

Location: Berkshire Hathaway Verani, 1 Verani Way, Londonderry

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

Callaghan, Tenley (Ph)	Garvey, Dave (Ph)	Keeler, Wendy (P)	Overdeput, Hugo (A)
Cruess, Robert (A)	Hirsch, Larry (P)	Marchewka, Bob (A)	Stallkamp, Christian (Ph)
DeMello, Kathy(P)	Jean, Bill (P)	Marshall, Don (Ph)	Valentine, Ralph (P)
Friedman, Joe(P)	Johnson, Star (Ph)	Nadeau, Chris (A)	
3. Secretary's Report – L. Hirsch
  - a. A **MOTION** to accept the minutes of the January 19, 2017 meeting was **SECONDED** and **APPROVED**
4. President's Report – K. DeMello
  - a. President's Update:
    1. Southern NH Planning Commission/Ready Set Go Website

Southern New Hampshire RPC contacted to see if they could get another \$5,000 grant from CIBOR to market their Certified Sites Program -- ready/set/go website -- to the towns. (CIBOR previously contributed \$5,000.) They are trying to collaborate with DRED on this. Allison will pass out information brochure. R. Valentine discussed the Windham experience and questioned whether this is an effective/realistic program -- cited the expense to property owners.
    2. NEREN / NECPE

K. DeMello, R. Valentine, J. Jackman, and R. Marchewka met with Executive Board of NEREN to discuss the potential merger of the databases. CIBOR goal is to protect the integrity of NECPE and use a "merger" to expand the number of NECPE members using CATYLIST. CIBOR was proposing that NEREN abandon Paragon for their commercial listings and put everything into CATYLIST. They learned at the meeting that this is at odds with the goals of NEREN. Advantage to NECPE is that more paying members would bring down the cost per member. Although this is still open for discussion, it has been decided that rather than pursue a merger or working relationship with NEREN, CIBOR would work with CATYLIST to renew the contract that expires in June.
    3. Warren Group Update (R. Valentine)

Ralph learned that there was going to be cost to arrange the data feed from CATYLIST to Warren. He advised Warren Group that the cost would be their responsibility and provided them with a contact at CATYLIST so that they could investigate the costs. He is holding off until Warren Group gets back to him.
    4. RPAC

J. Jackman spoke with Tom Riley who indicated that there was RPAC money available for CIBOR. K. DeMello will contact Tom.

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

- Since the meeting January there have been 2 new Realtor applicants.
- Down to 31 Realtor members who still need to take the mandatory NAR Code of Ethics course. (Down 31 from last month). I have sent several reminder emails of the requirement as well as calling some members.
- 1<sup>st</sup> Quarter Meeting is next month March 24<sup>th</sup> at SERESC in Bedford. Class will be “Selling Businesses” by Don Marshall. Application has been made for credit to the real estate commission. I sent out the first blast yesterday.
- I have added to the website in the member tool box a link to UNH Business school job board. I sent out a blast to membership on Tuesday. Companies can host internships, hire UNH students, view resume books and sign up for various networking nights.
- I blasted out an RFP for the School Street Development lot on behalf of the City of Nashua.
- Rick Kaplan of the NEREJ offered up a few free tickets to the Northern New England Office & Industrial Summit Feb. 23<sup>rd</sup> in Nashua in exchange for putting the event on our website and sending out blasts to membership.

## 6. **Committee Reports**

### **Affiliate and Special Events / NHCIBOR Cares** – B. Jean

The Affiliates and Special Events committee will be meeting after the February Seacoast Marketing Session. Trying to reorganize and find a new Chairman(s).

NHCIBOR Cares has made several grants -- to the American Red Cross, a family in Weare, and Helping Hands. Currently has \$15,000 in the bank -- \$5,000 is in the Jim Destefano memorial fund. Awards night has been set for May 24th. Adam is working to develop a formal application for grants that would be posted on CIBOR website. Current Board of Director terms have all been extended for one year.

### **Communications/Public Relations** – D. Marshall

Not much to report. The Press Release on the Energy Position is being developed which will be reviewed at the next Public Affairs committee meeting. Any CIBOR event should be considered a photo opportunity and there should be a press blurb for the website. Will be developing a list of PR contacts for placing articles.

### **Education** – K. DeMello

No update -- planning a meeting with Education Committee.

PLAN NH has a two day conference on "aging in place" and the impact on housing and the economy. Request was made to submit it to the NHREC to try to get continuing education credits approved. Bill Jean will coordinate.

### **Finance** – B. Jean

**MOTION** was made to accept the month end financials for January 2017. The **MOTION** was **SECONDED** and **APPROVED**.

**Public Policy Committee/Government Affairs** – K. DeMello in B. Marchewka’s Absence  
No report. February meeting was cancelled due to snow storm.

**Grievance** – S. Johnson  
Nothing new to report.

**Membership** – A. Ropes in R. Cruess’s Absence  
**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 new to report. Professional Standards workshop scheduled for February 22/23.

**RPAC/IMF** – B. Marchewka. Absent  
No report given

**Sponsorship** – B. Marchewka Absent  
No report given.

**7. New Business**

- a) Strategic Plan Report – Update/Input  
K. DeMello will work on revising the report and will have it for the next meeting. Goal is to have it approved.
- b) Commercial Designation -- Goal is to have informal conversations with real estate commissioners to determine a direction. A task force was set up. Both the Tampa, FL and Indiana Realtors have some sort of commercial designation. R. Valentine will have some research done on this.
- c) UNH College Connection link is on the CIBOR website.

**8. Adjournment**

A **MOTION** to **ADJOURN** the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:15 am.