



JANUARY 19, 2017
SAR OFFICES

SAR Board Meeting Minutes

- Meeting called to order at 8:42am by Kathy Christina. Kathy started out the meeting with an announcement that Sarah Thorsteinson will be recognized at the Lake Dillon Fire Department Awards Banquet for her efforts in wildfire mitigation. The Banquet is April 22 from 10am-12pm.
- Quorum is present.
- Review of minutes from the December meeting. A MOTION was made, seconded and approved to accept the minutes as written.
- Consent agenda - Review of new members:

New Applications January 2017			
Name	Membership	Office	Location
Anna McGoff	Primary	Colorado Craft Brokers	Dillon, CO
Elle Byram	Primary	Colorado Craft Brokers	Dillon, CO
Teresa Reece-Husky	Primary	Omni Real Estate	Frisco, CO
Joanne Harris	Primary	Breckenridge R.E. Kompany	Breckenridge, CO
Terminated/ Suspended December 2016			
Name	Membership	Office	Location
Clark Johnson	Affiliate	Apex Mountain Homes	Frisco, CO
Jill Dorr	Non-Member Licent	Slifer Smith and Frampton	Breckenridge, CO
Tom Dimercurio	MLS Only	Mercury Alliance Mountain Properties	Basalt, CO
Gretchen Dudney	Primary	Wolfe and Company, Mountain Marketing Associates	Breckenridge, CO
Neil Campbell	Primary	Cornerstone RE	Keystone, CO
Kenneth Adams	Primary	Coldwell Banker Mountain Properties	Frisco, CO
Kelly McMurray	Primary	Re/Max Properties of the Summit	Breckenridge, CO
Leslie Burton	Primary	Apres's Mountain Properties	Dillon, CO
Kelsea Biddle	Primary	Innovative RE	Dillon, CO
Kayle Walker	Primary	Paffrath and Thomas	Breckenridge, CO
Warren Dyke	Primary	Century 21 Gold	Frisco, CO
Shawn Shelley	Primary	Jefferson Real Estate	Jefferson, CO
Bernie Zurbruggen	Primary	High Country Real Estate	Frisco, CO

A MOTION was made, seconded and approved to accept the above members for membership. It was recommended that an optional exit interview survey be sent to those who are leaving the Association.

- Review of Membership count:

	Current	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Full Member	537	524		488	488	514	544	604	659	666	628
Secondary Member	43	40		42	39	37	39	42	53	56	50
Non Member Licensees	10	2		8	3	3	4	3	17	17	24
Affiliate Member	76	67		62	48	55	60	54	61	63	67
MLS Only	45	39		51	48	90	84	91	88	120	109
Totals	711	672		651	626	699	731	794	878	922	878
Unlicensed Admin	134										
Total SAR/MLS	845										
Inactivations December 16	13										

- Announcements:
 - Pizza & Politics: Appraisals** January 18th, 12-1:30pm
 - CREC Update;** January 25th, 8:30-12:30pm
 - Contracts Update:** January 25th, 1:00-4:00

Attendees:

Dana Cottrell
Maggie Dew
Kathy Christina
Jason Smith
Mikel Ziruolo
Betty Stielow
Sarah Thorsteinson
Stacy Shelden
Kristin Walter
Jackie McPheeters
Tom Coolidge

Not in Attendance:

Spencer Thomas
Ryan Walsh
Bonnie Smith
Tom Harmon

Minutes taken by:

Stacie Buer

- d. **Town Manager Forum:** Feb 1st, 8:00-10:00 am, Residence Inn Breckenridge
 - e. **CAR Economic Summit/REALTOR Day at the Capitol:** Feb 7th & 8th, Denver
 - f. **MLS BOD:** February 9th, 8:30-11:30am
 - g. **SAR BOD:** February 16th, 8:30-11:30am
 - h. **Contracts 101:** February 22nd, 9am-12:00pm
7. Next Board Meeting – February 16th.
 8. CPA Lindsay Gremmer joined the board via phone and led the board in a review of the December financials. A MOTION was made, seconded and passed to accept the financials as written.
 9. President's Report:
 - a. Kathy noted that the Association is moving the bank accounts from Bank of the West to Alpine Bank due to security measures. 2 months of operating expenses will be held in this account. The savings account at Alpine Bank will hold one month of operating expenses. A Charles Schwab account has been opened to hold some reserves and monies needed for the upcoming remodel. Edward Jones account will hold any additional reserves.
 - b. Confidentiality clauses have been added to all staff emails.
 - c. Kathy noted that in the past, Area Directors used to give updates on things happening in their areas. She would like to reinstate this. The board agreed that this is a good idea. Kathy will send out the guidelines for this to each Director.
 - d. Supra Lockboxes – It was noted that Managing Directors have been notified of the need to turn in lockboxes. Any lockboxes not turned in will result in a \$79 fee per box. This money will be used to replace those missing boxes since we get a discount if purchased now.
 - e. Inspector issue discussed at the previous meeting – Kathy reported that according to the Association's lawyers, there is no liability on the Association. The Association will not pursue any further requirements on Inspectors.
 10. CEO Report -
 - a. Sarah noted that she will be applying for a \$15,000 Game Changer Grant from NAR to use towards the Wildfire Project.
 - b. She is also applying for a grant for Pizza & Politics for approximately \$2,200.
 - c. Sarah reviewed the Pizza & Politics with Appraisers. It was generally a good report by most in attendance.
 - d. Bi-Annual Strategic Planning is scheduled for March 23.
 - e. Sarah has a tentative plan to bring in a expert in Association Management from NAR.
 11. Affiliate Report:
 - a. Maggie Dew gave the board an update on the Single Sign On Advertising. The report shows that this isn't work the Affiliates money and none of them will renew their 6 month contract. It was suggested that each affiliate add a "call to action" into their ad to try to get people to click and read their information. It was determined to give the Affiliates another 6 months for free. Maggie will discuss this with the 4 Affiliates and give feedback at the February meeting.
 - b. Affiliate Trade Show is scheduled for June 7 at the Silverthorne Pavilion. More information will be shared at future meetings.
 12. Education Committee – Kristin Walter gave an update on the Education Committee. They have been working on the classes needed for the Summit Area Specialist Designation. Felice Huntely, a lawyer from Breckenridge, has agreed to write the curriculum for this class and it has been turned into the Commission to try to get CE credit.
 13. 2017 Core Standards – Sarah did a review of the 2017 Core Standards.
 14. REALTORS Care program – Jackie asked for help from the board on communicating with her when there is something going on with a community member so SAR can CARE.
 15. Meeting Adjourned at 11:15am.