

SOUTHEAST ARIZONA ASSOCIATION OF REALTORS®, Inc.
Regular Board of Directors Meeting Agenda
***Rescheduled* Wednesday, April 5, 2017 - 8:30 am**
125 S. 2nd Street – Sierra Vista, AZ 85635

The Mission of the Southeast Arizona Association of REALTORS® is to work together to provide vision, guidance, education, services and products to our REALTOR® members and Affiliates; to abide by the REALTOR® Code of Ethics; to encourage members to actively serve their communities; and to protect and promote private property rights.

BOARD MEMBERS PRESENT:	Mike Smith, Tim Bullington, Melissa Clayton, Shari Ward, Joan Wilson, Linda Huffman, Ginger Hernandez, Joanne Glaudini
BOARD MEMBERS ABSENT:	<i>Carole Vaughn</i>
GUESTS:	Jean Giuffrida, Karen Trevino, Deby DeRosa, David Greenberg, Carrie Prosser, Linda Pitts, Gary Haymore, Amanda Lewis
PLEASE TURN OFF ALL ELECTRONICS	
CALL TO ORDER	President Huffman, called the meeting to order at 8:30 a.m.
PLEDGE OF ALLEGIANCE	
QUORUM	A quorum was confirmed.
PRESIDENT'S COMMENTS	Linda spoke about the AAR meetings in Prescott last week. It was well attended. Had a great caucus with our Region 5. Attended many meetings which were informative. We spoke to each other about the situations of our fellow Associations and brainstormed about how we could help each other through difficult situations.
PREVIOUS MEETING MINUTES	Hearing no corrections or questions, minutes are approved as presented.
MEMBERSHIP REPORT	Membership report was given.
ROOM RENTAL REPORT	Room Rental Report was given.
AE WRITTEN REPORT	AE Report was presented.
CALL TO GENERAL MEMBERSHIP	David Greenberg, spoke about the unspoken policies that may be in place in regards to room rentals. Tim spoke to the Board about the reasons behind the decision to create the current rental policy , specifically: liability issues.
	Huachuca50 Dinner Invitation with speaker Martha McSally, this month. Joan Wilson will attend with Linda Huffman.
TREASURER'S REPORT	Treasurer Wilson presented the financial report, explained the actions recently taken in response to some fraud attempts, asking Joan wire funds out of state.
NEW BUSINESS	No new business.
	Executive Session: None

Paul W
4/26/17

Linda Huffman 4/26/17

UNFINISHED BUSINESS	<p>Listing of the building. Linda recapped the Brokers' Meeting, the focus of which was a discussion regarding listing the building. Linda explained the desire to meet with Wells to try to figure out a solution that would allow SAAR to continue to be a viable Association in the area. Frank Moro is in the process of setting up a meeting for Monday and Tuesday. Gary Haymore commented that this shows we are taking the necessary steps, to do our due diligence. The brokers felt that it was better to have a face to face meeting with the bank, rather than go through attorneys. We are only having a discussion and no decisions will be made at this meeting. Any options to proceed will be brought back to the Board. Linda will be speaking with SSVEC regarding the Parking Lot use agreement, would it be able to flow through to an entity who purchased this building. Linda requested a motion regarding the listing: Shari Ward, made a motion to list the building with Gary Haymore and Frank Moro. Melissa Clayton gave the Second. Joan Wilson requested information on the listing agreement between the two Brokers. Brokers would be compensated for their hard costs, perhaps to up to 1%. 3% to the selling agent. \$950,000 would be the listing price, which would cover the debt and the listing costs. How would the entertainment of offers take place? SAAR and SAMLs would need to agree on any offers. We need to specifically address the swap. Shari amended her motion, to include a price of \$995,00 with the compensation of 3% to the buying an agent, and selling rep. receiving up to 1%, <u>this could be negotiated futher. Melissa Seconded. Motion Passed.</u></p> <p>Blighted Area Designation. Melissa reported that the Fort was pressuring . April 11th 3:00 p.m. work session. When we get confirmation of upcoming meetings, we will inform the general membership.</p> <p>Resolution: Joan Wilson moved that both boards be involved in entertaining or confirming any offers received through the listing of the building, Mike Smith seconded. Motion passed with Tim Bullington opposing.</p>
TASK FORCE / COMMITTEE REPORTS	<p>Executive Committee - Linda Huffman: no meetings held.</p> <p>Finance Committee - Joan Wilson: a meeting would be called soon.</p> <p>Government Affairs - Melissa Clayton: gave her report and had a handout available for the attendees.</p> <p>RAPAC - Robert Zazueta: not in attendance, but a recent RAPAC report was included in the BOD Packet.</p> <p>Professional & Business Development - Michelle Goodman, Jean gave her report.</p> <p>Affiliate Report - Ginger Hernandez. Ginger spoke about new ideas to add value to the Affiliates' membership, one of which being an affiliate wall. Board will discuss and vote on this at the next meeting. Ginger also explained her ideas for the something other than an Affiliate Expo, something more along the lines of a scavenger hunt - with a prize at the finish. Board members gave her their feedback on the suggestion. She has called an Affiliate meeting for the following Tuesday, after the MLS session.</p> <p>SAMLs - Jean Giuffrida: revising MLS Forms. Next meeting 3rd Monday at 10am Carrie Prosser volunteered to be on the committee.</p> <p>Public Relations -Kathy Murray: no report</p> <p>Real Wishes - Linda Broughton: no report</p>
GENERAL COMMUNITY REPORTS	NRCD & Upper San Pedro Partnership - David Greenberg handed out the NRCD newsletter.
ANNOUNCEMENTS	The next meeting will be April 26, 2017
ADJOURNMENT	Meeting adjourned at 10:03 a.m.