

MINUTES

1. Call to Order
2. Roll Call: *(Need 8 for quorum)*

Brown, Aron (A)	Marshall, Don (P)	Nadeau, Chris (A)
Cronin, John (A)	Martin, Doug (P)	O'Connell, Gerry (P)
DeMello, Kathy (P)	Dieker, Roger (P)	Tremblay, Andre (P)
Dickey, Mark (P)	Hirsch, Larry (P)	
Keeler, Wendy (P)	Jean, Bill (P)	
Marchewka, Bob (P)	Johnson, William "Star" (P)	
3. **Secretary's Report** – R. Dieker
 - a. **MOTION** to accept the minutes of the Sept. 17th, 2015 meeting was **SECONDED** and **APPROVED**.
4. **President's Report** – G. O'Connell
 - a. President's Update
 1. NHAR Liaison: Parmela Dorji: NHAR News/Dartmouth Thesis Project
Pam would like feedback to improve the NH Realtor Convention to appeal to more commercial brokers. They would like to have more commercial brokers involved in the planning. Have given presentations in the past on the differences between residential and commercial to encourage referrals vs. practicing outside of your expertise. – Pam will be doing her final thesis at Dartmouth on the history of NHCIBOR anyone with information to share, please reach out to Pam
 2. Nominating Committee Governance 2016 Update
Reviewing new board nominees and will be circulating the final list to the members for approval.
 3. NECPE and RPR Contract Agreement Update
All requested changes have been made and reviewed by John Cronin. Gerry will sign the agreement shortly.
5. **Office Administration Report** – A. Ropes

Since the meeting in September there have been 2 REALTORS and 2 Affiliate applicants.

The third quarter meeting was held September 25th, "Analyzing Leverage for Investment Real Estate" and "A Look at the Rate Value Relationship" for 3 NH credits was well received. We had 88 signed up including 3 walk ins. We had 12 no shows. So final attendance was at 76. Income was at \$3,415 (includes \$500 sponsors) and expenses at \$1,783.40 for a profit of \$1,631.60.

New Member Orientation was held Sept. 28th. Had 8 in attendance. They were all REALTORS.

RPR/NECPE session is scheduled for October 22nd and will be held in KW's training room located on South River Rd. in Bedford. So far I have 21 signed up.

October 30th PDS: "NHCIBOR Public Policy Process and Priorities" will be held at Berkshire Hathaway Verani in Londonderry. We have applied for credits. So far I have 11 signed up.

The next CORE Course is scheduled for Friday, November 13th at Berkshire Hathaway Verani in Londonderry. So far I have 2 signed up. Usually November is a well attended course.

December 8th Holiday Party – Save the date. It will be held at Manchester Country Club and there will be entertainment. A blast will be going out shortly.

Invoices for CIBOR renewals will be going out both electronically and hard copies will be mailed in the next few weeks.

6. **Committee Reports**

Affiliate and Special Events – B. Jean
Nothing new to report

Communications/Public Relations – C. Nadeau Absent. Mark Dickey reported.
In Chris' absence, Mark indicated that they signed the revised 3 month agreement with Savoir faire to see how it goes.

Education – K. DeMello
October 30 PDS was approved for 2 credits

Finance – B. Jean
MOTION to accept the month end September 2015 was **SECONDED** and **APPROVED**.

A **MOTION** was made to increase income side of the sponsorship budget for 2016 by \$10,000. The **MOTION** was **SECONDED** and **APPROVED**.

A **MOTION** was made to accept the 2016 Proposed budget with the addition of \$10,000 to the income side of the sponsorship line item. The **MOTION** was **SECONDED** and **APPROVED**.

Political Policy Committee/Government Affairs – M. Dickey
A grant was received for \$4500 from NAR. This grant money is to be for "Smart Growth" by sponsoring a forum to generate ideas and strategies with developers on what items need to change in order to encourage Smart Growth. Removing disclosure requirement for commercial and solidifying out of state broker activity is still in front of the commission.

Grievance – G. O'Connell
Nothing new to report

Membership – A. Tremblay's
1) **MOTION** to approve new provisional member applications subject to names being published as per CIBOR bylaws. The **MOTION** was **SECONDED** and **APPROVED**.

Professional Standards – W. Keeler
February 17 at the Radisson Manchester is the professional standards forum that ties in with the

quadrennial code of ethics. Board members are encouraged to attend.

RPAC – M. Dickey

Gerry and Mark met with Annie Kuster and discussed the importance of 1031 and urging support to keep tenant improvement depreciation at 15 years vs. reverting to 39 years without a new vote.

Sponsorship – B. Marchewka

Gearing up for 2016

7. New Business

No new business

8. Adjournment

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

Respectfully submitted,
Roger Dieker
Secretary