Board of REALTORS® Young Professionals Network connects, develops, and empowers young professionals by creating a nurturing community of focused, ambitious, and diverse professionals that network with one another for success and personal and professional growth. The mission of YPN is to become an active and visible part of the community by setting a high level of REALTOR® professionalism and volunteering for causes that YPN feels passionate about.

Next Meeting: Thursday, June 9 at 1:30 pm
Staff Liaison: Jodi Carper, jodi@omaharealtors.com

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AFFILIATE SPOTLIGHT

THE BETTER OFFER

BY JOHN HARRISON, BLUFFS INSPECTION SERVICE

Real Estate purchase and investment is time consuming and exciting. With multiple moving parts involved in what seems like a simple process, there are numerous viewpoints, opinions, and emotions involved in every transaction. Multiple businesses need to come together and align to facilitate that transaction correctly and swiftly. Realtors routinely take position in the hot seat of this process, pulling all the parts together for their client to complete the transaction successfully. Realtors become accustomed to finding the workable pathways and tools to keep their clients and transactions on track.

The Real Estate market that we see today is different than just a few years ago. Record high home valuations mixed with record low interest rates has provided a sellers' market. With properties selling within days of listing, buyers tend to feel the need to be creative to make their offer stand out from the rest, while sellers feel that they can be more particular of the offer that they are willing to accept. This atmosphere is leading to an increase of skipping a vital stage in the transaction. An offer without an inspection contingency may be more appealing to the seller thus bringing that buyer to the front of the purchase position; however, in the rush of this market we should be mindful of the possible outcomes.

A real estate inspection is intended to give the parties involved a view of the current condition of

the property. When this process is taken out of the transaction the buyer is stepping into a deal blindly and experienced Realtors understand this can lead to problems down the road. Buyers get stuck in the euphoria of the transaction and are many times willing to not see the property condition for what it is. When problems start to arise, the buyer begins to look for someone to be responsible. In the buyers mind the industry experts should have known. An experienced inspection company can help prevent this issue before it happens.

As much as the Real Estate market has changed over the past several years so has the Real Estate Inspection. Inspection companies today are not the flashlight carrying handwritten reports of the past. Experienced inspectors understand the need to be current with today's technology and market needs. Inspectors are constantly looking for the next newest tool to improve their process or provide an advantage for their clients. Experienced inspectors are willing to adapt their company process to fit the needs of today's buyer or seller.

Bluffs Inspection was started to provide knowledge and support to every real estate transaction. Whether you are a seller, buyer, investor, renter, or Realtor we have an inspection process for you. Bluffs Inspection has partnerships with some of the industry's best companies to provide support where you need it.



JOHN HARRISON

BLUFFS INSPECTION SERVICE

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JUNE
9JULY
14AUG
11

Women's Council of
REALTORS®

#LeadersMadeHere



"The more you know about the past, the better prepared you are for the future." –Theodore Roosevelt

Washington DC is known for many things such as museums, monuments, politics, etc. It seems like everywhere you go you're reminded of the District's rich history. Our Executive Board had the privilege of traveling to DC for the National Women's Council of Realtors® Midyear Conference. Our week was full of leadership classes, business meetings, networking opportunities and we even managed to fit in a tour of some historical landmarks.

Having the opportunity to travel twice a year to the National conferences, are some of the perks that come along with serving on the Omaha Network's Executive Board. Our 2022 Treasurer, Jeanne Lamoureux, found much value in attending the Midyear conference. Jeanne was moved by keynote speaker, Dr. Erin Oksol's concept of, "Don't be the best, be one of the greats!" Jeanne considers herself to always be learning and growing. "So, you can become complacent if you think you are the best." Dr. Erin Oksol also reminded us about the importance of asking questions. Jeanne says, "Some transactions can seem fairly straightforward, but asking those questions, being more interested, can deepen a connection with anyone you are working with."

One of the highlights of my leadership journey took place last week in DC. The National Women's Council of Realtors® President, Sylvia Seabolt, personally reached out to ask me to lead the National Business Meeting in the Pledge of Allegiance. Seabolt wanted to put our Omaha network in the spotlight because we have such a strong membership presence. Being a part of this meeting and representing our network was an honor that I will forever treasure. And, to top off the week, we had a team bonding excursion touring the monuments at night. It was an inspirational way to end the week. I'm so proud of our Omaha Executive Board and our network!

– **Chrissy Cameron, President**

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☐ Attend 2 OABR Social Events

1 _____

2 _____

☐ Attend RPAC Presentation
(Must be approved by Charles Chadwick or Darla Bengtson)
charles.chadwick@thecncteam.com or darla.bengtson@yahoo.com

(Signature)

☐ Attend 2 Education Courses
(Sponsored by the OABR Education Committee's OABR Academy)

1 _____

2 _____

☐ Attend 2 Committee Meetings
(Diversity, Education, Governmental Affairs, RPAC, Safety, Social
Events, YPN)

1 _____

2 _____

Name _____ Company _____ Phone _____

Deadline for Passport Submission is December 15, 2022. Qualifications for passport to be completed in the same year application submitted.



OABR ZOO DAY

THURSDAY, JULY 28

ALL DAY ZOO ACCESS!

FISHERMAN'S LANDING PICNIC PAVILION

The Fisherman's Landing Picnic Pavilion near the carousel will be accessible for OABR members from 3 pm - 6 pm. Join us from 4:30 pm - 5:15 pm for your free dinner and an up-close animal experience!

\$25 ADULT / \$15 CHILD

**** Proceeds Benefit RPAC**

EVERY TICKET INCLUDES:

- All-Day Zoo Admission
- Lozier Theatre Admission
- Unlimited Carousel, Train, Tram, & Skyfari
- Dinner (Join us at 4:30 pm!)
- Up-Close Animal Experience

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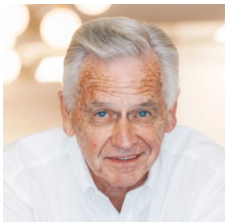


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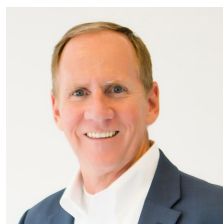
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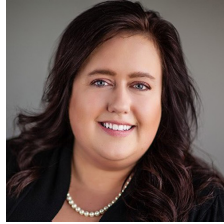
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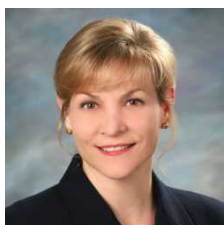
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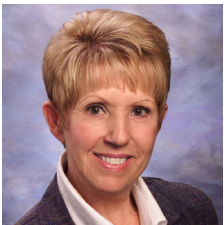
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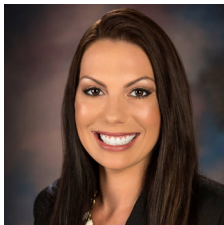
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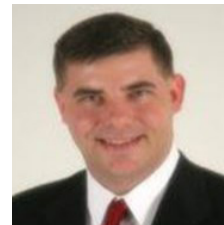
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Charles Chadwick

2022 RPAC Chair

402-575-0803

Charles.Chadwick@thecncteam.com



Darla Bengtson

2022 RPAC Vice Chair

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KONA ICE EVENT

On Wednesday, May 11, OABR Members kicked off the 2022 Coat Drive with the Kona Ice truck! The Coat Drive continues until October, so please bring gently used coats, mittens, gloves, or hats. Donations will benefit the Omaha Public Schools Foundation and Heartland Family Service. Thanks to the Social Events Committee for the free treat!



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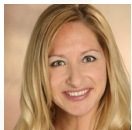
Ericka Heidvogel



Shelley Hourigan



Brooke Johnson



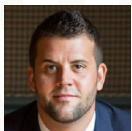
Monica Lang



David Lee



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Kurt Pfeffer



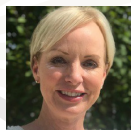
Cris Polsley



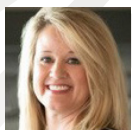
Gary Price



Scott Rosenthal



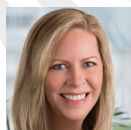
Tammy Smart



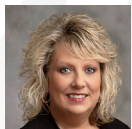
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Carol Teggart



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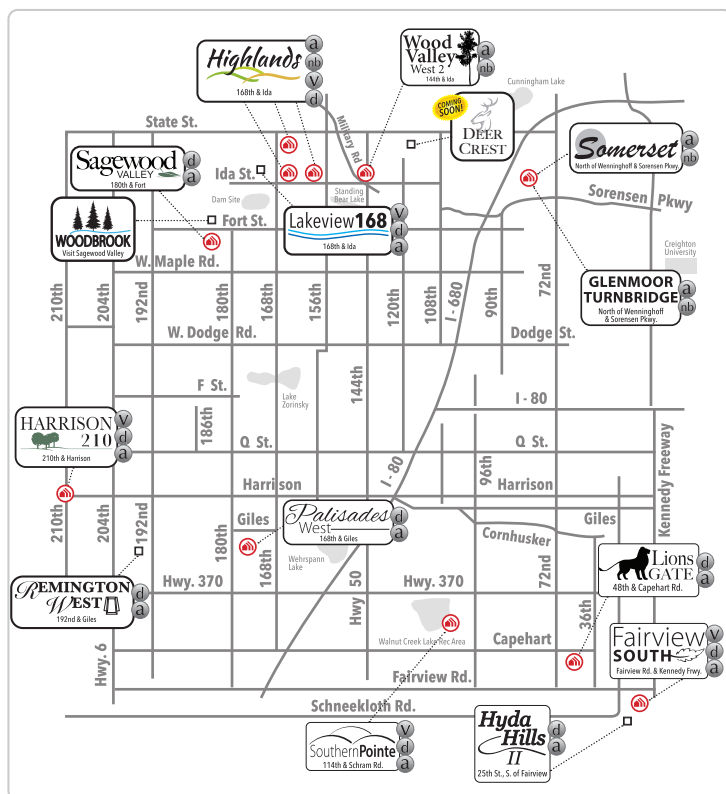
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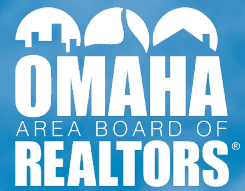
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