

**Summit Association of REALTORS®
BOARD OF DIRECTORS MEETING
MINUTES
SAR Office/352 Lake Dillon Dr., Dillon
November 19, 2015**

SAR Board Members Present:

Tom Harmon, President
Dennis Clauer, Immediate Past President
Kathy Christina, President Elect
Carmen Yonn, Director/Copper Mtn.
Jackie McPheeters, Director/Frisco
Ryan Walsh, Director/Keystone
Tom Coolidge, Expanded Area Director
Maggie Dew, Stewart Title, Affiliate Liaison
Stacy Shelden, Director/Breckenridge
Kijah Hanson, Director/@ Large
Eric Degerberg, MLS Board President

SAR Board Members/ Staff Absent:

Jason Smith, Director/Dillon & Silverthorne
Bonnie Smith, NAR Director
Stacie Buer, Staff

Staff Present:

Sarah Thorsteinson, CEO
Kristi Gifford, MLS Director
Mikel Ziruolo, Membership Director

Guests:

Lindsay Gremmer, SAR CPA, Vail Financial Services (via phone)

1. CALL TO ORDER:

The meeting was called to order at 8:35 AM

Tom Harmon, President

2. APPROVAL OF MINUTES:

MOTION AND SECOND: To approve the October 19 2015 Minutes
APPROVED

Tom Harmon, President

3. CONSENT AGENDA:

Tom Harmon, President

Name	Membership	Office	Location
Amber Lemon	Primary - REALTOR	Re/Max Red	Kremmling
Derek Gamburg	Primary - REALTOR	Century 21 Gold	Frisco
Kelsea Biddle	Primary - REALTOR	Innovative	Dillon
Tammy (Tamela) Hanohano	Primary - REALTOR	Century 21 Gold	Frisco
Kate Clement	Primary - REALTOR	Poplar Wellington	Breckenridge
Kelly McMurray	Primary - REALTOR	Pre/Max POTS	Breckenridge
Patricia Walker	Primary - REALTOR	Jovan	Breckenridge
Brian Novak	MLS Only	Realty InSync	Denver
James Gibson	MLS Only	Sage Valuations	Steamboat Springs
Marie Antionette Freyta	MLS Only	Realty InSync	Denver
Mark Gossman	MLS Only	Resort Town Lodging	Steamboat Springs
Mark Johnson	Affiliate >5	Secure Home Service	Breckenridge

MOTION AND SECOND: To approve New Membership Approval
APPROVED

4. REPORTING TO BOD AND GENERAL MEMBERSHIP

A. Financials Update:

Lindsay Gremmer, Vail Financial Services

SAR - Lindsay reported that 2016 Dues Billing has been applied to the Members Records, making the AR very high, as dues are not due until December 31, 2015. She noted that the new accounts 2110 – 2105 have money coming in that is not SAR income. These are holding accounts for NAR, CAR and RPAC dues collected that needs to be sent to those other associations.

MLS – The Balance Sheet ties out, the money is correct however under budget. Most likely this is due in part to two factors, 1: Unrealistic budgeting in 2014 and money back at the beginning of the year not being correctly coded in the transition from past staff and from the old accounting system to MMSI. It is not a large number so Lindsey sees no red flags.

B. Budget:

Tom Harmon, President

The first item being proposed to the 2016 budget is a Single Sign On (SSO)/ Dashboard and Security system provide by Clarity. The MLS BOD has already approved the proposed expense and have agreed to pay for a portion of it. The system will monitor user habits and flag potential credential sharing. This will cut down on the members giving out passwords and protect MLS data. The SSO is a dashboard that will be a place members can go to sign on once to all the online products we offer (MLS, Supra, CTMe)... the membership shared with us in the survey this is something they overwhelmingly want. It will be a place for SAR to generate some non-dues revenue to help offset the expense of the products. It will be a great communication tool between the board and the members.

Executive Session to review the budget

C. CEO Report:

Sarah Thorsteinson, CEO

Sarah reported on the NAR Conference. A number of local association are dropping their charters with NAR due to the Core Standards requirements. There was a lot of talk about merging MLS's and creating regional MLS's. Also CRF money will begin to be sent directly into the SAR Charitable fund. The Charitable Fund guidelines require the Fund have a minimum of 50,000.00 in that fund. Currently there is \$51,000.00 in the fund so in order to start giving the money out as donations and grant allocations the fund will need to grow. With the committee, staff will start looking for ways to fundraise for this.

6. CAR Update

Scott Peterson, CAR Legal Council

Scott Peterson was at the Association offering a free 2 CE class for the membership, the money is being donated to the SAR Charitable fund. Scott reported that Tyrone Adams is the new CEO at CAR. He has tasked the staff with more outreach. This will be a tangible benefit to the local boards and their members.

7. MEETING ADJOURNED:

Tom Harmon, President

The meeting was adjourned at 10:30 AM

NEXT SAR BOARD OF DIRECTORS MEETING – December 10, 2015 (Thursday)

NEXT MLS BOARD MEETING – CANCELLED

Respectfully Submitted,

Mikel Ziruolo, Membership Director, Summit Association of REALTORS®