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S.D. SEC. OF STATE

postal 10-29-02

State of South Dakota

Candidate's or Committee's Report of Receipts and Expenditures

Candidates and candidate committees: File in the office where you filed your nominating petition. PACs, political party, ballot question and other committees: File with Elections Department, Secretary of State's Office, 500 E Capitol Ave, Pierre, SD 57501-5070

See pages 9 & 10 of the Guideline Book for specific instructions on completing this report.

Name of Candidate or Committee South Dakota Assoc. Of REALTORS PAC

Complete Mailing Address 120 N. Euclid Av. Pierre, SD 57501

Name of Person Making Report Dana Lesniak Daytime Phone 605-224-0554

If you are a candidate, what office are you seeking

If you are a ballot question committee, indicate which measure(s) the committee was involved with during the reporting period and whether the measure was supported or opposed.

Type of Report (See pages 4 & 5 of Guideline Book) Pre-General Report

For Reporting Period Ending (See pages 4 & 5 of Guideline Book) 10/26/02

The following verification must be completed before submitting report.

VERIFICATION OF PERSON MAKING REPORT

I Dana Lesniak (print name legibly), certify that I have examined this report and to the best of my knowledge and belief it is true, correct and complete.

Date: 29 October, 2002

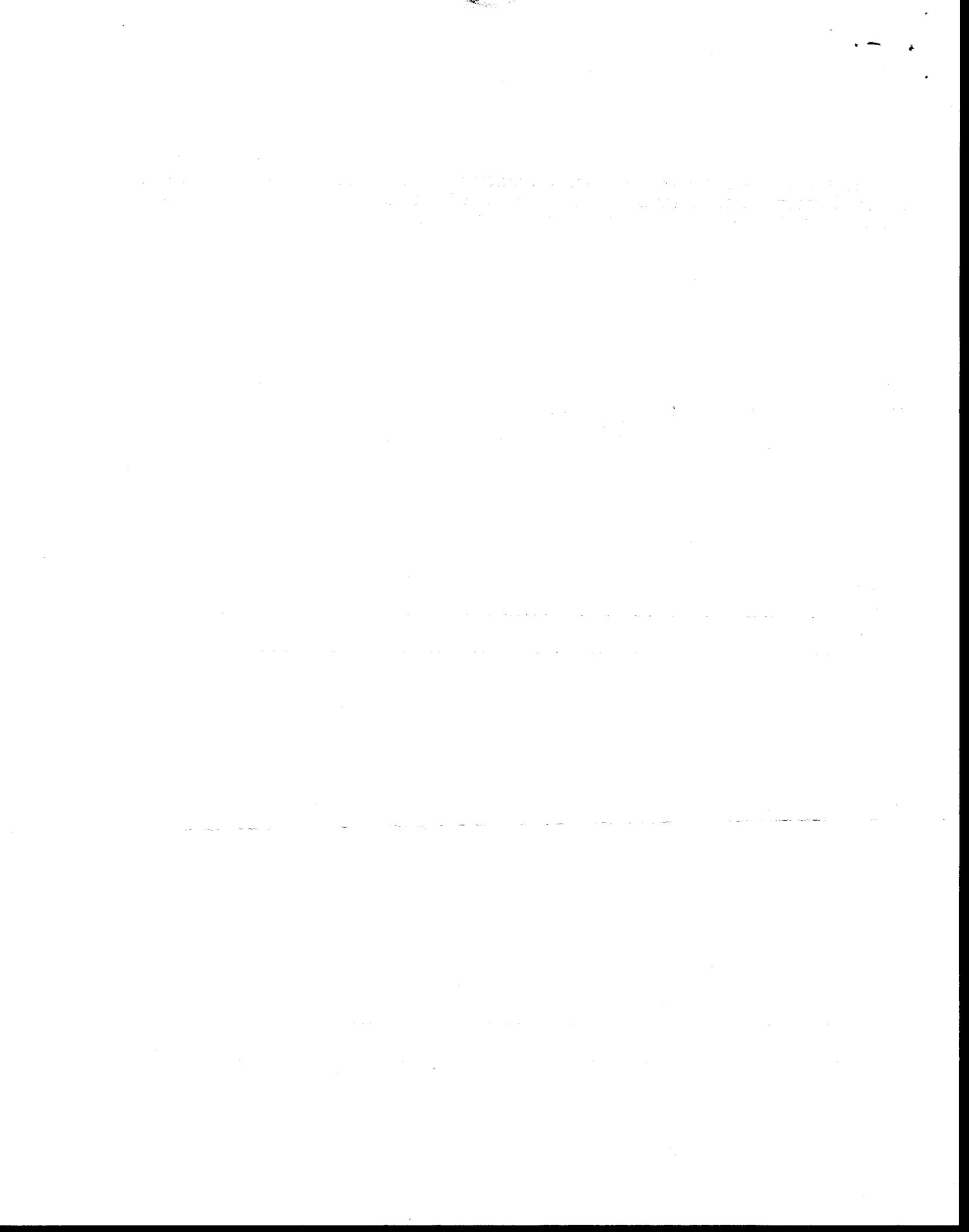
Dana Lesniak Candidate Signature or Signature of Committee Treasurer or Chairperson

Revised July 2001

Filed this 1st day of November, 2002

Joyce Hazeltine

SECRETARY OF STATE



South Dakota Association of REALTORS

	Home Address	Place of Employment	Amount
Craig Mickelson	701 N. Main St. Aberdeen, SD 57401	Self Employed	\$ 110.00
C. Scott Johnston	PO Box 1574 Aberdeen, SD 57402	Self Employed	\$ 250.00
Darlene Mikkonen	PO Box 1574 Aberdeen, SD 57402	Self Employed	\$ 110.00
John Gustafson	PO Box 808 Brookings, SD 57006	Self Employed	\$ 250.00
Dean Krogman	PO Box 808 Brookings, SD 57006	Self Employed	\$ 250.00
Dawna Kuck	611 6th St. Brookings, SD 57006	Self Employed	\$ 150.00
Roshal Lamp	PO Box 17 Brookings, SD 57006	Self Employed	\$ 250.00
Elroy "Sarge" Likness	PO Box 72 Webster, SD 57274	Self Employed	\$ 250.00
Steve Messerschmidt	2701 S. Minnesota Ste 202 Sioux Falls, SD 57105	Self Employed	\$ 250.00
Darci Hustrulid	2601 S. Western Ave. Sioux Falls, SD 57105	Self Employed	\$ 250.00
James Costello	2701 S. Minnesota Ste 202 Sioux Falls, SD 57105	Self Employed	\$ 1,000.00
Ellen Heafner	238 S. Chicago Hot Springs, SD 57747	Self Employed	\$ 250.00
Jim Stevens	238 S. Chicago Hot Springs, SD 57747	Self Employed	\$ 250.00
Darla Stevens	238 S. Chicago Hot Springs, SD 57747	Self Employed	\$ 250.00
Ron Bradeen	PO Box 686 Custer, SD 57730	Self Employed	\$ 250.00
Mel Dreyer	2700 W. Main Rapid City, SD 57702	Self Employed	\$ 250.00
David Kneip	PO Box 17 Brookings, SD 57006	Self Employed	\$ 250.00
Andrew Mohwald	PO Box 787 Watertown, SD 57201	Self Employed	\$ 250.00
Donald Dunham III	230 S. Phillips Ave. Ste 202 Sioux Falls, SD 57104	Self Employed	\$ 250.00

The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be supported by a valid receipt or invoice. This ensures transparency and allows for easy verification of the data.

In the second section, the author details the various methods used to collect and analyze the data. This includes the use of specialized software for data entry and the implementation of strict quality control measures to minimize errors. The goal is to ensure that the data is both reliable and representative of the overall population.

The third section presents the results of the study, showing a clear trend in the data over time. The findings indicate that there is a significant correlation between the variables being studied, which supports the initial hypothesis. These results are presented in a clear and concise manner, with appropriate statistical analysis.

Finally, the document concludes with a summary of the key findings and a discussion of the implications for future research. It suggests that further studies should be conducted to explore the underlying causes of the observed trends and to test the findings in a different context. The overall tone is professional and objective, focusing on the facts and the data.

The author expresses their appreciation for the support and assistance provided by the research team and the funding agency. They also mention that the data and findings are available for public access, promoting transparency and the sharing of knowledge in the field.

Name of Candidate or Committee South Dakota Assoc. of REALTORS PAC

For the reporting period ending 26 October, 2002

Schedule B - Fund-Raising Events Proceeds

List on this schedule fund-raising events held to raise money for the candidate and the net proceeds derived from each event. If a contributor gives more than \$100 or their contribution results in their aggregate being more than \$100 in the calendar year, those contributions must be itemized on Schedule A.

Type of Event	Net Proceeds
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Total: \$ 0

Schedule C - In Kind Contributions

Report all non-cash contributions of goods or services and the estimated fair market value. If the value exceeds \$100, the name of the contributor, residence address and place of employment must be reported.

Nature of Non-Cash Contribution	Estimated Value	Name of Contributor
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Total: \$ 0

Schedule D - Other Income

Use this schedule to report any refunds, interest earned or other income which is not a direct contribution.

Source of Income	Amount
interest - certificate of deposit	\$134.46
interest - certificate of deposit	\$139.01
interest - certificate of deposit	\$237.76
Refund NAR	\$ 7.50

Total: \$ 518.73

Name of Candidate or Committee South Dakota Assoc. REALTORS PAC

For the reporting period ending 26 October, 2002

Schedule E - Expenditures

This schedule is to report all expenditures relating to a candidate's campaign. Line items have been provided for reporting common expenses. All other expenses should be listed. **All contributions to candidates and committees must be listed individually.**

Item	Amount	Contributions Made to Candidates and Committees:
Advertising	_____	
Consulting	_____	
Postage	_____	See Attached Page
Printing	_____	
Rent	_____	
Salaries	_____	
Telephone	_____	
Travel	_____	
Utilities	_____	

Other Expenses:

National Assoc. of REALTORS - \$4,657.72
Awards and Gifts - \$ 231.49
PFS - 15% - \$445.19

Total Expenditures: \$49,634.40

South Dakota Association of REALTORS

Secretary of State Pre-General

Allen Sinclair	\$ 200.00	H Junior Engbrech	\$ 200.00
David Sigdestad	\$ 200.00	Mel Olson	\$ 500.00
Gary Hanson	\$ 200.00	Lou Sebert	\$ 500.00
Paul Symens	\$ 200.00	Julie Bartling	\$ 200.00
Jim Hundstad	\$ 200.00	Sam Nachtigal	\$ 200.00
Burt Elliot	\$ 200.00	Quinten Burg	\$ 200.00
H Paul Dennert	\$ 200.00	Dale Hargen	\$ 200.00
Larry Frost	\$ 200.00	Ton Hansen	\$ 200.00
Al Novstrup	\$ 200.00	Robert Duxbury	\$ 200.00
Duane Sutton	\$ 200.00	Ryan Olson	\$ 300.00
Jim Peterson	\$ 200.00	Tim Rounds	\$ 300.00
Tim Begalka	\$ 200.00	Tim Rave	\$ 500.00
Larry Diedrich	\$ 200.00	Kent Juhnke	\$ 200.00
Lee Schoenbeck	\$ 200.00	Cooper Garnos	\$ 200.00
Al Koistinen	\$ 200.00	John Koskan	\$ 200.00
Art Fryslie	\$ 200.00	Paul Valandra	\$ 200.00
Charlie Flowers	\$ 200.00	Richard Hagen	\$ 200.00
Brock Greenfield	\$ 200.00	Frank Laurenz	\$ 200.00
Gerald Lange	\$ 200.00	Gordon Pederson	\$ 200.00
Dale Slaughter	\$ 200.00	Jim Lintz	\$ 200.00
John McIntyre	\$ 200.00	Drue Vitter	\$ 200.00
William Earley	\$ 200.00	Jon Teupel	\$ 200.00
Phyllis Hieneman	\$ 200.00	Christopher Madsen	\$ 200.00
Donald Hennies	\$ 200.00	Michael Buckingham	\$ 300.00
Dick Kelly	\$ 500.00	Donald Van Etten	\$ 300.00
Joni Clark Cutler	\$ 500.00	JP Duniphan	\$ 200.00
Mary Glenski	\$ 200.00	Royal McCracken	\$ 500.00
Kathy Miles	\$ 200.00	Alice McCoy	\$ 200.00
Daniel Cotton Jr.	\$ 200.00	William Napoli	\$ 200.00
Joel Dystra	\$ 500.00	Thomas Dempster	\$ 500.00
Ben Nesselhuf	\$ 200.00	Twedt For County Commission	\$ 200.00
Donna Schafer	\$ 200.00	Rounds for Governor	\$ 25,000.00
Judy Clark	\$ 500.00	People for Anita Nesiba	\$ 300.00
Matthew Michels	\$ 300.00	Twedt For County Commission	\$ 500.00
Jean Hunhoff	\$ 300.00	James Zweep for County Commissi	\$ 1,000.00
Garry moore	\$ 300.00	Sue Roust for County Auditor	\$ 300.00
Bill Van Gerpen	\$ 200.00	TOTAL	\$ 44,300.00
Jim Putnam	\$ 200.00		

The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be supported by a valid receipt or invoice. This not only helps in tracking expenses but also ensures compliance with tax regulations.

In the second section, the author outlines the various methods used to collect and analyze data. This includes both primary and secondary research techniques. The primary research involves direct observation and interviews, while secondary research involves analyzing existing data sources.

The third section details the results of the data analysis. It shows a clear upward trend in sales over the period studied, which is attributed to several factors, including increased marketing efforts and improved product quality.

Finally, the document concludes with a series of recommendations for future actions. These include continuing to invest in research and development, expanding into new markets, and maintaining a strong focus on customer service.

Year	Q1	Q2	Q3	Q4	Total
2018	120	150	180	200	650
2019	150	180	220	250	800
2020	180	220	260	300	960
2021	220	260	300	350	1130
2022	260	300	350	400	1310
Total	730	890	1070	1200	3890

Name of Candidate or Committee South Dakota Association of REALTORS PAC

For the reporting period ending 26 October, 2002

Schedule F - Debts and Obligations

This schedule is to report all of the candidate's campaign obligations which are unpaid at the end of the reporting period. If a service has been contracted but not billed, estimate the amount of the obligation.

Owed To	Purpose	Amount
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Total Obligations: \$ 0

Name of Candidate or Committee South Dakota Association of REALTORS PAC

For the reporting period ending 26 October, 2002

Summary Page

This summary sheet will give a brief outline of all campaign finance activity during this reporting period. Please transfer all totals from the schedules previously completed.

1. Amount on hand, if any, at beginning of reporting period	\$ <u>67,301.80</u>
2. Receipts	
Schedule A - Direct Contributions	\$ <u>14,939.50</u>
Schedule B - Fund-Raising Events	\$ <u>0</u>
Schedule C - In Kind Contributions	\$ <u>0</u>
Schedule D - Other Income	\$ <u>518.73</u>
Total of all receipts	\$ <u>15,458.23</u>
3. Total Monetary Receipts (A+B+D)	\$ <u>15458.23</u>
4. Candidate's Personal Contribution to Own Campaign	\$ <u>0</u>
5. Monetary Loans to Candidate or Committee During Reporting Period	\$ <u>0</u>
6. Monetary Loans Repaid During Reporting Period	\$ <u>0</u>
7. Expenditures - Schedule E	\$ <u>49,634.40</u>
8. Unpaid Obligations - Schedule F	\$ <u>0</u>
9. Amount on hand at the close of this reporting period. This should equal lines (1+3+4+5) - (6+7)	\$ <u>33,125.63</u>