

Board of Directors Meeting Minutes

September 23rd, 2016

Call to Order

- ◆ President Maureen McFarland called the meeting to order at 9:00 a.m.

Attendance

- ◆ Present: Maureen McFarland, Cortney Dupont, Steve Ray, Mary Jane White, Sarah Fleury, Church Davis, Doug Goudey, Billy Keane, Sandra Preston. Excused: Doug Collins, Eric Steuernagle, Absent: Barbara Demers, Guests: Franz Forster, Debbie Dwyer Staff: Sandy Carroll, Sue O'Brien

President's Report

- ◆ President McFarland reminded everyone of the Conflict of Interest, Confidentiality and Anti-Trust Avoidance policies.
- ◆ Welcome to New Director Billy Keane, replacing the vacancy of Andrea Wagner
- ◆ Congratulations on a successful and fun 75th Anniversary Event

Corporate Review and Approval

- ◆ **Motion** to approve the minutes as presented. Seconded and approved.
- ◆ **Motion** to accept the treasurer's report as presented. Seconded and approved unanimously.
- ◆ **Received** the membership report. No voting items.

Old Business

- ◆ **Ratification of email vote – Motion** to approve the electronic minutes that reflected the approval of 2016 Nominating Committee, to be incorporated into the master file.

New Business

- ◆ **2017 Budget Presentation** – Consider moving to April, perhaps a breakfast and rebranding of name. Unanimously endorsed, submitted for member vote at the annual meeting.
- ◆ **Investment Report** – Doug Goudy reviewed the pending changes to the investment budgeted line items and shared the projections and recommendation to continue as policy dictates, from adviser David Keator of the Keator Group.

Committee, Sub-board and Taskforce Business

- ◆ **Awards Committee – Motion** to approve Paula McLean as the inaugural REALTOR Spirit Award Winner.
- ◆ **Government Affairs – Motion** to approve the MAR State Political Coordinator Manual and local options submitted by the Government Affairs Committee, including a change to limit anyone marked as recommended to only be able to speak to local issues at the Direction of the Government Affairs Committee / Berkshire Board of Directors. Seconded and approved unanimously.

Committee, Sub-board and Taskforce Business, continued



- ◆ **Discussion of Issues:** It was noted that we will try to explain to the membership that the ongoing environmental issues present a disclosure challenge for professionals, but assumptions and guesses in the local news isn't the best way to handle the situation. Factual knowledge and information is a key component to be shared with clients and prospective purchasers. We will reiterate the link to the article drafted by Sandy Carroll asking Attorney Ashley Stobla questions to our specific issues. Unconfirmed statements on impact or future land use/value without basis is troubling. It was also noted that the biggest danger to property values isn't actual dumps but in talking about dumps for 10 years when the EPA is holding fast on the commitment to deny new dumps in the Berkshires.
- ◆ **MLS Board of Directors:** Mary Jane White presented an update on the MLS voting issues, as well as provided an update on the progress of MLS Taskforces and Fargo Flexmls summit meeting.
- ◆ **MLS Thinktank:** The full report and suggested course of action was presented to the board, along with an advertising campaign that the MLS will begin next month.
- ◆ **Nominating Committee Report:** Chair Steve Ray discussed challenges in completing the Nominating Committee's full slate of officers and spoke in broad terms about future action items that can help move the association forward, and keep the membership engaged, competitive and thriving despite the external challenges. Some plans discussed were to revitalize the leadership development options in our new strategic plan. This plan should be sent to the current directors in the next month's meeting materials to discuss.

Upcoming Meetings/Events:

- ◆ Annual Meeting: October 26th
- ◆ Board of Directors Meeting: November 16th, 2016
- ◆ Ways of Change Webinar: November 16th, 2016
- ◆ Board Appreciation event: December 12, 2016

Adjourn at 10:55 a.m.



Submitted by: Sandra J. Carroll, CEO