

MINUTES

1. Call to Order

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

Hirsch, Larry (P)	Marchewka, Bob (P)	Overdeput, Hugo (P)	
Cronin, John (A)	Jean, Bill (P)	Marshall, Don (P)	Tremblay, Andre (P)
DeMello, Kathy (P)	Johnson, William "Star"(P)	Nadeau, Chris (A)	Valentine, Ralph (P)
Friedman, Joe (P)	Keeler, Wendy (P)	O'Connell, Gerry (Ph)	

Aron Brown resigned from the Board of Directors effective May 18, 2016.

3. **Secretary's Report**

- a. **MOTION** to accept the minutes of the March 17 and April 21, 2016 meetings was **SECONDED and APPROVED..**

4. **President's Report – B. Marchewka**

a. President's Update

1. Warren Group Update (G. O'Connell)

Gerry sent a copy of the contract to board members. K. DeMello, L. Hirsch, R. Valentine and G. O'Connell will review the agreement. In the meantime, please send Gerry any comments you may have.

2. Update State of NH DRED Website Contract

Contract is in DRED's hands now for review.

3. Business Broker Forms Update

We will contact a few of CIBOR's attorneys and see if any of them are interested in reviewing the business forms pro bono.

4. Commercial License Designation

NHAR is still on board. B. Marchewka would like to speak to the Real Estate Commission informally and see what they think about it. We will schedule a task force meeting after the next Public Policy Committee meeting.

5. Mid-Year Mtg Updated

NAR's mid-year meeting focuses on legislation that REALTOR's promote and there was a lot on RPAC. In attendance at the meeting were John Jackman, Chris Norwood and Bob Marchewka. We spoke to various representatives, congressman and senators and we updated them on our issues. We try to bring the commercial focus (ex: flood insurance, 1031 exchange.) Chris focused on the flood insurance issue, making sure that legislation coming up will allow for competition in the flood insurance arena.

They met with Catylist. Their contract is coming up again next year. They have many new programs and research tools coming up next year. Catylist is planning on coming out to NH to go over many of the new advanced tools.

6. Ratify ROTY/AOTY

The Realtor and Affiliate of the Year winners were ratified by the board.

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

- Since the meeting in May there are 2 new Realtor and 1 Affiliate applicant.
- May 6th PDS 2 credit class, “A View from the Other Side of The Counter” had 40 signed up with 2 walk ins with 34 in attendance. There were 6 no shows.
- CORE Course Bedford May 13th had 17 signed up with one walk in. There were 3 no shows. Receipts at \$555.00 less expenses at \$500 for profit of \$55.00.
- CIBOR Cares Awards Night is June 6th at the Puritan Backroom in Manchester. Tickets have gone on sale. So far, have 51 in attendance and 14 sponsors.
- Be sure to mark your calendar for the Annual BBQ on June 16th, Thursday...5-7:30 pm. The BBQ is free but you need to RSVP online. Just go to the calendar of events on the website, go to the date and book your reservation. Blasts will be going out shortly advertising the BBQ.
- Orientation date changed from June 16th at the BBQ to June 17th Friday, 10-12 after the Seacoast Mktg mtg taking place at Pease International Tradeport in Portsmouth.
- Second Qtr meeting is June 24th at SERESC, Dan Scanlon and a panel will be teaching a course on Tenant Representation. The paperwork will be forwarded to the RE Commission for credits. 3 credits.
- The December annual party will be December 8th, Thursday at the MCC.

6. **Committee Reports**

Affiliate and Special Events / NHCIBOR Cares – B. Jean

Affiliates met a couple of weeks ago and focused on the third quarter meeting. They are working on a panel. B. Jean agreed to be the Liaison for CIBOR Cares. CIBOR Cares is focusing on the Awards event. CIBOR Cares likes to keep the donations local. Jim DeStefano received donations to garner a 3D printer for a local charter school he is involved in.

Communications/Public Relations – D. Marshall

We are in the process of changing Facebook to a business Facebook page. We are also in process of trying to increase the number of news items, blurbs, snippets. We are making progress.

Education – K. DeMello

The upcoming class on June 24th will be a terrific class. We spoke to the Education Committee about making the course a part of the designation curriculum. We need to put together a curriculum before the real estate commission.

Finance – B. Jean

A **MOTION** was made to approve Financials for months ending March 2016 and April 2016

was **SECONDED** and **APPROVED**.

Public Policy Committee/Government Affairs – G. O’Connell

Stu Arnett’s PDS on Friday, May 6th is a planning and training course. It will tie in with educating members and towns on how to develop property. It all ties into the public policy committee’s goal to make NH a better place to do business.

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

Haven’t met for awhile. Nothing new to report.

RPAC – B. Marchewka

Trying to get more involved in RPAC. We need more involvement so we can use RPAC funds and have a say where the RPAC money goes. The minimum to become a member is \$15. We might have a golf tournament and get a grant to do this for \$5,000 as long as we raise 3 times that amount. Bob is open to suggestions.

Sponsorship – B. Marchewka

The sponsorship committee has been coordinating with the education committee.

7. New Business

a) Tickets for Sale – NHAR Installation of Officers:

Bob mentioned to the board that he has raffle tickets available for NHAR’s installation in November. He has 10 raffle tickets for sale, only 200 tickets will be sold. The fundraiser will benefit NHSPCA and Families in Transition.

b) Strategic Planning Meeting:

We have scheduled November 4th, ½ day lunch at Manchester Country Club. We will have an outside facilitator. We will take a look at our existing plan and see how relevant it is and how to adjust it if needed. Will keep you posted on further developments.

8. Adjournment

A **MOTION** to **ADJOURN** the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:35 am.

Respectfully submitted,

Allison Ropes
Executive Officer