

MINUTES

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

Cronin, John (P)	Hirsch, Larry (P)	Marchewka, Bob (P)	Overdeput, Hugo (A)
DeMello, Kathy (P)	Jean, Bill (P)	Marshall, Don (P)	Tremblay, Andre (A)
Friedman, Joe (P)	Johnson, William "Star"(A)	Nadeau, Chris (Ph)	Valentine, Ralph (P)
	Keeler, Wendy (P)	O'Connell, Gerry (Ph)	
3. **Secretary's Report** – L. Hirsch
 - a. **MOTION** to accept the minutes of the July 21,2016 meeting was **SECONDED and APPROVED..**
4. **President's Report** – B. Marchewka
 - a. President's Update
 1. Warren Group Update (G. O'Connell)

Task Force Report: Update on Contract: Gerry-still working on contract. Using notes that Larry and others had made on it. By end of next week the contract should be done. Aiming to have something ready for appraisers meeting in Massachusetts in October.
 2. Update License Designation: Kathy attended National Association of Realtors leadership conference in Chicago to learn what other commercial boards are doing. Indiana and Florida have commercial designations. There are a number of issues to be considered -- CEUs, exams, etc.

Bob Marchewka met with Kaitlin DeSoy, a UNH professor at the Paul School of Business, to discuss the real estate program at UNH. It is fairly new and appears to be well rounded. She is willing to work with us to design curriculum for commercial designation. She has done a similar program with the financial services industry.

Also NAR has courses that we could tap into.
 3. Forms Update (G. O'Connell)

Gerry is working on them with task force. A number of forms are going to be eliminated. Meetings are planned in the near future along with a meeting with the attorney.
 4. Governance Update. The governance committee has been meeting. Will send out slate of new directors. Several changes in NECPE. Question was raised about increasing the size of the Board of Directors.
 5. Joe Ryan, NEREN Update and View of Industry.

Joe Ryan discussed latest developments with NNERN including the migration from the Innovia to Paragon platform. He discussed the virtues of a single MLS system for both commercial and residential brokers. Such a system would permit the input of information once through a single portal rather than the current requirement that it be entered twice. Previously, it was not technologically feasible but might be workable in the near future. This is currently being done in Rhode Island. Joe also discussed the potential if NECPE and NNERN were to merge.

He sent some info about state of RI..doing similar thing there. Problem is exporting info cause fields are different.

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

Since the meeting in July there have been 4 new Realtor and 2 Affiliate applicants.

Third quarter meeting is scheduled for Sept. 23, Friday at Portsmouth Courtyard by Marriott. The course received 3 NH CE Credits: “Repositioning of Real Estate Assets” with panelists from Building Envelope Specialists, Milestone Construction, Burke Emergency Restoration and Market Square Architects.

The CORE class was on Sept. 9th with revenue at \$705 less expenses at \$575 for a profit of \$130.

NHCIBOR’s new member orientation is Sept. 26 at NHAR’s board room from 1-3 pm.

I just sent out a blast yesterday on the network event sponsored by Creative Office Pavilion. It will be held on October 6th at Fratello’s. It will feature Cami Baker, author of Mingle to Millions. There will be free food along with two drinks per person included. You must RSVP to attend.

PDS is on October 28th, Friday with Paul Alfano teaching about Tax Abatement. It is a 2 credit course and is free to CIBOR members. I have 7 signed up so far. It will be at KW in Portsmouth.

6. **Committee Reports**

Affiliate and Special Events / NHCIBOR Cares – B. Jean

CIBOR Cares is working on a fund to be established in memory of Jim DeStefano.

Communications/Public Relations – D. Marshall

Things are working well with the new agency. Social Media campaign will get under way in the fall.

Education – K. DeMello (Absent)

Pat McDermott is working on the second part of the developer's forum. Planning for October 27. Details to follow.

Strategic planning session is scheduled for November 15. Roger Turcotte has agreed to facilitate. The annual holiday party has been scheduled for December 8 at the Manchester Country Club.

Finance – B. Jean

A **MOTION** was made to accept the month end financials for July and August 2016. The **MOTION** was **SECONDED** and **APPROVED**. Working on establishing the 2017 budget

which will be presented to the BOD in October. Other than the general sponsorship, revenue is "on target" for this year.

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

Nothing major to report. Issue of the staffing of the NH Real Estate Commission was discussed. Issue of reduced NHREC staff was discussed. It was decided to take no action.

Grievance – G. O’Connell.

Need to replace Gerry with a new liaison to the BOD. A new chairman must also be found. Allison will assemble a list of members who have taken the NHAR Professional Standards course who would be eligible to chair the committee.

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

Nothing to report.

RPAC – B. Marchewka. Nothing new to report. Investigating possibility of holding a golf tournament next year.

Sponsorship – B. Marchewka. Next big push will be for the holiday party.

7. New Business

Charitable Giving (J. Friedman)

Concern was raised about the earlier request by email to make a contribution to Maine Realtors meeting. Discussed the need to deal with contributions on an organized basis -- discussed at a BOD meeting.

A **MOTION** was made to have CIBOR donate \$2,500 to NHCIBOR Cares to be used towards the Jim DeStefano fund. The **MOTION** was **SECONDED** and **APPROVED**.

Plan NH (C. Nadeau)

Plan NH is asking CIBOR to fund two conferences next year to be funded through a Smart Growth grant from NAR. Chris spoke with Bob Quinn from NHAR who said that it would be better received if it went through CIBOR. There would be no financial burden on CIBOR.

Plan NH would write the grant application. It was agreed to invite Robin LeBlanc (Executive Director) of Plan NH to come to the October BOD meeting to discuss the program.

8. Adjournment

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

Respectfully submitted,
Larry Hirsch
Secretary