



MARCH 15, 2018
SAR OFFICES

SAR Board Meeting Minutes

1. **Call to Order**- Jason Smith, President called the meeting to order at 8:34am.
2. **Quorum is Present**
3. **Public Comment: NA**
4. **Approval of Minutes** – A MOTION was made, seconded and approved to approve the February 5, 2018 Minutes as written.
5. **SAR Snapshot Review**
6. **Membership Policy Compliance**
 - a. There are 8 new members that have not attended the 1st offered meeting. They will be sent a warning letter to remind them they must take the next offered course to remain in compliance with MLS/SAR Regulations.
 - b. One Open House Fine has been assessed
7. **Next Board Meeting:** April 23, 2018
8. **Announcements:**
 - a. **March 20th- Appraisal Class**
 - b. **March 22-26th- AE Institute, Charlotte, NC**
 - c. **March 29th – The Brief Lab @ CMC Breck**
 - d. **April 4th- Avoiding Pitfalls w/ Damian Cox**
 - e. **April 12th – Deeds, Liens, and Mineral Rights**
 - f. **April 11th-13th- NAR Region XI meeting, Albuquerque**
 - g. **April 12th – MLS Board Meeting**
 - h. **April 23rd- SAR Board Meeting**
 - i. **April 24th-26th CAR Spring Conference, Vail**
9. **Financials – Lindsey Gremmer, CPA**
 - a. Review of January and February Financials. 94.96% of the total annual budget has been collected as of February 28, 2018.
 - b. A MOTION was made, seconded and approved to approve the January 2018 and February 2018 Financials.
 - c. Tom Coolidge presented a projected financial statement with fewer member numbers to provide insight on future budgeting.
10. **President's Report**- Jason Smith
 - a. A Link to the new NAR Anti-trust video will be sent to BOD Members to watch.
 - b. The Audit Company as suggested that the Realtor Cares gift cards be approved by the BOD prior to them be given out. They are reviewing financials for the upcoming audit.
11. **CEO Report** – Sarah Thorsteinson

Attendees:

Jason Smith
Tom Coolidge
Kathy Christina
Kevin Broadrick
Stacy Shelden
Betty Stielow
Jackie McPheeters
John Angelico
Dana Cottrell
Maggie Dew
Spencer Thomas
Lisa Bova

Not in Attendance:

Dave Greenberg
Kristin Walter

Guests:

Lindsay Gremmer (phone)

Staff in Attendance:

Sarah Thorsteinson
Mikel Traweek

Minutes taken by:

Nikki Edson

- a. Rapattoni Contract has been signed. May 17th will be the cutoff date for MMSI. Staff training will be from May 22nd-25th.
 - b. BOD Bios are in the process of compilation. A skill survey will be sent out.
 - c. Contracts Binder has been finished.
 - d. In the process of getting quotes for insurance to cover Data Compromise. The BOD agreed that this was important and to continue to reach out for other quotes.
 - e. Applied to CAR for Issues Mobilization Grant for Pizza & Politics.
 - f. CAR IT was at SAR to do an audit. They have provided recommendations for tech upgrades.
 - g. A Strat plan first draft was provided to the BOD for review.
 - h. CAR will have two conferences this year, adding the REFresh Expo.
- 12. MLS Update-** Kevin Broadrick, President, Summit MLS, Inc.
- a. Review of the Clarity Conference in Arizona.
 - a. Technology, security and iBuyers were top subjects as well as the move from traditional brokerages to Companies with employees.
 - b. MLS BOD Discussions:
 - a. A change to entering a property into the MLS that has already been sold.
 - b. Adding an Alternative year built field, but decided against this.
 - c. As a Co-listing agent you must provide at least the minimum services required.
 - d. MLS Rules and Regulations are in the process of review and adopting the changes handed down from NAR.
 - e. The MLS BOD is still in discussion with eProperty Watch to get new wording in the contract to request a 30 day termination if they are unable to review and approve ads before they are live.
- 13. Affiliate Report-** Maggie Dew, Chair
- a. The Affiliate Trade Show will be on June 13th. They are in the process of lining up a CRM class before the Trade Show as well as choosing a catering company. The goal is to have 38-40 affiliates participate.
- 14. Building Committee –** Kevin Broadrick
- a. Several options for building improvements were discussed. The BOD agreed that items from the Building Audit should be completed first. They asked to have an updated estimate with these items as well as updates to the Lower Level be added to review again.
- 15. Education Update –** Dana Cottrell
- a. The BOD agreed that attendance in up to 3 full MLS or SAR BOD Meetings will count towards the Summit Area Specialist Designation Community Events.
 - b. Deadline for instructor approval in May 25, 2018 for courses in 2019.
- 16. Policy Committee Report-** Stacy Shelden, Chair
- a. SAR Travel policy was discussed. It was decided to keep the policy as written as it gives direction and provides flexibility.
- 17. Realtor Cares Report-** Jackie McPheeters, Chair
- a. There was a request from Summit Youth Hockey for a \$1,000.00 donation. A MOTION was made, seconded and approved for a donation of \$500.00.
 - b. Additional gift cards were distributed.
 - c. A request for an update on the Scholarship Program was made.
- 18. CAR Legislative Policy Committee Report-** Jackie McPheeters, Chair
- a. Projected interest rate hike
 - b. Continued housing crunch in Colorado
 - c. Large increase in 1031 exchange in commercial property
 - d. 31% of Second Home buyers in Colorado are from Texas
- 19. Old Business**

A. Board Management Software

The BOD reviewed three quotes from Board Management Software companies and decided to continue as is and not adopt a software.

20. New Business

A. 2018 RPAC Fundraising- In order to be granted the Pizza & Politics Grant it was discussed that SAR needs to do additional fundraising for RPAC to help meet the 2018 goal.

B. Sponsorship of CAR and Mountain District Events- There was a MOTION made, seconded and approved to use \$500.00 to Sponsor a CAR event and \$500.00 to Sponsor a Mountain District Event from the CAR Convention Budget.

C. Approval of NAR Mandatory Bylaw Changes – There are a few changes that need to be adopted, one is the Code of Ethics Training has changed to a two year cycle and some general clean up.

21. The BOD went into Executive Session at 12:35 PM for the purpose of discussing human resources and legal matters.