

MINUTES

1. Call to Order

2. Roll Call:

Cronin, John (A)	Keeler, Wendy (P)	Panasis, Charles (A)
Dickey, Mark (P)	Marchewka, Robert (P)	Penn, Ronald (P)
Dieker, Roger (Ph)	Martin, Doug (P)	Tremblay, Andre (P)
Duffy, Tom (P)	Nadeau, Chris (A)	
Hirsch, Lawrence (P)	Norwood, Chris (P)	
Jean, Bill (P)	O'Connell, Gerry (P)	

3. Secretary's Report – D. Martin

- a. **MOTION** to accept the minutes of the March 20, 2014 meeting was
SECONDED and **APPROVED**.

4. President's Report – M. Dickey

a. President's Update

1. NECPE EDC Update 2014

Doug Martin relayed Jim DeStefano's idea on branding NECPE. He suggested that sign riders be created and distributed throughout the brokerage community. The pros include getting billboards around the state but the con is that customers may go to the NECPE website and find another property vs. the listing that is being advertised. Some board members want customers to go to their company website vs. getting confused with all the property offered on NECPE. The sign rider idea will be brought up at the NECPE BOD meeting.

2. Procedure for ROTY and AOTY (T. Duffy)

Last fall it was suggested to go back to having a committee select the ROTY and AOTY versus membership vote. The new procedure will have a committee that selects the ROTY and AOTY which will consist of the CIBOR president and the past two ROTY/AOTY. Call for nominations from general membership blast will go out and will close April 30th. Nominations may reopen for 1 week depending on responses. The committee will select the final choices based on merit criteria. The BOD will ratify the selection at the Mid May BOD meeting.

3. NHCIBOR Tenant Lease Update

Mark and Allison met with GMNBR's Building committee last week. GMNBR doesn't know what kind of rent they are going to offer CIBOR, but the rate is on NECPE at \$14.50 triple net. At the meeting, they went over the possible space for CIBOR. The Architect will stop by CIBOR's office and look at what the office furniture layout may look like. It was decided that a Task Force be set up to review lease options: renew, lease GMNBR or consider other space on South River Road. Gerry O'Connell will chair and

Chris and Andre will be on the task force.

5. **Office Administration Report – A. Ropes**

Since the meeting in March there have been 3 new REALTOR applicants.

Heather Rowan reported about 30 or so people in attendance at the network event on April 15th at the Holy Grail in Epping. NHCIBOR Cares took in \$105 on the 50/50 raffle and the winner donated the proceedings back to NHCares for donation to be made to One Week Foundation. The event also made \$60 on non member registrations (10 each) which will be donated back to One Week Foundation as well.

A blast went out regarding ROTY and AOTY nominations. I will send out again. I only received one nomination for an Affiliate. I will be forwarding those nominations to Mark, Chair of the ROTY/AOTY committee.

The new member orientation held on Monday, March 31st had 6 Affiliates and 14 Realtors (20) in attendance.

PDS course received 2 credits. It is being held here on April 25th. It is free for CIBOR members. So far I have 22 people signed up.

The CORE Course being held on May 9th Friday in GMNBR's training room has 11 signed up so far.

A discrepancy was found in one of our Commercial Forms: Exclusive Right to Sell Agreement – Designated Agency. I have forwarded it to Matt Johnson, Devine Millimet, the attorney who worked on the Forms in 2012 for review.

Mark and I met with GMNBR's Building committee yesterday to let them know CIBOR's interest in becoming a tenant in their new building. They are looking for a letter of intent from NHCIBOR within the next few weeks – sooner the better. The architect, Dennis Mires stopped by the CIBOR office and looked at the furniture, etc. here. He said he will draw up a plan to show how it will fit up.

6. **Committee Reports**

Affiliate – B. Jean.

Communications/Public Relations – C. Nadeau

Education – R. Penn

Finance – B. Jean

1) **MOTION** to accept the month end Financials March 2014 was **SECONDED** and **APPROVED**. Bill reported Taxes and financials statements are complete.

2) Review of Franklin Savings Bank deposit account offering for the money market account: A long term financial strategy is needed for the reserve

account. A Task force was formed to make recommendations. The Task force will consist of B. Jean (chair), T. Duffy, and A. Tremblay.

Governmental Affairs – C. Panasis was absent. Chris Norwood reviewed.

Chris started with a couple of local bills in the House. There is one about signage on Rt. 93 and 101. The signs don't state who the vendors are, just the service such as "gas ahead." Another one is House bill 1258 on dredge and fill. When an application goes to DES it has to be submitted by Town Clerk. It can sit on their desk 7-10 days. This bill allows the developer or property owner to make application to DES directly as long as permit filed with town. It expedites the process. Another big bill is the DRA, the real estate transfer tax issue. Where we stand is DRA unilaterally made a clause that taxes ground leases. They have rule ability to tax ground leases in excess of 99 years. DRA can't provide examples until becomes law. We know tax rate, but of what ??? There are a number of questions and no one knows what they are trying to do.

NAR's MyRealtorParty opened up soft money for campaigns three years ago. NAR raised their dues to fund the party. This money is used in many different ways (not RPAC) They can invest in campaigns independent of candidate to support them if they feel done good by REALTORS. This election year they are placing You Tube ads in state of NH that will thank Jean Shaheen for her work in protecting owner rights. As a local board we have no say in where dollars get spent. Just be aware of this. Chris was personally frustrated by it. (They don't see it as an endorsement.) No reversing the clock. It is up to NHAR to weigh into NAR if it is something they want to change.

On the national stage there are no real issue facing commercial.

Doug Martin said that Tom Riley accepted the nomination for NAR Treasurer. Doug suggested we have Tom Riley come to our next Board meeting and let us know what the process is behind running for treasurer and suggestions for CIBOR supporting his efforts.

Grievance – G. O'Connell.

Membership – A. Tremblay

- 1) **MOTION** to approve new provisional member applications subject to names being published as per CIBOR bylaws. The **MOTION** was **SECONDED** and **APPROVED**.

Orientation – L. Hirsch

Larry Hirsch reported that the orientation in March was a good session. We are talking about refocusing the program more on CIBOR's offerings vs NAR. We will be meeting with Marie Bodi next week.

Professional Standards – R. Penn Absent.

RPAC – T. Duffy

Special Events – T. Duffy, W. Keeler

Tom and Wendy suggested that the Affiliates and Special Events committees should blend. Wendy will contact Heather Rowan about joining forces.

Sponsorship – B. Marchewka

Bob doesn't know what is expected of him in his role in sponsorship. Chris Norwood and Bob will meet in Portsmouth to catch up with that stuff. Allison will send an update regarding sponsorship program.

7. New Business

8. Adjournment

A **MOTION** to **ADJOURN** the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:30 am.

Respectfully submitted,

Doug Martin
Secretary