



SEPTEMBER 8, 2016  
SAR OFFICES

## SAR Board Meeting Minutes

1. The meeting began informally with an update from Mark Nunn regarding the Association's investments. Mark distributed a portfolio snapshot for the board's review. Mark also made a recommendation to the board on future investments as there is currently some funds sitting in a cash account. These funds would be more profitable if moved as Mark recommends into the 5 Franklin Funds. The board thanked Mark for his hard work. They noted they would discuss this and get back with him.
2. As a quorum was now present, Tom called the meeting to order at 8:51am.
3. Consent Agenda was reviewed:
  - A. Conner – MLS Only, Xome, Inc
  - T. O'Leary – MLS Only, Xome, Inc.
  - C. Moore – Primary, Massey Real Estate
  - R. Sparks – Primary, Your Castle Summit
  - M. Courtney – Primary, Real Estate Valuation
  - D. Gregory – Primary, Professional Appraisal Service
  - S. Kier – Secondary In State, Cherry Creek Properties
  - D. Treadwell, Secondary Out of State, Mountain West RE
  - S. LaBracke – Affiliate, US Health Advisors
  - P. Brown – Affiliate, JAM Enterprises
  - M. Moreau – Affiliate, Pillar to Post
  - B. Doza – Affiliate, Ten Mile Inspections
  - T. James – Affiliate, High Country Handyman

4 members have left the Association this month for various reasons. A MOTION was made, seconded and approved to accept the above for membership.

4. Review of Membership Counts:
  - a. Full Member: 539
  - b. Secondary Members: 45
  - c. Non-Member Licensees: 6
  - d. Affiliate Member: 69
  - e. MLS Only: 43
  - f. Total Billed Members: 702
  - g. Admin: 126
  - h. Total: 828
5. A MOTION was made, seconded and approved to move into Executive Session.
6. After Executive Session, a MOTION was made, seconded and approved to accept the financials as written.

### Attendees:

Tom Harmon  
Tom Coolidge  
Maggie Dew  
Jackie McPheeters  
Kijah Hanson  
Eric Degerberg  
Kathy Christina  
Dennis Clauer  
Jason Smith  
Ryan Walsh

### Not in Attendance:

Carmen Yonn  
Stacy Shelden  
Bonnie Smith

### Guests:

Mark Nunn  
Dana Cottrell

### Minutes taken by:

Stacie Buer

7. Review of Announcements

- Psychology of Sales & Negotiation Class - Sept 12<sup>th</sup> 8:30-12PM
- SAR Annual Meeting – Sept 14<sup>th</sup> 8:30-12PM @ The Lodge at Breck
- CREC & Ethics- Sept 29
- CAR Convention, Broomfield – Sept 21-24
- SAR BOD Meeting – Oct 13
- SAR Installation – Oct 13, 6-8:30PM @ The Doubletree Breck
- NAR Convention – Nov 4-7
- ABR Designation – Nov 15-16
- SAR Leadership Training - Nov 17

8. A MOTION was made, seconded and approved to accept the August minutes as written.

9. President's Report – Tom Harmon

- Tom noted that the Finance Committee met yesterday to put together a draft of the budget.
- Tom asked the board to give feedback on their thoughts on what the membership numbers will look like for the next year. Overall, the members felt that things would remain flat for the next year. The consensus was that the Finance Committee should base the budget on a year very similar to this year.

10. CEO Report – Sarah Thorsteinson

- Sarah gave an update on the Defensible Space and Wildfire Issue – She noted that only 2 families applied for the grant and they decided to split the money and help out both property owners. Sarah noted that they had a blue ribbon cutting ceremony on the property on Peak 7 and the grant mitigated ½ an acre property. See the difference below!



Sarah noted that the homeowners were really excited that the Association was making this happen for them. Sarah is hoping to get more help from CAR and NAR to grow this program. Red White & Blue Fire will have a table at the Parade of Homes and will be passing out the application. Sarah will be collecting these over the winter and will continue to gather funding for this program. Dennis will be meeting with the Summit Daily and will try to get them to do a story on this.

- Sarah noted that the election is in process. Two years ago, there were 17 votes, last year there was 87, and this year so far, we have 130. It will be a record year for voting.

- On October 5<sup>th</sup> SAR will be hosting a candidate forum with the Builders Association. There are many hot topics and races this year. Sarah will be attempting to have all topics and candidates represented at this forum. She is also looking for volunteers to serve on a committee to help with the formation of questions.
- Sarah informed the board that Mikel has received many requests for a SAR ONLY membership. This would not require members to carry the MLS fees associated with membership. The board unanimously decided NO on this.

#### 11. Summit MLS Report – Eric Degerberg

- Eric noted that the lawyer is reviewing the contract for the Showing Time stats reporting that we are considering purchasing. Our lawyers have made changes and we are just waiting for Showing Times lawyers to come back with their approval. Data will be released and purchase of this complete soon.
- Lockboxes – Eric is going back to SUPRA to negotiate pricing and number of lockboxes. It was noted that when we do the switch, any missing boxes will be charged to the appropriate Managing Broker at \$79 per box. The suggested date for this is November 28.
- Eric noted that the MLS board has decided to move forward with charging the assessor’s office for the licensed appraisers that have access to the MLS. It was noted that if we don’t do this, we could lose the “closed MLS” status.

#### 12. Procedures and Policies Update – Kathy Christina

- Kathy noted that the operating procedures and employee handbook revisions were approved in draft form at the last meeting. These have been forwarded to the lawyers for approval and review.
- Kathy noted that the 2017 budget is in draft form after meeting with the Finance Committee yesterday. Sarah and Kathy will be meeting with Lindsay Gremmer, our Accountant at the end of the month to finalize and have something to show the board at the October meeting.

#### 13. Jackie McPheeters – Community Involvement

- Jackie will put together SOP’s for this program and also submit a revised Mission Statement to the board for approval.
- Jackie noted that she received a call from CAR and they would like a statement from us regarding our Thank It Forward program. CAR would like to be involved and help promote this. A discussion took place about what this would look like. It was determined that gift cards and acts of kindness would make up the “giving” in this program.
- It was noted that a vote will need to take place on this prior to the next meeting. An email proxy vote will take place once Jackie has the SOP’s and mission statement in place. (It was noted at the October 13<sup>th</sup> board meeting that this was not done and a vote still needs to take place).

14. A MOTION was made, seconded and approved to move back into Executive Session.

15. A MOTION was made, seconded and approved to adjourn the meeting at 11am.