

🏠 **Location:** 352 Lake Dillon Drive  
📅 **Date:** February 20, 2020  
🕒 **Time:** 8:30 am

## MINUTES

### Summit Association of REALTORS Board of Directors Meeting March 19, 2020

**Board Members Present:** Dana Cottrell, President; Courtney Peroutka, President-elect; Tom Coolidge, Past President; Spencer Thomas, MLS President; John Angelico, Lisa Bova, Jack Carpenter, Dishon Lutz, Steve Fisher, Jeni Friedrich, Dave Greenberg

**Board Members Absent:**

**Staff Present:** Sarah Thorsteinson, Executive Director

**Guests Present:** Mark Nunn, Edward Jones; Lindsay Gremmer, CPA; Isabel Rawson, Education Committee Chair

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- I. **Call to Order-** Dana Cottrell called the meeting to order at 8:30 am
  - II. **Roll Call and Confirmation of Quorum (6)-** The roll call was taken and 11 voting members were present for a quorum.
  - III. **Public Comment Period-** There was no public comment.
  - IV. **SAR Snapshot Review** – The Executive Director reviewed the SAR Snapshot for the month with the Board.
  - V. **Consent Agenda-** The consent agenda included the following items. There were 2 members who are not in full compliance at this time.
    1. February Minutes
    2. New Members
    3. Membership Policy Compliance

There was a MOTION and SECOND TO APPROVE the March Consent Agenda. The MOTION was APPROVED.
  - VI. **Financials Review-** The Executive Director and CPA reviewed the February Financials. SAR and MLS continue to be in a good position financially. The ED noted that SAR will not see membership drops this year because annual dues are non-refundable. The only place where we would see a drop would be if a member cannot afford the \$50 a month for MLS dues. We will need to watch new member and MLS only applications. The association has already saved \$17,000 in travel due to canceled conferences.

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Mark Nunn of Edward Jones joined the call at 9:00 to discuss the current state of SAR's accounts with them. Mark does not recommend turning any of the accounts into cash. He feels diversification of accounts is most important. He feels that staying the course is the best action. There will be a drop, but it will be less of a hit than if we sold at the bottom of the market now. The Board agreed with his recommendation.

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## VII. Old Business

A. **Listserv Update:** After the Board approved a plan for the listserv last month, Staff came back with a new proposal to address listserv issues without shutting down all of the real estate listserves. The listserve will have a new community email, real estate info, rentals, and open houses. What is allowed on each of the listserves will also be tightened up. There was a MOTION and SECOND to APPROVE the updated listserv policies and add new development language to allow postings 1x a week. The MOTION Passed.

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## VIII. New Business

- A. **SAR President's Report-** The President began discussion of the Corona Virus and how it impacts the Association and brokers. Her report was continued in the Corona Virus topic later in Old Business.
- B. **MLS President's Report-** The MLS President gave an update on the new CRM which has been released and an update on the MLS board viewed a preview of the new REALIST product which will be released April 8<sup>th</sup>. The product really shows how consumers are buying. Brent is currently scheduled to be in person to do the training but it can be switched to a webinar. He also discussed that Gunnison County has shut down property showings and requires realtors to get permits to do so. Staff was asked to research and let the Board know.
- C. **Executive Directors Report-** The ED asked the Board if they would like to have a policy on whether friends and family of staff or realtors can be used as SAR vendors. The board felt that it is important to use local people and given that we have a small community, it will be hard to find vendors. Staff was asked to have Frasca draft policy language for the operating framework.

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The process for budgeting/strat plan this year will be: Membership survey in May, Committees meet in June to develop goals for 2020, Strat Planning session in July, and then Budget begins in August. The Board also discussed that only 7 DR's responded to a survey of 150 regarding DR education. The Board said to drop pursuing a DR certificate program and education this year because we have a full plate as it is.


**D. Action Items from February Meeting –**

Staff reviewed the action items including Listserve Implementation, Forewarn login information and hiring the new employee.

- E. Corona Virus Policy-** The President discussed the new Corona Virus and how it is impacting the Association. SAR is closing the building to the public. Staff will be allowed in the building. Classes are being canceled for the time being through the end of March. We will monitor how this affects real estate transactions. The Board agreed to be flexible with the Governor's stay at home policies and adjust the Building closure as needed.

The Board discussed opportunities to help members during this time. Pizza and Politics is one way to reach out and help members and it can be done on zoom. Staff agreed to move the Pizza and Politics to webinar formats. Staff will look for opportunities/topics to create Pizza & Politics events.

- F. Education Committee Request for 2021 Budget Funding-** Isabel Rawson, Chair of the Education Committee, requested that the Board give the committee their budget for 2021 in July of 2020 outside of the budget so that they can book instructors and speakers in a reasonable timeframe.
- G. Strategic Plan Review-** The ED reviewed the 2020 Strat plan and progress, noting that many items are unable to be accomplished at this time due to the virus. Staff will continue to work towards accomplishing the Strat Plan this year.
- H. 2020 Playhouse Project-** Dana and Sarah met with the Summit Daily regarding issues that SAR had with the project last year including not being able to pay out of our Summit Foundation donor advised fund and that SAR's logo was not prominent through out the project. The SDN agreed to allow SAR to send money directly to FIRC so we can use the Donor advised fund. In addition, the SDN agreed that they would put SAR's logo on each house to help promote SAR as the presenting sponsor. The Board agreed to let the Community Giving Committee review the Playhouse Project and send it out to the Board for a vote.



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**Note:** The Committee sent out a vote via email to the SAR Board on March 30<sup>th</sup> to approve SAR serving as the Presenting Sponsor of the Playhouse Project again this year. There was a MOTION and Second to approve up to \$12,000 and if the Playhouse Project does not happen for 2020, that the money would still go directly to FIRC. The Board agreed that this would be a good cause, especially this year with the need to help support FIRC during the Virus.

**On this email vote, the Board also approved sending \$1200 to support the Education Foundation of the Summit's annual Fundraiser as a Gold Sponsor.** There was a Motion and Second to Approve the \$1200 sponsorship. The Motion passed.

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#### **IX. Director Talking Points For March**

- Corona Virus policies
- Pizza & Politics with Elisabeth Lawrence

#### **X. Adjournment**

