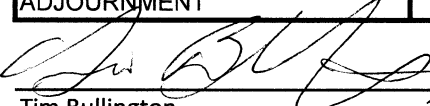


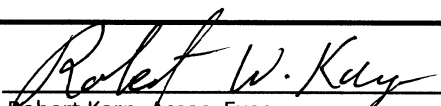
SOUTHEAST ARIZONA ASSOCIATION OF REALTORS® , Inc.
Board of Directors Minutes
Wednesday, October 26, 2016 - 8:30 am
125 S. 2nd Street – Sierra Vista, AZ 85635

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:	Debby Coste, Jean Giuffrida, Tim Bullington, Linda Huffman, Lisa Vaughan, christine Berveiller, DeeDee Hoeft, Marisa Pigozzo, Melissa Clayton, Shari Ward
BOARD MEMBERS ABSENT:	
GUESTS:	Debra DeRosa, Joan Wilson, ConnJay Wallace, Giner Hernandez, Linda Pitts, Linda Broughton, David Greenberg
PLEASE TURN OFF ALL ELECTRONICS	
CALL TO ORDER	President Bullington
PLEDGE OF ALLEGIANCE	
QUORUM	was called
PRESIDENT'S COMMENTS / INTRODUCTION	President Bullington reported on the Sierra Vista leadership conference which focused on Cochise College and UA South. He also reported that the city was able to help the large majority of employees at the recently closed Hastings Bookstore find employment within the city. The city is also working with Kmart to help those employees.
PREVIOUS MEETING MINUTES	Motion to approve the minutes made by Melissa Clayton and second by Shari Ward. Approved with no discussion.
MEMBERSHIP REPORT	Accepted
ROOM RENTAL REPORT	Accepted - President Bullington said he would contact Katherine Mullen to get her to post a new lease ad on Facebook since our leased room is vacant starting November 1.
AE WRITTEN REPORT	AE Bob Karp added one new item to the AE report. Our telephone vendor notified us that they are going out of business in less than 30 days. Bob will look into alternatives including another vendor or some other phone solution that does not require a long term contract.
CALL TO GENERAL MEMBERSHIP	New Keller Williams agent ConnJay Wallace (CJ) was introduced to the board of directors.
TREASURER'S REPORT	Treasurer Vaughan presented the financial reports and informed the board of directors that our income is over budget (membership dues 100%+) and our expenses are in line with where we expect to be at the end of the third quarter. She expects that we will have as much as \$20,000 in excess cash at the end of the year which will go into the reserves. We will have a better idea about the overage by the next board meeting in December. A question was asked about how we did on the recent Course Creators classes. AE Karp reported that we "lost" about \$250.

NEW BUSINESS	Chamber of Commerce dues of \$325 were discussed. Several members mentioned that in the past we "traded" affiliate dues for Chamber dues. The board asked Bob Karp to contact the Chamber and see if they were interested in some sort of swap. The contact is Mary Mary Tieman.
UNFINISHED BUSINESS	<p>Treasurer Vaughan presented the final 2017 SAAR Budget with minor changes. Telephone and internet expense accounts are combined into a single account. Payroll processing of \$300 has been added to the budget to more accurately show non wage & tax expense. Douglas AE fees income has been removed from the budget since we are unsure what Douglas wants to do. It was suggested that we show an budget expense item for AZ state sales tax on our Realtor store sales. It was agreed that we would take the portion of estimated sales tax based on the budget income line item for Realtor store sales and show that as an expense, subtracting it from the Realtor store expense line item. There is no impact on the overall budget numbers.</p> <p>We have not heard anything from the attorney since the end of September and AE Karp will follow up with him by the end of this month.</p>
GENERAL COMMUNITY REPORTS	NRCD & Upper San Pedro Partnership - David Greenberg
TASK FORCE / COMMITTEE REPORTS	<p>Executive Committee -Tim Bullington</p> <p>Finance Committee - Lisa Vaughan</p> <p>Government Affairs - Melissa Clayton</p> <p>RAPAC - Robert Zazueta</p> <p>Professional & Business Development - Lynn Warren</p> <p>Affiliate Report - DeeDee Hoeft</p> <p>Public Relations -Katherine Mullen</p> <p>Real Wishes - Linda Broughton told the board that Real Wishes is their foundation and that we all need to support Real Wishes activities. The staff will report to Real Wishes any purchases of tshirts as that makes the buyer a member of Real Wishes.</p> <p>Core Standards - Bob Karp - changes to Core Standard requirements for the current 2016-17 cycle will be reviewed at Board of Directors orientation in January 2017.</p>
ANNOUNCEMENTS	The next meeting will be December 14, 2016
ADJOURNMENT	9:30 AM


 Tim Bullington 12/14/2016


 Robert Karp, Assoc. Exec. 12/14/2016