

MINUTES

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

Cronin, John (A)	Hirsch, Larry (P)	Marchewka, Bob (P)	Overdeput, Hugo (P)
DeMello, Kathy (A)	Jean, Bill (P)	Marshall, Don (P)	Tremblay, Andre (P)
Friedman, Joe (P)	Johnson, William "Star"(P)	Nadeau, Chris (P)	Valentine, Ralph (P)
	Keeler, Wendy (A)	O'Connell, Gerry (A)	
3. **Secretary's Report** – L. Hirsch
 - a. **MOTION** to accept the minutes of the Sept. 15, 2016 meeting was **SECONDED and APPROVED.**
4. **President's Report** – B. Marchewka
 - a. President's Update
 1. Robin LeBlanc, Executive Director, Plan NH (9:15 am)

CIBOR has been requested by Plan NH to apply to NAR for a grant to cover a portion of the cost of putting on a Smart Growth Conference that Plan NH has scheduled for March 2017 in Concord. The grant application will be written by Robin with assistance from CIBOR members. CIBOR has been offered a role in the program.

A **MOTION** was made that NHCIBOR supports Plan NH by acting as the conduit to NAR in an application for grant money, an amount that equals the maximum allowed, for two (2) Smart Growth conferences in 2017, one in March and one in October. The **MOTION** was **SECONDED and APPROVED.**

A **MOTION** was made that NHCIBOR supports an exclusively mutual reciprocal membership with Plan NH. The **MOTION** was **SECONDED and APPROVED.**

A **MOTION** was made that NHCIBOR sponsor the March 2017 Plan NH conference as a "Green Sponsor". The **MOTION** was **SECONDED** but then **WITHDRAWN.**
 2. Warren Group Update (B. Marchewka for G. O'Connell)

Gerry is working on the contract with Warren. He will be attending an appraiser's meeting in MA to make a presentation on NECPE.
 3. Update License Designation (B. Marchewka for K. DeMello)

Bob, Kathy, and Don met with one of the Professors at UNH Paul College of Business and Economics to discuss ways that CIBOR could work with UNH in developing courses for certification. Other possible cooperative arrangements were discussed.

4. Forms Update (D. Marshall for G. O'Connell)
Progress has been slower than hoped. There were more issues that had to be addressed than were expected. The forms revisions should be completed in the first quarter of 2017.
5. Governance Update
New members to NHCIBOR's board are Robert Cruess, Christian Stallkamp, Dave Garvey and Tenley Callaghan. Allison will send a welcome letter to them and invite them to November and December board meetings.
6. NAR Orlando Convention (B. Marchewka)
Bob Marchewka has been appointed to the 2017 NAR State and Local issues Mobilization Support Committee.
Bob Marchewka and Kathy DeMello will be going to the NAR meeting in Orlando, Florida in November for the installation of Tom Riley as NAR Treasurer.
Gerry will be going as a representative of NHAR.
7. Strategic Planning Update (K. DeMello)
Strategic Planning session is scheduled for November 15 at the Manchester Country Club. Roger Turcotte will be facilitating the session.
8. Change in venue for November 2016 BOD (B. Marchewka)
The November BOD meeting will be held at the UNH Paul College.

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

Since the meeting September I have had 2 new Realtor applicants.

Third quarter meeting was held Sept. 23, Friday at Portsmouth Courtyard by Marriott. Receipts totaled \$1,050 and expenses were \$ 951.56 with a profit of \$98.44. 30 originally signed up, had two walk ins and had 29 in attendance.

NHCIBOR's new member orientation was held Sept. 26 in Concord. There were 7 Realtors in attendance.

Bill Novick reported to me that Creative Office Pavillion's network event went great. I had 39 signed up for the event.

PDS is next Friday, October 28th, Friday with Paul Alfano teaching about Tax Abatement. It is a 2 credit course and is free to CIBOR members. I have 25 signed up so far. It will be at KW in Portsmouth.

Best Practices Forum is next Thursday at Brookstone Park in Derry from 8:30-11:30 am. So far 37 have signed up.

The next CORE class is scheduled for November 11th here at Berkshire. So far I have 6 signed up.

Cibor has 102 Realtor members who still need to take the mandatory NAR Code of Ethics course. Neal Barrett is working on teaching some more classes specifically for CIBOR. There is no excuse not to take the course, it is offered free online at NAR's website. I continue to send out reminders. They have to fulfill this requirement by Dec. 31, 2016.

Dues Collections – Back Dues: Again, this year, NHAR sent me a list of active licensees that have a license hanging in a Cibor Realtor office which includes 18 people. NHAR wants their dues paid by November 14th. I also have to collect NAR’s back dues. In the process I try to get them to join NHCIBOR so as not to just collect “Non member” dues

I will start the renewal invoice process next week.

6. **Committee Reports**

Affiliate and Special Events / NHCIBOR Cares – B. Jean

Several events are being planned by the Affiliate Committee including the 3rd quarter meeting. No CIBOR Cares update.

Communications/Public Relations – D. Marshall

No update. Working to develop activity on Facebook page.

Education – K. DeMello (Absent)

Nothing to report.

Finance – B. Jean

A **MOTION** was made to accept the month end financials for September 2016. The **MOTION** was **SECONDED** and **APPROVED**.

Review 2017 Budget: A **MOTION** was made to approve the 2017 NHCIBOR budget which included a \$10 increase to yearly membership dues and the addition to add in \$3,500 to the budget to send two people to NAR’s annual convention in November. The **MOTION** was **SECONDED** and **APPROVED**.

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

Planning Meeting scheduled for

Grievance – G. O’Connell.

Update on search for Committee Chair (**TABLED**)

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 (**TABLED**)

RPAC – B. Marchewka.

Nothing to report.

Sponsorship – B. Marchewka.

Nothing to report.

7. **New Business**

1) **NHAR Installment Dinner (B. Marchewka)**

Gerry O’Connell will be installed as President-Elect on November 16. CIBOR members are

encouraged to attend.

8. Adjournment

A **MOTION** to **ADJOURN** the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 11:02 am.

Respectfully submitted,
Larry Hirsch
Secretary