



OCTOBER 18, 2018  
SAR OFFICES

## SAR Board Meeting Minutes

- 1. Call to Order-** Jason Smith, President called the meeting to order at 8:30am.
- 2. Roll Call and Confirmation of Quorum-** The roll call was taken, and 9 voting members were present for a quorum.
- 3. Public Comment:** There was no public comment.
- 4. Approval of Minutes –** A MOTION was made, seconded and approved to approve the July 2018 minutes as written.
- 5. Consent Agenda-** The Executive Director reviewed the Association snapshot and new members. There was a MOTION and SECOND to approve the September new Members and Committee Reports. The motion was APPROVED.
- 6. September Financials:** The Executive Director and CPA reviewed the September Financials, noting that the Association and MLS are on track for the year and expect to end the year with a net profit for both SAR and MLS. There was a MOTION and second to approve the September Financials. The Motion PASSED.

### Old Business:

#### A. Health Insurance Proposals for SAR Members

Update: There have been 150 people who signed up for the program so far to get premium quotes. Applicants will be notified at the end of October what the rates will be. The enrollment period will be in November. Customer service has been very good with the company and members are happy with the response rate.

#### B. 2019 SAR Budget

The Board again reviewed the draft 2019 budget. There was a MOTION and Second to approve the budget with two changes to the draft that would increase the building hospitality budget and the community advertising budget. The motion was APPROVED. The Board agreed to create a community advertising task force to determine how to best create a media campaign promoting the value of a real estate broker. The Board reviewed website design proposals and upon recommendation of staff, agreed to keep the current website provider because they are making an effort to improve customer service. It will enable the Board to save thousands of dollars in 2019.

### Attendees:

Jason Smith  
Jackie McPheeters

Tom Coolidge  
Kevin Broadrick  
Kristin Walter  
John Angelico  
Dana Cottrell  
Maggie Dew  
Betty Stielow

Kathy Christina

### Not in Attendance:

Stacy Shelden

Dave Greenberg

### Guests:

Lindsay Gremmer , CPA (phone)  
Jack Carpenter  
Tom Kozlowski, MLS Board  
President

### Staff in Attendance:

Sarah Thorsteinson

### Minutes taken by:

Sarah Thorsteinson

### **C. 2019 Strategic Plan**

The Board reviewed an initial draft of the 2019 Strategic Plan based on the strategic planning session in September. The Board agreed on Objectives for their goals. Staff will now draft measurable strategies on how to achieve the objectives. The strategies will be presented at the November Board Meeting for Board review.

### **D. President's Report-Jason Smith**

No report.

### **C. Executive Director Report – Sarah Thorsteinson**

The Executive Director updated the board on Pizza & Politics on short term rentals, the fact that SAR is close to submission of the NAR Core Standards Compliance form, and the election process. The ED and Membership Director met with the President-elect in Park County to review location options to hold a class and a Town and County Manager Forum in Park County next year. Efforts will be made to invite brokers from Chaffee County and brokers in Park County who are not members of SAR.

### **E. Review of August Action Items- Sarah Thorsteinson**

The Executive Director reviewed the Board Action Items from the previous meeting.

### **F. MLS Report- Kevin Broadrick**

The MLS President discussed the MLS Board's creation of a home inspector task force to review options for fingerprinting and background checks for home inspectors. Frank Hofmeister will serve as the taskforce chair. There will be an effort to get a home inspector and members from the SAR Board on the taskforce.

### **7. New Business**

There was no new business for the October meeting.

### **8. Review of Action Items for the November 15 Board meeting.**

### **9. Concluding remarks**

### **10. The meeting adjourned at 10:10 am.**