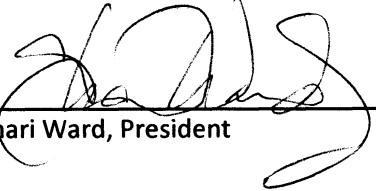


SOUTHEAST ARIZONA ASSOCIATION OF REALTORS®, Inc.
Regular Board of Directors Meeting Minutes
Wednesday, Oct. 31, 2018 - 8:30 am
125 S. 2nd Street – Sierra Vista, AZ 85635


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.

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| BOARD MEMBERS PRESENT: | Debby DeRosa - SAMLs Liaison, Robert Zazueta - President Elect, Deb Nytrom - Director, Shari Ward - President, Sherry Ethell - Director, Linda Huffman - Past President, Ginger Hernandez - Affiliate Director, Joan Wilson - Treasurer |
| BOARD MEMBERS ABSENT: | Melissa Clayton |
| GUESTS: | David Greenberg, Linda Broughton, Nancy Dwiggins, Jean Giuffrida, Karen Trevino, Gary Haymore, Robert Maloney. |
| CALL TO ORDER | Meeting was called to order at 8:30 a.m. |
| PLEDGE OF ALLEGIANCE | said |
| QUORUM | confirmed |
| PRESIDENT'S COMMENTS | Shari Ward: no comments |
| PREVIOUS MEETING MINUTES | Linda Huffman moved to approve the minutes as corrected, Debby DeRosa gave the second. Motion passed. |
| EMERGENCY SESSION MINUTES | Robert Zazueta moved to approve both sets of minutes as submitted, Sherry Ethell gave the second - motion passed. |
| MEMBERSHIP REPORT | Included in packet |
| ROOM RENTAL REPORT | Included in packet |
| AE REPORT | Joanne Glaudini gave her report. |
| CALL TO GENERAL MEMBERSHIP | Robert Maloney spoke about the possibility of a border crossing in Douglas. He is asking the Board to also write a letter to the Board of Supervisors of Cochise County in support of the Boarder Crossing. We will bring this up for vote at the next meeting. Debby DeRosa reported on an American HomeShield spam just to make people aware. |
| TREASURER'S REPORT | Joan Wilson: gave her report. Robert Zazueta made a motion to receive the report, Debby gave the second. Motion passed |
| NEW BUSINESS | Setting Stated Meeting dates for the remainder of the year. November 28th. December meeting will be TBD. Brokers Meeting to update them on the sale and merger; Karen will pull together a date and get information. |
| | Budgeting for the coming year. Joan suggested focusing on what to be charging for dues and examining the remainder of the budget as we complete the sale of the building. Robert Z. moved to reduce dues by \$30, Sherry Ethell gave the second, Motion passed with one opposed. |
| | Executive Session: none |
| UNFINISHED BUSINESS | Building/Mortgage/Wells Fargo: Joan gave her report on the progress of the sale and working with Wells Fargo if the sale falls through. |
| | Governing Documents Review (sent with packet): tabled until after the merger is completed as there will be even more changes/updates to be made. |
| TASK FORCE / COMMITTEE REPORTS | Executive Committee - Shari Ward: no report |
| | Finance Committee - Joan Wilson: no report |
| | By-Laws Review Committee - Shari Ward: no report |
| | Government Affairs - Melissa Clayton: no report |

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| TASK FORCE / COMMITTEE REPORTS continued | RAPAC - Robert Zazueta: reported that we are within \$300 of our goal. |
| | Professional & Business Development - Joan Wilson: meeting tomorrow. |
| | Affiliate Report - Ginger Hernandez: gave her report. |
| | SAMLS - Debby DeRosa: Gave her report. |
| | Public Relations - Kathy Murray: None |
| | Real Wishes - Linda Broughton: Thanked everyone for all the candy donations. Started Coats for kids drive. Looking for large coats. Said her goodbyes as this is her last year as President. |
| GENERAL COMMUNITY REPORTS | NRCD & Upper San Pedro Partnership - David Greenberg gave his report. |
| ANNOUNCEMENTS | The next meeting will be Nov. 28, 2018 at 8:30 a.m. |
| ADJOURNMENT | Meeting adjourned at 9:50 a.m. |



Shari Ward, President



Joanne Gladini, Executive Officer