



DECEMBER 10, 2015
SAR OFFICES

SAR Board Meeting Minutes

1. Meeting called to order by Tom Harmon, Chair, at 8:35am. Quorum was present.
2. Motion made and a second given to approve the minutes as written from the November 19, 2015 SAR Board Meeting. Voted and approved.
3. Consent Agenda – review of new members for approval:
 - Dan Gendron – Primary
 - Britt Brown – Primary
 - Christopher Warren – Primary
 - Gabriel Gonzales – Secondary
 - Melissa Doherty – Secondary
 - Cassandra Cunningham – MLS OnlyMotion and second to approve new members – voted and approved.
4. Review of Membership counts. Current numbers as follows:
 - Full members – 528
 - Secondary members – 34
 - Non-Member Licensees – 2
 - Affiliate Members – 66
 - MLS only – 41
 - Total members – 671
5. Mark Nunn reviewed that current state of the market in relation to SARs investments with Edward Jones. He also suggested that SAR consider moving some of the investment out of bonds and into growth accounts. This is a bit more aggressive and could help with recouping some of the previous losses. He suggested moving approximately 50%. Mark will put together some recommendations to present to the board at the next meeting. It was noted that there is no cost to move these funds. Tom requested 10 minutes after the meeting to have the Finance Committee meet and discuss this and the possibility of bringing Rick Eisenberg into the conversation. This was acceptable by all involved.
6. Financial Update – Lindsay Gremmer (via phone) reviewed the financial reports with the board.
7. **Executive Session to discuss the 2016 Budget** – It was noted after the session that the budget was unanimously approved as written.

Attendees:

Tom Coolidge
Kathy Christina
Eric Degerberg
Maggie Dew
Kristi Gifford
Tom Harmon
Kijah Hansen
Jackie McPheeters
Stacy Sheldon
Jason Smith
Sarah Thorsteinson
Ryan Walsh
Mikel Ziruolo

Guests:

Mark Nunn

Minutes taken by:

Stacie Buer

Not in Attendance:

Dennis Clauer
Carmen Yonn

8. Tom Harmon – Chair Report. Tom noted that SAR has signed a retainer to file a lawsuit against our previous accounting firm due to the losses of last year.
9. Jackie McPheeters requested approval from the board to run a fitness challenge for our members. The only cost would be the \$25 RPAC contribution. She would donate her time and would meet with members to do a body comp and set physical goals. The board loved this idea and Jackie will move forward and put something together.
10. CEO Report – Sarah Thorsteinson.
 - Sarah explained that NAR would not allow us to put the Charitable fund charges on accounts in MMSI this year. In place of this, Sarah sent out emails on December 8, Colorado Giving Day, encouraging our members to donate to the Charitable fund. Our goal for the day was \$2,000. Sarah reported that we are currently at \$2,600. The board commended Sarah on her efforts and they noted that the emails were great! Eric suggested doing this earlier next year so that it isn't so close to Christmas.
 - Sarah noted that Butch is working on a list of past distributed donations from the Summit Foundation. Mikel noted that she is also looking at other fund raising opportunities. A question was raised about possibly having our own foundation rather than funneling the funds to the Summit Foundation. Mikel noted that she has checked into this and it is doable, but would entail a ton of work. It was suggested that we work harder at building our relationship with the Summit Foundation which would help with communication. Tom suggested that Mikel be the one to work with the Summit Foundation and build a better relationship. Kijah suggested that a committee be formed to help decide where the funds should go. The board discussed the future involvement of the title companies and their contributions.
 - Sarah brought up the issue of Realtor Emeritus Status and some concerns with the bylaws as they currently read. Sarah will check with John Sargent about changing one word in the bylaws as the board feels that this was a typo. Sarah will look into whether this change can happen without a vote from the members.
 - It was noted that we are currently billing out \$30,200 per month for MLS Fees. Approximately 290 members are on auto pay as of December. We have received annual dues payments from approximately 30% of our members.
 - Tom Coolidge has provided Sarah with the name of a surveyor that can help with the boundary change.
 - Sarah asked Mikel to share with the board the changes that NAR is looking at for 2016 in relation to Ethics. Mikel's main concern is that NAR's requirements and our requirements don't match and can cause some confusion. NAR is looking to make the Ethics requirement 2.5 credit hours every 2 years instead of the current 2.5 credit hours every 4 years. Mikel was asking the board if we wanted to change our requirement. The board decided that we would wait to make this decision when the NAR requirement is official. Mikel is proceeding to schedule the normal 4 hour Ethics classes that meet the current SAR requirement. She will be looking into different types of Ethics classes to offer our members.
 - Sarah noted that we are working on a full page ad for the Summit Daily which will outline the charities our members have given to over the last year, whether it be a monetary or time contribution. Sarah will be sending out an email to our members requesting that they send us the information. This will be printed in the Summit Daily on December 26th.

11. MLS Board update – Eric Degerberg. Eric noted that the MLS board did not have a meeting this month. The next MLS board meeting is January 7.

- Clarity – He is currently working with John Sargent on the contract. He is waiting for John's review before we move forward.
- CoreLogic has finished the programming for the data issues. They will be rolling this out in January. Eric will start meeting with members in January to work through some of the issues that may still exist in order to be ready for the conversion. Kristi noted that she will be starting computer labs in January to help those still struggling with the change.
- Sold data/RETS – Eric noted that they are currently doing background work right now. They are cleaning up the data in order to provide this information. It was noted that in 2016, members will begin being charged for each RETS feed that they have as it takes time to set up and monitor. This letter to members will be going out very soon.
- Eric noted that there currently is a shortage of lock boxes. Eric requested the help of the brokers when they see an excessive amount of lockboxes in locations. SAR staff can provide the required information to remove these if they are provided the serial number. The original owners will forfeit their \$25 security deposit. Eric requested that Kristi put up a daily message regarding this issue.

12. Government Affairs – Sarah stated that she has been sending emails on community issues that are happening. She has received good feedback on these emails. The biggest issue recently is the Blue River short term and long term rental issue. Sarah noted that there is an open house on the 15th to discuss this issue with the homeowners. Sarah would like to send a letter from SAR to the town in support of rentals in the area. It was agreed that Sarah would put together a draft and send it to the board for review.

13. Tom requested that we add "Affiliate Report" to the agenda in the future.

- Maggie Dew shared that the date has been set for the Affiliate Trade Show. It will be March 30th.
- She also noted that Stewart Title and SAR are Adopt an Angel drop off locations. She noted that Age 15 gifts are needed if someone would like to participate. Volunteers are needed on the 16th and are in 2 hour shifts.
- The Affiliate Counsel will be meeting on December 15th at 10am. She invited any of the board members to attend as well.

14. Website Report – Sarah presented the proposals for both the finalist for the web site. Sarah noted that the staff really felt like they liked Accrinet but would like board input on who we contract with. After much discussion, it was decided that we should move forward with Accrinet.

15. The meeting was adjourned at 11:20am

