

NH CIBOR  
Board of Directors  
Mar. 16, 2017

Londonderry, NH  
9:00 am – 10:30 am

Location: Berkshire Hathaway Verani, 1 Verani Way, Londonderry

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

Callaghan, Tenley (P)	Garvey, Dave (P)	Keeler, Wendy (P)	Overdeput, Hugo (P)
Cruess, Robert (P)	Hirsch, Larry (P)	Marchewka, Bob (Ph)	Stallkamp, Christian (Ph)
DeMello, Kathy(P)	Jean, Bill (P)	Marshall, Don (A)	Valentine, Ralph (P)
Friedman, Joe(A)	Johnson, Star (P)	Nadeau, Chris (A)	
3. Secretary's Report – L. Hirsch
  - a. A **MOTION** to accept the minutes of the Feb. 16, 2017 meeting was **SECONDED** and **APPROVED**
4. President's Report – K. DeMello
  - a. President's Update:
    1. Strategic Plan Report Update/Input:

Allison reformatted it so easier to digest. Concern was raised that the conclusions are not accurate reflections of the position of the BOD. The Strategic Plan has twelve points -- the first seven are required by NAR -- the balance are "optional." Suggestion made that the order be revised to reflect goals that are more important -- for example, education and licensing. BOD members to provide feedback to Allison on "action items" by April 1. Goal is to approve the Strategic Plan in April BOD meeting.
    2. Commercial Designation

R. Valentine discussed this with NHREC Commissioner Barry who was concerned that this be done in a way that will serve the public interest. He suggested going before the NHREC with a detailed proposal to get their input. Question was raised by R. Marchewka as to whether we should be pursuing the commercial "designation" -- might be more productive to work for a "certification". It was agreed that a Blast would be sent out to the membership to get volunteers for a task force on developing a CIBOR Commercial Designation.
    3. Catylist NECPE Renewal Contract

K. DeMello went over the status of the contract and the negotiations. With a projected increase in the cost during the contract extension, it might be necessary to increase the NECPE dues by \$1 per month to avoid going into the "red" in the next few years.

H. Overdeput suggested that we look into a new system that has come on the market -- CREX. It is being used or considered by large firms as it improves service over Loopnet and Costar. J. Jackman is of the opinion that, as of last

May's NAR meeting, Catylist was the best platform available.

R. Marchewka is going down to the May meetings on behalf of NECPE. If there are better alternatives, we might still have time to make a change -- he will be checking Xceligent and others. Given the nature of the product, this could change over the next few years.

4. NHCIBOR Commercial Forms

T. Callaghan reported that the committee is making good progress -- met last week and got through bulk of remaining docs. Taking 2<sup>nd</sup> pass on the standard P&S Agreement. Trying to have consistency among the documents. Will not to release them until ready. Working to provide a useful tool to CIBOR members as well as a degree of protection. Hope to be able to deliver the documents in May after one more meeting. Committee will look into changing the platform to DotLoop.

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

- Since the meeting February there have been 4 new Realtor and 3 new Affiliate applicants.
- Down to 20 Realtor members who still need to take the mandatory NAR Code of Ethics course. (Down 11 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 Friday March 24<sup>th</sup> at SERESC in Bedford. Class will be “Selling Businesses” by Don Marshall. So far I have 46 signed up for the class.
- I sent directions and information back on Feb. 17th to Robin at PlanNh about getting credits for their March 30/31<sup>st</sup> meetings: The Role of Community Design in Supporting the Last Third of our Lives. I never heard anything back.
- This year I had 4 people apply for NHAR’s Honor Society. I have sent those applications up to NHAR.
- Bob Marchewka, Kathy DeMello and Robert Cruess have received complimentary tickets to attend NEREJ Live, Work and Play Developments Summit on March 23<sup>rd</sup>.
- Education Comm. Mtg: May 12<sup>th</sup> 2017 will be a PDS at KW’s office in Portsmouth. Bob Quinn from NHAR will give a policy update and it will hopefully have 2 credits. It will be a class similar to the class NHAR held on March 7<sup>th</sup>: An Open Dialogue on Real Estate Issues and it will be tailored towards commercial.

The second quarter meeting will have to do with operating multifamily. The third quarter meeting they are looking into having a panel consisting of Business Coach, Small Business Tax Professional and a Business Consultant. And looking to have a PDS in October on Bankruptcy and Broker Lien Law.

6. **Committee Reports**

Affiliate and Special Events / NHCIBOR Cares – B. Jean

Nothing new to report. Committee will be meeting after the next Seacoast Marketing Meeting. Considering arranging an "After Hours" or other event with Enterprise Bank.

**Communications/Public Relations** – D. Marshall (Absent)

No report.

**Education** – K. DeMello

Allison gave the education update in her office administration report.

**Finance** – B. Jean

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

Penchansky will have the financials done by May and will present them at the May meeting.

**Public Policy Committee/Government Affairs** – B. Marchewka/D. Garvey

Most of the meeting had to do with the new EPA regulation (put in place Jan. 18, 2017) requiring that all storm water management plans be approved through an MS4 permit granted by the EPA (Federal) as well as the current NHDES and local requirements. Andy Sanborn (NH State Senator) addressed the committee and indicated that, because of the standards, this could bring new development to a halt in 43 NH towns. Andy is trying to get the federal government to put this on hold. In the meantime, a lawsuit to stop this has been filed by a number of towns. At the next Public Policy meeting (to be held at UNH), the committee will meet with the attorney filing the suit as well as an environmental consultant. In the meantime, the Public Policy Committee is going to evaluate whether CIBOR should file an Amicus brief in support of the lawsuit.

**Grievance** – S. Johnson

Gerry O'Connell will be the chair of the Grievance Committee. Star Johnson will be the Board of Director's liaison.

**Membership** – R. Cruess

**MOTION** to approve new provisional member applications subject to names being published as per CIBOR bylaws. The **MOTION** was **SECONDED** and **APPROVED**.

Concern was raised that many non-members are going to multiple Marketing Meetings. Question was raised whether there should be a limitation on the number of meetings that they can attend.

R. Cruess will get opinions of Louise Norwood and David Choate and report at the next meeting.

**Professional Standards** – W. Keeler

NHAR is having a workshop in June on developing a separate procedure for dealing with minor infractions -- with the goal of avoiding a full hearing.

**RPAC/IMF** – B. Marchewka

Feels that everyone on the BOD should contribute to RPAC -- as little as \$15.

In researching NAR IMF, it was learned that the sponsoring entities for the larger grants have to also contribute money. Something to consider in future budgeting.

**Sponsorship** – B. Marchewka

Granite State Development will sponsor the first Quarterly Meeting.

**7. New Business**

- a) Include on NHCIBOR's balance sheet note effect that NHCIBOR owns 100% of its share of NEREN stock with no market value. Ownership of NEREN is divided into 23 votes -- reflecting the number of boards that were in existence when NEREN was formed. (R.

Valentine)

- b) Make request of accountant to provide year-end financial report for 2016 on or before our May 2017 meeting (R. Valentine)
- c) CIBOR Cares Awards night is going to be rescheduled from May 24 with a new date forthcoming. (W. Keeler)
- d) There is a need to find a person to run the commercial "Core" course replacing Neal Barrett. D. Garvey is working with Shannon Aldrich to see if she is willing to take it on as a part of her school. He is also talking with others. (D. Garvey)
- e) A "Green Symposium" is scheduled for March 28 at the Radisson in Nashua with CE credits. Information on the NHAR website.
- f) K. DeMello will be in a panel discussion at UNH on March 30 on New Hampshire Women in Business.

## **8. Adjournment**

A **MOTION** to **ADJOURN** the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:33 am.