

SOUTHEAST ARIZONA ASSOCIATION OF REALTORS® - Inc.
Regular Board of Directors Meeting Minutes
Wednesday, September 26, 2018 - 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:	Shari Ward - President, Robert Zazueta - President Elect, Joan Wilson - Treasurer, Ginger Hernandez - Affiliate Director, Melissa Clayton - Director, Past President - Linda Huffman, Sherry Ethell - Director, Debby DeRosa - SAMLs Liaison
BOARD MEMBERS ABSENT:	Deb Nystrom - Director
GUESTS:	Karen Trevino, Nancy Dwiggin, David Greenberg, Jean Giuffrida, Ernie Garcia, Robert Maloney, Carrie Prosser
CALL TO ORDER	President Ward called the meeting to order at 8:30 a.m.
PLEDGE OF ALLEGIANCE	was said
QUORUM	confirmed
PRESIDENT'S COMMENTS	Shari Ward: no remarks.
PREVIOUS MEETING MINUTES	Robert Zazueta made the Motion to approve as corrected, seconded by Joan Wilson. Motion passed
MEMBERSHIP REPORT	Joanne Glaudini went over the report
ROOM RENTAL REPORT	Joanne Glaudini went over the report
AE REPORT	Joanne Glaudini: In the interest of Brevity, would like to table my report until next meeting report tabled.
CALL TO GENERAL MEMBERSHIP	Linda Huffman, attended Judy Lowe's <i>Commissioner Connection</i> . Regarding Pre-licensing: distance training may begin, but the students would need to take the test in the state for which they are applying for license. Linda went over what types of classes, in 32 classifications, will be required for the new licensees. Not all on-line classes offered are approved for Arizona State; make sure the schools are credited before you take the classes.
	Discussion for funds to pay for the installation function. Installation decorations, drinks, plates, etc. have all been covered.
TREASURER'S REPORT	Joan Wilson gave her report. It was moved and seconded to accept the report. Motion passed; report placed on file for audit.
NEW BUSINESS	Financial Packets: Will be created and forwarded to the Banks with which we might be able to apply for refinancing.
	Setting a date for a Special Meeting of the Membership. Tabled until we have more information.
	Executive Session:
UNFINISHED BUSINESS	<u>Building/Mortgage/Wells Fargo</u> : Joan gave her listing report. Prior to that she requested that the Board state if they wanted to continue to support the health of both organizations. If the Board, as a whole or majority, does not wish to continue, or try to remain in tact - this will determine the direction we should go in light of the recent outcome of the vote to refinance by the membership. The board agreed they want to support the health of both organizations. (This was not a vote - simply a pole for where the Board stands.) Joan presented the offer of purchase from ARMLS. There was discussion on what exactly is outlined in the offer. Melissa Clayton made the motion to authorize Joan to continue negotiations and conversation with Matt Consalvo regarding the offer he has given the Association, but not to sign the letter. The motion was seconded, and passed with one abstention. It was requested that Joan set up a meeting with the Brokers and Matt so that he can present the information and field any questions. It was then also requested that Joan contact Randy Rodgers from MLSSA, to see if they would like to add in their offer as well. Joan will set up this meeting and Joanne will send out the information when date and time have been determined. Joan then asked, in the interest of continuing to market the building and pull in all potential buyers, that the Board lower the listing price. Melissa Clayton made the motion to lower the price to \$875,000- Robert gave the second. After discussion, Melissa rescinded her motion and Robert rescinded his second. Debby DeRosa offered a new motion to lower the price to \$850,000 to which Melissa added her second. The motion was approved with one abstention.
	Letter from the Board regarding Water issues. This item has been removed from business.
TASK FORCE / COMMITTEE REPORTS	Executive Committee - Shari Ward: nothing to report
	Finance Committee - Joan Wilson: nothing to report
	By-Laws Review Committee - Shari Ward: nothing to report
	Government Affairs - Melissa Clayton: nothing to report
	RAPAC - Robert Zazueta: to date we are at 91% of our RAPAC goal.
	Professional & Business Development - Joan Wilson: nothing to report.
	Affiliate Report - Ginger Hernandez gave her report - see numbers on Membership Report. There is a December 11th MLS Sponsorship open which she is currently attempting to fill.
	SAMLs - Debby DeRosa gave her report on the SAMLs Meeting.
Public Relations -Kathy Murray: Nothing to report.	
GENERAL COMMUNITY REPORTS	Real Wishes - Nancy Dwiggin gave the report. Real Wishes won 3rd place in "Best of the Vista" for Charitable Foundation.
	NRCD & Upper San Pedro Partnership - David Greenberg gave his report.

CORRESPONDENCE

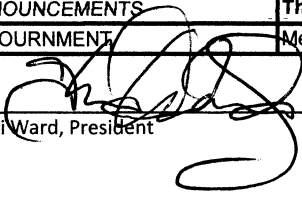
The Board received a letter from Bob Karp expressing his dissatisfaction and frustration with several issues centered around this year's campaigns for office, request of RAPAC funds, and endorsement by the State Association. Joanne read the initial response to Bob regarding his specific issues and asked if the Board wanted to add any information. They did stand beside the decision to allow Gail Griffin to go over the Propositions that were coming up on the ballot; she did not speak about her campaign, nor did she urge anyone to vote a certain way. They do share Bob's frustration in how the State Association decides to endorse particular candidates and/or dispense RAPAC funds, but we have little to no voice in that particular matter. In general, SAAR does not endorse candidates. Perhaps what we need to do is do some more exploration on requesting funds on behalf of candidates.


ANNOUNCEMENTS

The next meeting will be Oct. 31, 2018 at 8:30 a.m.

ADJOURNMENT

Meeting was adjourned at 9:50 a.m.


Shari Ward, President


Joanne Claudini, Association Executive