



DECEMBER 12, 2019
SAR OFFICES

MLS Board Meeting Minutes

1. **Call to Order-** Tom Kozlowski, President, called the meeting to order at 8:37am.
2. **Roll Call and Confirmation of Quorum-** The roll call was taken, and 7 voting members were present for a quorum.
3. **Public Comment:** none.
4. **December 2019 Snapshot Review-** The Executive Director reviewed the Snapshot with the Board.
5. **Product Demo's:** Showing Time Upgrades and Broker Public Portal
 - a. **ShowingTime Enhancements**

The Board had a demo from ShowingTime to look at potential product enhancements that will benefit the members. The cost will be \$.85 per member, per month. There was a MOTION and second to approve the product enhancements as a member benefit for 2020. This will be funded out of the New Technology line item. The MOTION PASSED.
 - b. **Homesnap Pro**

The Board received a demo for a new search product for SAR members/consumers at the request of a Board member. The cost will be \$1.00 per member, per month. The Board decided that to adopt this product would be a culture shift and would require further thought before moving forward.
6. **Consent Agenda-** New members, November minutes and membership policy compliance were reviewed. There was a MOTION and SECOND to approve the consent agenda. The motion was APPROVED.
7. **Leadership Reporting**
 - A. **President's Report-** Tom Kozlowski thanked the Board for their service this year. The ED thanked the President for his service.
 - B. **SAR President's Report-** SAR President Tom Coolidge thanked the MLS Board for their hard work and encouraged the MLS to focus on succession planning. SAR has been able to have a line of individuals interested in serving this year with people moving up from committee and work on the boards part to get new Board members. MLS needs to do the same so it's not always the same people.

Voting Director Attendees:

Isabel Rawson
Chantal Wener
Tom Kozlowski
Jim Schlegel
Kevin Broadrick
Tom Coolidge
Frank Hofmeister

MLS Committee Attendees:

Lisa Bova
Mike Krueger
Eric Degerberg

Not in Attendance:

Spencer Thomas
Andrew Biggin

Guests:

None

Staff:

Kristi Gifford
Sarah Thorsteinson

Minutes taken by:

Sarah Thorsteinson

C. Executive Director Report- The Executive Director updated the Board on staff hiring for new position of Association Coordinator.

The ED also let the Board know that the CPA has recommended that SAR and MLS create a Trademark agreement that would charge the MLS a fee that would be a percentage of the MLS taxable income each year for the use of the SAR trademark/logo. This will help the MLS as part of its tax strategy each year. There was a MOTION and Second to APPROVE the Trademark Agreement and to implement it by 12/31/19 pending SAR BOD approval. The MOTION passed. The ED asked if the MLS would consider an RPAC contribution for 2019. There was a MOTION and Second to APPROVE the MLS donated \$1,000 to RPAC. The MOTION passed.

8. Financials- The Executive Director reviewed the December 2019 financials. There was a Motion and a SECOND to APPROVE the Financials. The motion PASSED.

9. Old Business:

A. New Product Update:

Kristi provided an update on the new and old products:

BoxMLS- Terminated as of 12/1- access, RETS and all sites disabled.

Prospects CRM- is expected to launch in February but no timeline yet.

Cloud CMA- Contract is in negotiations being signed by both parties.

Trestle- Migrations must be complete by January 2nd. Kristi is struggling with the vendors saying the Trestle fee is SAR's and blaming SAR for the increase. A lot of angry members. Still have 90 members to convert over.

B. 8.0 Clear Cooperation Implementation

The Board chose to revisit the new clear cooperation policy because Kristi Gifford has been appointed to the CMLS work group. Boards that have adopted it have received a bunch of push-back. The MLS Board agreed to ride this out for a little bit until the working group makes its recommendations and best practices. Implementation is not mandatory until May 1.

C. Integrated Tax

Kristi explained the continued issues with Integrated Tax being updated and the members frustration. Because the link is still available members are not using the Matrix 360 and Realist data though it is more dependable. Concern over the few complex/subdivisions that are known as something other than what County Record displays was vetted. Prior to termination there will be education pieces created and the list will be maintained under the Help section of Matrix for brokers to refer to as needed. There was a MOTION and SECOND to APPROVE to begin the termination process for the Integrated Tax system. The MOTION PASSED.

10. New Business

A. Provisional Membership

Staff would like to request that new members receive provisional membership within a few days of applying for membership instead of waiting until next month for Board approval. There may be some bylaw changes for MLS Only participants and SAR members. There was a MOTION and SECOND to APPROVE pending SAR Board and Attorney Review. The MOTION PASSED.

B. Participant Definition

There was a discussion of whether the government can apply as a REALTOR Member. This was an informational discussion- no one has applied or requested to become members yet. It was discussed that SAR cannot deny membership to a REALTOR participant.

11. Open Floor items- none

There was a MOTION TO ADJOURN. The Motion was seconded and passed. The meeting adjourned at 11:46am.