

MINUTES

1. Call to Order

2. Roll Call:

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

3. Secretary's Report – D. Martin

- a. **MOTION** to accept the minutes of the July 24, 2014 meeting was **SECONDED** and **APPROVED**.

4. President's Report – M. Dickey

- a. President's Update

1. Governance Succession/Nominating Committee Formation

Gerry O'Connell is in charge of getting the Nominating Committee together to fill vacancies on the Board of Directors. Wendy Keeler volunteered to be a part of the committee.

2. Political Task Force Advisory Group Update

The task force advisory group has held several meetings with 12-16 people attending each meeting. The group has narrowed down 5 categories for NHCIBOR to focus on: 8% Mass Sales Tax, Tax Incentives for Towns, Developer's Challenges, Consumer Protection, Changes to RSAs.

NHAR reached out to CIBOR asking if they could assist since they have legal, financial and political resources at hand. These resources are all part of dues and there is no fee charged to CIBOR.

Both options were reviewed: to hire a consultant and/or utilize NHAR's resources. It was decided to utilize both resources as was recommended by the Political Task Force Advisory Group.

Before the motion was made, Mark Dickey made note that the \$10,000 for CIBOR to hire a consultant will be deficit spending.

A **MOTION** was made that the Political Advocacy Committee recommend to the NHCIBOR Board of Directors that they budget \$10,000 for fiscal 2014 to hire a consultant to assist NHCIBOR directly with commercial/investment real estate

related, economic development and legislative issues, subject to Committee determining the scope of work and details of the contract. The **MOTION** was **SECONDED** and **APPROVED**.

3. Smart Growth Fund

Chris Nadeau will review the original grant proposal used to obtain the \$2,500 funding from NHAR Grant for Certified Sites program to find out exactly what the funds can be used for. Further discussion will be TABLED till next meeting.

4. NNEREN Form Update (John Jackman)

At the last meeting of NNEREN, the form was tabled. The form in review was to be attached to a listing agreement for sellers who do not wish to have their property listed in NNEREN for a period of time. The thought behind the form was to combat a problem that started with Zillo in which Zillo allows one to enter properties prior to going on the market and this is where you will see the “Coming Soon” signs on residential properties. NHCIBOR ‘s reps for NNEREN see no issues with this as happens on the residential side. Commercial properties are different than commercial. Commercial brokers will put a delay in the agreement and they don’t display “Coming Soon” signs.

5. NECPE Update: Loopnet Pricing Changes (Chris Norwood)

Chris wanted to point out that NECPE should be aware of the current competitive environment. Loopnet is cracking down on their policy saying that either everyone in the firm has a premium (or other) membership or nobody does. Their fees are rising. In addition, they charge a separate fee to search listings.

5. **Office Administration Report** – A. Ropes was unable to give her report due to time constraints. Here is the text from her report.

Since the meeting in July there have been 3 new applicants: 2 affiliates, 1 REALTOR.

August CORE Course was held Friday, August 22nd with 18 in attendance and of those 2 were walk ins. All were nhcibor members who attended. Income was \$665.00 less expenses \$575.00 for a \$90.00 profit.

3rd Quarter meeting is next Friday, Sept. 26th at SERESC in Bedford. The class is “The Power of Exchange” by Lynne Bagby, Asset Preservation. To date there are 35 who have signed up, of those there are 2 non members.

The new member orientation will be held Monday, Sept. 29th at the NNEREN office in Concord. 17 REALTORS and 22 Affiliates were invited to attend. Of those, 2 Affiliates and 11 REALTORS have signed up.

TFMoran After Hours Event was Tuesday Sept. 16th. I had 37 signed up including 6 non members; however only 20 showed up for the event.

Oct PDS: is scheduled for Friday, Oct. 24th at KW Commercial training room, 168 South River Rd., Bedford. Don Marshall will be presenting the 2 NH CE Credit course: Selling Businesses. The course is free for CIBOR members. Seating capacity is max at 45. Currently I have 19 signed up.

The holiday party is all set for Tuesday, December 9th at the Manchester Country Club. We have hired entertainment...an after dinner magician/comedian. I will be meeting with MCC tomorrow, Friday to look at the menu and room setup. At that point we will be able to figure out ticket pricing.

6. **Committee Reports**

Affiliate and Special Events – B. Jean (Absent)

Communications/Public Relations – C. Nadeau will email the site link to board members.

Education – R. Penn said that the 3rd quarterly is all set and next month the PDS is set and there are CE credits for the PDS.

Finance – B. Jean (Absent)

1. MOTION to accept the month end financials for July and August 2014. (TABLED)
2. Update on Certificate of Deposits (TABLED)

Governmental Affairs – Chris Norwood said that the RE Tax Transfer issue is being worked on.

Grievance – G. O’Connell had nothing new to report.

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. Mark Dickey reported that there was nothing new to report.

Professional Standards – R. Penn had nothing new to report.

RPAC – T. Duffy

Sponsorship – B. Marchewka had nothing new to report. As the new website evolves, we will be adding web tiles, etc. Once that website component is clear, we will be making new sponsorship initiatives.

7. **New Business**

8. **Adjournment**

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

Respectfully submitted,
Allison Ropes
Executive Officer