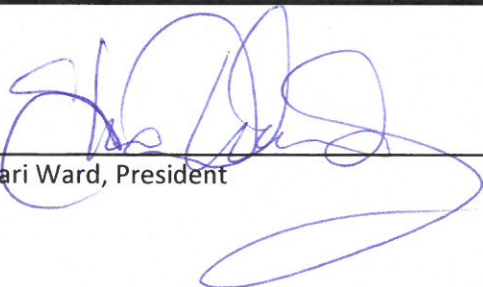


SOUTHEAST ARIZONA ASSOCIATION OF REALTORS®, Inc.
Regular Board of Directors Meeting Minutes
Wednesday, January 31, 2018 - 8:30 am
125 S. 2nd Street – Sierra Vista, AZ 85635

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.

BOARD MEMBERS PRESENT:	Shari Ward - President, Robert Zazueta - President Elect, Joan Wilson - Treasurer, Debra Nystrom - Director, Sherry Ethell-Director, and Ginger Hernandez - Affiliate Director
BOARD MEMBERS ABSENT: (Circle those Absent)	Linda Huffman - Past President, Melissa Clayton -Director, and Joanne Glaudini - Association Exectutive
GUESTS:	Karen Trevino, Jean Giuffrida, Debby DeRosa, David Greenburg
PLEASE TURN OFF ALL ELECTRONICS	
CALL TO ORDER	Time: 8:30 am
PLEDGE OF ALLEGIANCE	
QUORUM	Confirmed: Yes
PRESIDENT'S COMMENTS	
PREVIOUS MEETING MINUTES	Motion to approve as: submitted. 1st by: Joan Wilson 2nd by: Robert Zazueta Motion Carried: Yes
MEMBERSHIP REPORT	Included in packet
ROOM RENTAL REPORT	Classroom 2 was rented once for \$75
AE REPORT	Included in packet
CALL TO GENERAL MEMBERSHIP	Nothing was brought up under general membership.
TREASURER'S REPORT	A Financial Meeting is needed to finalize the budget. February 16, 2018 at 10:30 am was agreed upon. Joanne Glaudini will send out budget information for those who plan to attend prior to the meeting. Motion to approve as submitted. 1st by: Sherry Ethell 2nd by: Robert Zazueta Motion Carried: Yes
NEW BUSINESS	AE Contract Renewal. David Greenberg recommended that the topic move to an executive session immediately following the Board of Directors Meeting. Motion: To move discussion to exectuive session 1st by: Joan Wilson 2nd by: Robert Zazueta Motion Carried: Yes
	Formation of By-Law/Policy Review Committee: A committee is recommeded to update the by-law language to make it consistent between SAAR and SAMLs. The updates should be minimal and would require only 2-3 meetings. February 22, 2018 at 11:30 am was recommended for the first meeting.
	Executive Session: AE contract Renewal was discussed. The Board recommended modifying the current Employment Agreement to increase the number of hours worked per week to 30 hours and allowing the number of hours to increase to 40 hours per week as needed for no more than 5 times per year. 1st by: Joan Wilson 2nd by: Ginger Hernandez Motion Carried: Yes
UNFINISHED BUSINESS	Building/Mortgage/Wells Fargo: Need to pull together financial package and approach banks for refinancing. Need to get the parking agreement in writing.
TASK FORCE / COMMITTEE REPORTS	Executive Committee - Shari Ward: No report
	Finance Committee - Joan Wilson: No report

TASK FORCE / COMMITTEE REPORTS continued	Government Affairs - Melissa Clayton: No report.
	RAPAC - Robert Zazueta: Currently at 97-98% of membership goals. A basket is being
	Professional & Business Development - Women's Council of Realtors is sponsoring a Lunch and Learn for March 16th. The Lunch and Learns are booked through May. Trying to add more live classes.
	Affiliate Report - Ginger Hernandez: Affiliate participation has increased by 7 since last year. The Hispanic Chamber would like to hold a mixer/ribbon cutting at the SAAR/SAMLS building on April 27th at 6 pm. Ginger Hernandez will coordinate the event. She is also working with Tim Cervantes to hold a movie in the park in May.
	SAMLS - Debby DeRosa: Debby summarized the meeting minutes from the last SAMLS meeting. Training issues with the transition from Marna to Mary were noted. 2018 SAMLS dues will maintain their current billing cycle (due in June). SAMLS approved splitting the cost of Joanne Glaudini to attend AE Institute with SAAR. Zillow agreement was renewed. SAMLS has identified issues with compensation for HUD properties and are working to resolve it. Enforcement of MLS sign ons into Flexmls are being addressed. MLS sign verbiage and agency signs in photos is under review. A strategic plan for SAMLS is being developed.
	Public Relations -Kathy Murray has stepped up her efforts in getting events, happenings, etc. into the paper. Shari Ward mentioned that the Real Wishes information needs to be communicated with Kathy Murray.
Real Wishes - Linda Broughton: A Real Wishes coordinator needs to be established. A chairperson and auctioneer are needed for the silent auction at the Danceing like the Stars. Real Wishes would like to have more realtor members participate. Reporting to the SAAR and SAMLS from Real Wishes is in process. The report needs to be sanitized before it can be distributed.	
GENERAL COMMUNITY REPORTS	NRCD & Upper San Pedro Partnership - David Greenberg: Currently working on issues with sewage flowing north in the US from Mexico in Naco and now Bisbee. The Ladd ranch has lost several cattle from contaminated water.
ANNOUNCEMENTS	The next meeting will be February 28, 2018 at 8:30 a.m.
ADJOURNMENT	Time: 9:43 am



Shari Ward, President



Joanne Glaudini, Association Executive