



APRIL 6, 2017  
SAR OFFICES

## SAR Board Meeting Minutes

1. Kathy Christina called the meeting to order at 8:35am
2. A MOTION was made to approve the minutes from the previous meeting. This was seconded and approved.
3. Consent agenda to be voted on via proxy vote after the MLS Board has a chance to review the applications. Review of member counts.

### ... March . 2017...

	Current	2016	2015	2014	2013	2012	2011	2010	2009	2008
PrimaryMember	542	522	507	470	483	480	517	579	598	621
Secondary Member	42	40	32	38	41	32	33	35	41	41
Non Member Licensees	9	3	14	13	3	7	5	3	8	16
Affiliate Member	72	72	101	41	50	40	44	47	38	40
MLS Only	39	41	52	57	48	63	84	94	103	116
<b>Totals</b>	<b>704</b>	<b>678</b>	<b>706</b>	<b>619</b>	<b>625</b>	<b>622</b>	<b>683</b>	<b>758</b>	<b>788</b>	<b>834</b>
Unlicensed Admin	147									
<b>Total SAR/ MLS</b>	<b>704</b>									

#### DROPS:

REALTOR	1
MLS Only	0
Affiliate Member	0

4. Next board meeting will be May 3
5. Announcements:
  - April 10<sup>th</sup>: MLS Market Stats Launch
  - April 12<sup>th</sup>: Multiple Offers Class, CREC Update
  - April 19-21<sup>st</sup>: NAR Region 11 conference-Colorado Springs
  - April 22<sup>nd</sup>: Lake Dillon Fire Rescue Awards Banquet 11am-1pm
  - April 25<sup>th</sup>-27<sup>th</sup>: CAR Spring Meetings, Vail
  - April 25<sup>th</sup>: Mountain District Bowling Party- Bol, Vail (open to all)
  - May 10<sup>th</sup>: New Member Orientation
  - May 11<sup>th</sup>: MLS BOD meeting
  - May 15-19: NAR Legislative Meetings, Washington
  - May 17<sup>th</sup>: Tax Strategies Class
  - May 24<sup>th</sup>: CREC update w/Bob Howe
  - May 31<sup>st</sup>: MLS Mew Member Orientation
  - June 7<sup>th</sup>: Affiliate Trade Show
6. Financials will be reviewed via email and approval will take place at the next meeting. Due to the timing of this meeting, financials are not available yet. Kathy noted that the Association accounts are moving from Bank of the West to Alpine Bank. Sarah is meeting with Alpine Bank today to get the check

#### Attendees:

Kathy Christina  
Sarah Thorsteinen  
Stacy Shelden  
Spencer Thomas  
Bonnie Smith  
Tom Coolidge  
Jackie McPheeters  
Betty Stielow  
Jason Smith  
Dana Cottrell  
Mikel Traweek

#### Not in Attendance:

Ryan Walsh  
Tom Harmon  
Kristin Walter

#### Minutes taken by:

Stacie Buer

deposit system running. We also have Charles Schwab and Edward Jones accounts. A bank register was presented to the members for review. There are 4 signers on all of the accounts. It was noted that we have more layers of security than we have had in the past. Sarah will coordinate with Lindsey to have her join us on the phone for the May meeting. A discussion took place about the amount of information available to the board. It was noted that all the information is available upon request if more details are needed over and above what is already provided.

#### 7. CEO Report by Sarah

- Chris Ulrich was here this week. The meeting was well received. The weather affected our numbers a bit, but it was a very successful event. It was noted that charging non-members wasn't effective for the amount of time that staff had to put in.
- Staff did training with Instructor Holly Mabery. Holly worked with staff to come up with a value proposition from a staff standpoint. Looking at Association relevance to our members for the future was a focus.
- Wildfire - - applied for a NAR Game-Changer grant and found out yesterday that it was approved. The amount to be received is \$15,000.
- AE Institute – an update was requested. Sarah felt it was the best AE she has ever been to. Kristi attended CMLS and Best Practices which she felt was very useful. Mikel took away the idea of collaboration and working with other boards for more than just bringing in instructors. Mikel is looking forward to this collaboration. She also took away the idea of looking at the things that we do in the Association from the view of the member rather than through our lens. Communication was a huge piece as well.
- Discussion took place about the situation with the MLS merger with IRIS and RE Colorado and the current events. The MLS Board is watching what is going on in our state and other states. A discussion took place regarding legal representation if this ever comes up with our Association.

#### 8. Affiliate Update – Maggie Dew

- Maggie noted that she went with Mikel to meet with the staff at the Pavilion. An email was sent to Affiliates to inform and invite them to the event. They have received 28 RSVP's so far. The Trade Show is June 7<sup>th</sup> from 11-2:30 at the Silverthorne Pavilion.

#### 9. MLS President Report – Spencer Thomas –

- InfoSparks will be launching April 10<sup>th</sup>. This is not advertised as the MLS Board will be testing and working through the accuracy of the data. Spencer asked the SAR Board to start using and testing this product. Advertising to the membership will happen after it has been tested.
- 3 members have been suspended due to not paying for outstanding Supra boxes.
- CAR comparison reports – it was noted that the data isn't correct or is being used inappropriately by other REALTORS. The MLS is talking about pulling out of the participation in the 10K reports due to this issue.

#### 10. Scholarships/REALTOR Cares Committee Update – Jackie McPheeters

- Review of the determination for scholarship from SAR. The committee looked at grades, consistency, financial need, ambition and community involvement. It was noted that they are NOT to give special treatment to realtor's children. The committee awarded 4 scholarships to students in Summit County, and have reserved \$500 for a Park County scholarship. It was noted that in the future, the rules should be put out there so the expectations are clear. It was asked that the Scholarship Committee put together revised guidelines and a proposed financial outlay prior to September for the 2018 scholarships.
- REALTOR Cares – Presented having a wildfire mitigation volunteer day. Jackie noted that the committee would donate \$1,000 from the REALTOR Cares account towards providing food for that day. Injury is a concern but it was suggested that a waiver could be signed by each participant. Jackie noted that this is still in the planning process so she doesn't have concrete plans.
- Donated \$25 to the Care clinic for their Soup from the Soul fundraiser.
- Fitness Challenge to start May 1<sup>st</sup> and go through June 1<sup>st</sup>. Donations from Realtors will go to RPAC for \$50. Other community members can donate to the charitable fund.

11. Unfinished Business:

- Wildfire grant – Sarah noted she would like to be using the grant to expand the wildfire mailer, doing radio, TV and newspaper ads for an Advocacy Education Campaign. She would like to run 8-12 full page ads in a series of “did you know” items. This would include the community work day as Jackie touched on earlier. It was also suggested to do a “Celebration of first responders” and recognize them with a fun event. Bonnie has calls in to attempt to get funding for this day. Sarah would like to continue with the defensible space grants as the funding is available for this.

At 10:40am a MOTION was made to move into executive session. This was seconded and approved.