



SEPTEMBER 2019
SAR OFFICES

SAR Board Meeting Minutes

1. **Call to Order-** Tom Coolidge, President, called the meeting to order at 8:33am.
2. **Roll Call and Confirmation of Quorum-** The roll call was taken, and 6 voting members were present for a quorum.
3. **Public Comment:** There was no public comment.
4. **Consent Agenda-** The Executive Director reviewed the Association snapshot and new members. There was a MOTION and SECOND to approve the consent agenda, including new members and May minutes. The motion was APPROVED.
5. **Financials-** The Executive Director and CPA reviewed the July and August 2019 SAR and MLS financials. There was a Motion and a SECOND to APPROVE the July and August SAR and MLS Financials. The motion PASSED.
6. **Old Business:**
 - A. **Forewarn**

The Board discussed the potential for a new member safety App for REALTORS called "Forewarn" that allows them to research potential new clients before showing property. The Board felt this would be a nice offering to the membership. The contract will be based on the number of REALTORS who sign up, and will not have to pay for all members. There was a Motion and second to move forward with Forewarn for the 2020 budget cycle and based on attorney review of contract. The MOTION PASSED.
 - B. **Approval of 2020 Strategic Plan**

The Board reviewed the final draft of the 2020 Strategic Plan based on the August 15th Strategic Planning session. There was a MOTION and Second To Approve the 2020 Strategic Plan as drafted. The Motion Passed.
 - C. **Approval of SAR Bylaw Changes as drafted for membership vote**

The Board reviewed updated language drafted by SAR attorneys for Board member qualifications. The language will be sent to the SAR members for a vote starting in October. There was a MOTION and Second to approve the draft bylaws as written and to send the language top the members for a vote of approval. The Motion passed.
7. **New Business**

Attendees:

Tom Coolidge
Dana Cottrell
Jason Smith
Lisa Bova
Courtney Peroutka
Jennifer Chambers

Not in Attendance:

John Angelico
Tom Kozlowski
Jack Carpenter
Dave Greenberg
Jackie McPheeters

Guests:

Jeni Friedrich

Staff in Attendance:

Sarah Thorsteinson

Minutes taken by:

Sarah Thorsteinson

A. President's Report

The President updated the board on discussions with Mark Nunn of Edward Jones about the strength of the economy prior to the Board budgeting for 2020. Mark indicated that the economy has signs that it could continue at this pace for another six years, pending any political upheaval or trade war with China. The Yield has inverted and in a normal cycle that would mean another two years before a correction in the market.

B. Executive Director Report

The Executive Director updated the board on the mountain district proposal for a wildfire sim table. The proposal fell apart with lack of organization and funding. She also noted that the Board has given out 3 wildfire defensible space grants this summer. Finally, she updated the Board on the building remodel noting that it was almost complete. The final total with furniture came to \$136,050.00

C. Action Items From July Board Meeting

The ED reviewed action items from the July meeting, noting all were complete.

D. Summit MLS Report

Lisa Bova updated the board on the MLS approving new Prospects CRM and Cloud CMA products for 2020. The MLS Board is terminating the BoxMLS contract, noting that it does have a high adoption rate among our members. The MLS also discussed paying SAR a dividend as the sole shareholder of the MLS. All after tax retained earnings should be given to the shareholder.

E. SAR Building Room Rental Fees & policies

The Board discussed how to rent out all of the newly renovated rooms to members and/or the public. There are many options. The Board does not want staff to work weekends or after hours to accommodate room rentals. The Board agreed to create a taskforce to come up with a proposal for the Board.

F. Slate of Candidates for 2020 SAR Board of Directors

The Nominating Committee was still working on candidates for 2020 and asked that the Board vote on the slate of candidates via email once the slate was finalized.

10/22: There was a MOTION and Second via email vote to approve the following candidates for the SAR ballot: Jeni Friedrich, At Large; Dishon Lutz, Dillon/Silverthorne; Steve Fisher, Frisco/Copper Mountain. The Motion Passed.

G. REALTOR Emeritus Approvals

The ED has submitted REALTOR Emeritus Applications to NAR in the final year of RE approvals by NAR. Under SAR bylaws, the Board of Directors must approve the candidates. There was a MOTION and SECOND to approve the following RE Candidates who have 40 years as a REALTOR and have served on a SAR committee for at least one year: Dan Burnett, Kim Stevenson, Ron Shelton, Rob Neyland, Chris Eby. The MOTION passed.

H. 2020 SAR Budget

The Board discussed the first draft of the 2020 budget. There was an effort to decrease expenses by the ED throughout the budget. The Board agreed to budget for 40 new SAR members in 2020 and 37 drops. The Board agreed to increase the rent to the MLS to be at a competitive commercial rental rate in Dillon. The Board also agreed to take a dividend from the MLS. The

Board will wait to finalize the SAR budget in November until after the SIP to determine the success of the event.

8. The meeting adjourned at 12:15 PM