



352 Lake Dillon Dr
PO BOX 2397
Dillon, CO 80435
summitrealtors.org

**SAR Board of Directors Meeting
MINUTES
November, 2020**

As the leading advocate of our unique local real estate industry, SAR provides its REALTOR® members with the education and technology that enables them to conduct business competently and professionally. SAR promotes and enforces ethical standards, encourages real property ownership and improves the quality of life in our community.

- I. Call to Order** - The meeting was called to order via ZOOM by the SAR President, Dana Cottrell at 8:31am.
- II. Roll Call and Confirmation of Quorum (6)**- Roll call was taken by the Executive Director. Dana Cottrell, Courtney Peroutka, Steve Fisher, Jack Carpenter, Dishon Lutz, John Angelico, and Tom Coolidge were present. Spencer Thomas and Lisa Bova were absent.. 9 voting members were present for a quorum. Sarah Thorsteinson, Executive Director was absent. Nancy Burniche and Amy Caniglia were also in attendance.
- III. Public Comment Period**- There was no public comment.
- IV. SAR Snapshot Review**- The Board President reviewed the November Snapshot of the Association.
- V. Consent Agenda**-The Consent Agenda was reviewed. There was a MOTION and SECOND to APPROVE the Consent Agenda. The Motion PASSED.
 - 1. October meeting minutes
 - 2. Committee Reports
 - 3. New Members
 - 4. Membership Policy Compliance

VI. Financials Review

Lindsay Gremmer, CPA & Sarah Thorstienson

The October 2020 SAR and MLS financials were reviewed by the Executive Director and CPA.. SAR and MLS continue to be in good shape financially due to budgeting, the pandemic, and strong investments.

VII. Note Router Demo for Board

The Board received a demo of Note Router, which is an email communication system designed for REALTOR associations to streamline emails, increase member engagement. The Board liked the product. There was MOTION To APPROVE and Second to approve a one year contract. The Motion was APPROVED. The board also agreed to stay with Rapattoni AMS for one more year.

VIII. Old Business

Dana Cottrell





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- A. **2021 Budget final Review:** The board reviewed the final changes in the 2021 SAR Budget and the MLS Budget. There was a MOTION and second To APPROVE the 2021 budgets. The Motion PASSED.
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IX. New Business

Dana Cottrell

- A. **President's Report** – The annual membership breakfast and installation will be moved from December to January 7th to give more time to prepare for the event. Holly Mabery will be the speaker and Janene Johnson will do the installation.
- B. **MLS President's Report** – The Executive Director gave an MLS report under her report.
- C. **Executive Director Report:** The MLS had been considering whether to work with Homesnap but it was announced that Homesnap was bought out by a company that has been perceived anti-industry, so the MLS Board choose to hold off on any further research. The MLS Board also had a demo on One Home, an ne client portal interface with Matrix. The Board isn't sure if they are interested in moving forward. They are going to do another demo in December.

D. Operating Framework Updates: Committee and Award Descriptions

Sarah Thorsteinson

The board reviewed proposed committee descriptions for the Operating Framework, including Marketing, Government Affairs, and changing the Realtor of the Year and Affiliate Year committee to an awards committee. The Board agreed to the new committee descriptions. They also looked a proposed language for a They also reviewed proposals for a Good Neighbor award and criteria for a Distinguished achievement Award. They agreed to review the ROTY policies and process early next year

X. Director Talking Points for October

Dana Cottrell

- a.) Share the news of Sara's Distinguished Service Award and celebrate with other realtors how lucky we are to have the best AE.
- b.) Encourage brokers to donate to RPAC with their dues payment. Talk about how much was done just during COVID to help keep our businesses going.

XI. Adjournment at 9:55 am.

XII. Board reconvened at 10:00 am.

XIII. Approval of Realtor of the Year, Affiliate of the Year, and Distinguished Achievement Awards.





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Immediately after the full meeting, the Board reconvened to review the ROTY committee recommendations for ROTY, AOTY, and Distinguished Achievement awards. This was done separately due to the fact that a few of the nominee considerations were Board members. The Ed told the Board that a member had called to complain about the ROTY nomination process. He indicated that it is always a Board member who receives the award, so there is no need to nominate anyone. He recommended that the entire membership vote for the Realtor of the Year. After consideration of the current ROTY process, there was a MOTION and SECOND to APPROVE the ROTY, AOTY, and 3 Distinguished Achievement Awards. The Board also agreed to review the ROTY process early in the year.

The meeting adjourned at 10:45am

