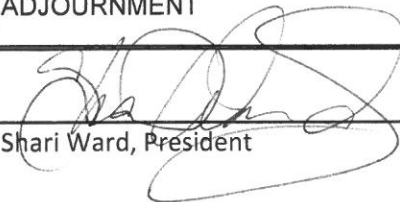


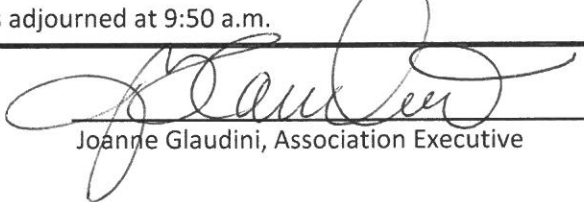
**SOUTHEAST ARIZONA ASSOCIATION OF REALTORS®**, Inc.  
**Regular Board of Directors Meeting Minutes**  
**Thursday, December 7, 2017 - 8:30 am**  
**125 S. 2nd Street – Sierra Vista, AZ 85635**

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:	Linda Huffman - President, Shari Ward - President Elect, Joan Wilson - Treasurer, Tim Bullington - Past President, Carole Vaughn - Director, Melissa Clayton - Director, Mike Smith - Director
BOARD MEMBERS ABSENT:	Ginger Hernandez - Affiliate Director
GUESTS:	Robert Zazueta, Debby DeRosa, Karen Trevino, David Greenberg
<b>PLEASE TURN OFF ALL ELECTRONICS</b>	
CALL TO ORDER	President Huffman called the meeting to order at 8:35 am
PLEDGE OF ALLEGIANCE	
QUORUM	Confirmed
PRESIDENT'S COMMENTS	Shari and Linda were contacted by the AE and President of the Tucson Association of Realtors, they met with Linda and Shari. They offered to help us if needed. Also, just as a note for future planning, NAR dues will go up for 2019.
PREVIOUS MEETING MINUTES	The previous meeting's minutes were approved as corrected.
MEMBERSHIP REPORT	Provided
ROOM RENTAL REPORT	Provided
AE REPORT	Joanne gave the AE Report.
CALL TO GENERAL MEMBERSHIP	Regarding the Venetto Project up by Benson. 25000 homes and 5 golf courses. It is the right of the property owner to make their application and attempt to do this. David asked that the Association write a letter supporting the right of the property owner to do that. Robert Zazueta reported that Salvation Army would like to have the REALTORS ring the bell outside of Safeway. He is asking for participation. Contact Robert. Linda Huffman renewed her license in November; she took a class on Az water given by Gary Hicks. He spoke in depth regarding water topics pertinent to our area and said he would be willing to do a 3 hour class on Cochise County. Education Committee will contact Gary Hicks, Pat Call and set up a lunch and learn.
TREASURER'S REPORT	Joan Wilson gave the Financial Report: Looks ok, we will be setting a date for a financial committee meeting.
NEW BUSINESS	No new business was brought up Executive Session: None
UNFINISHED BUSINESS	Building/Mortgage/Wells Fargo: nothing new to report. Can we ask to have a sign placed on the building North side of the building. Written agreement with SSVEC regarding parking; Linda will get together with SSVEC to sign an agreement that would be transferrable to a buyer.
TASK FORCE / COMMITTEE REPORTS	Executive Committee - Linda Huffman Finance Committee - Joan Wilson. Government Affairs - Melissa Clayton: things are quiet right now. RAPAC - Robert Zazueta We are 93.99% of our goal. Professional & Business Development - Michelle Goodman, Affiliate Report - Ginger Hernandez.

<p>TASK FORCE / COMMITTEE REPORTS Continued</p>	<p>SAMLS - Jean Giuffrida: Debby DeRosa gave the report. We will no longer allow people to leave doors open on tour. They will need to be present at the property, or have the property available with a Key/LockBox</p> <p>Public Relations -Kathy Murray</p> <p>Real Wishes - Linda Broughton: David Greenberg gave the report: asked for a volunteer to take minutes at their meeting. Shari, volunteered for the position. Gearing up for Dancing Like the Stars: looking for people to help coordinate next year's huge event.</p>
<p>GENERAL COMMUNITY REPORTS</p>	<p>NRCD &amp; Upper San Pedro Partnership - David Greenberg: still hard at work trying to accomplish projects. Shot down on next stage of Horseshoe Draw. David is tryingn to get some type of AG program at Buena. Putting in a class room at Palominas Recharge project.</p>
<p>ANNOUNCEMENTS</p>	<p><b>The next meeting, for the 2018 Board of Directors, will be January 31, 2018</b></p>
<p>ADJOURNMENT</p>	<p>Linda handed over the gavel to Shari Ward to adjourn the meeting. Linda presented Shari with a gift beautiful gift basket. Meeting was adjourned at 9:50 a.m.</p>

  
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 Shari Ward, President

  
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 Joanne Glaudini, Association Executive