



OCTOBER 19, 2017
SAR OFFICES

SAR Board Meeting Minutes

- 1. Call to Order-** Kathy Christina, President called the meeting to order at 8:40am.
- 2. Quorum is Present**
- 3. Approval of Minutes** -Minutes were reviewed from the September meeting. A MOTION was made to accept the minutes as written, this was seconded and approved.
- 4. Consent Agenda-** Review of New Members:

New Applications October 2017				
	Name	Membership	Office	Location
1	Samantha Daily	Affiliate	CMG Financial- <i>Mortgage Banker Industry</i>	Highlands Ranch, CO
2	Karen Seitz	Primary	Coldwell Banker Mountain Properties	Frisco, CO
3	Kelly Hepburn	Secondary	Colorado Craft Brokers, <i>Primary membership is with DMAR</i>	Dillon, CO
4	Sarah Gourgues	Primary	Resort Real Estate Experts	Frisco, CO
5	Jonathan Fry	MLS Only to Secondary	Fry Properties, Jonathan is moving his membership from MLS Only to secondary because of the requirements for all licensees under the employing broker with the MLS Only Participation	Denver, CO
6	Darin Omtvedt	Affiliate	Summit Inspection Resolution- <i>Inspection Resolution Industry</i>	Dillon, CO
Drops- August 2017				
	Name	Membership	Office	Location
1	Eric Malmgren	Primary	Carbonate Real Estate	
2	Carla Hyatt	Primary	Colorado Real Estate	
3	Mike Madsen	MLS Only	Rockies R.E. Network, LTD	

A MOTION was made, seconded and approved to accept these new members.

- 5. Membership Count-** Review of member counts:

Membership Report

...October, 2017...

	Current	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
PrimaryMember	570	540	522	489	484	486	525	581	621	656	628
Secondary Member	53	46	35	41	36	40	33	37	47	51	27
Non Member Licensees	12	13	?/2	12	8	7	5	3	8	17	17
Affiliate Member	97	74	64	47	49	49	45	48	41	56	56
MLS Only	42	44	39	57	64	63	84	92	100	117	109
Totals	774	717	660	646	641	645	692	761	817	897	837
Unlicensed Admin	151	131									
Total SAR/ MLS	925	848									

DROPS:

REALTOR	2
MLS Only	1
Affiliate Member	0

Attendees:

Kathy Christina
Tom Harmon
Jason Smith
Tom Coolidge
Spencer Thomas
Stacy Shelden
Don Thomas
Jackie McPheeters
Dana Cottrell
Kristin Walter
Betty Stielow
Maggie Dew

Not in Attendance:

Guests:

Eric Degerberg
Lisa Bova
Bonnie Smith

Staff in Attendance:

Sarah Thorsteinson

Minutes taken by:

Nikki Edson

2017 Applications and Drops

	New Primary	New Secondary	New Affiliate	New MLS Only	Drop Primary	Drop Secondary	Drop Affiliate	Drop MLS Only	NML
January	4	0	0	0	10	0	1	1	1
February	5	0	4	0	12	1	7	5	1
March	3	2	1	0	1	1	0	0	0
April	14	2	3	0	0	0	0	0	0
May	5	1	2	1	0	0	4	0	0
June	6	3	7	0	1	0	0	0	0
July	9	4	1	0	0	2	0	0	0
August	4	2	1	1	1	1	0	0	0
September	7	1	0	1	2	0	0	1	0
October	2	1	2	0					
November									
December									
Total	59	16	21	3	27	5	12	7	2

6. **Next Board Meeting:** November 16th, 2017 -Moved December Meeting to December 19th, 2017

7. **Announcements:**

- November 7th: Cybersecurity and Privacy Class: 9am-12pm
- November 7th: Tighten it up: FHA, What an Agent Needs to Know 1:00pm-5:00pm
- November 8th: Annual Membership Meeting/Elections@ The Lodge featuring Juanita McDowell
- November 14th: MLS Board Meeting 8:30AM-12:00 PM
- November 15th: Summit Area Contracts Class 9am-12pm
- November 16th: SAR Board Meeting 8:30 AM-12:00 PM
- November 23rd & 24th: SAR Offices Closed for Thanksgiving

8. **President's Report-** Kathy Christina

Policy Committee will have the review ready for abdication for next meeting. There will be a focus of returning to the use of committees going forward.

9. **CEO Report** – Sarah Thorsteinson

- a) RFP for SAR Furniture is written, this will go before the Building Committee for review
- b) Copy of the Support Letter for Wildfire Mitigation was provided
- c) NAR has provided a brochure with the NAR Core Standards that includes local issues. This will be handed out at New Member Training and Education Classes. The short RPAC video will be played and a RPAC Signup sheet will be available at Classes as well.

10. **MLS Update-** Spencer Thomas

- a) Matrix 7.0 update went well
- b) Focus on educating members of the benefit of Tech HelpLine to increase usage
- c) Requirements for Board Members was discussed: Actively Endeavoring and ineligibility if convicted of a Felony
- d) Brian Young from Clarity spoke to the BOD: New Dashboard design, customization opportunities, and additional login link buttons are coming down the line. SAR Members are doing well with the Clarity Security. MMSI is not giving full API to us at present.

11. **Education Update** – Kristin Walter

The Taskforce has created a new partnership with Affiliates to finish outline for Finance Class, this will include a Welcome Class, Finance Class Secondary and Contracts class for Summit Area Specialist Designation. This has been modeled from VailPro. The package will be ready for the Leadership Retreat.

12. **Financials Report-** Sarah Thorsteinson

Reviewed the September SAR and MLS Financials with the Board. The increase of MLS over budget is due to the increase of Members as MLS Fees are majority paid per user fees.

A MOTION was made and seconded to approve the August SAR Financials. The Financials were approved.

13. **Adjournment from General Meeting-** SAR adjourned their meeting at 9:45.

The Board moved into Executive Session for the purposes of reviewing the Budget and Human Resources.