

**Location: Berkshire Hathaway Verani, 1 Verani Way, Londonderry**

**MINUTES**

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

Callaghan, Tenley (Ph)	Garvey, Dave (Ph)	Keeler, Wendy (P)	Stallkamp, Christian (Ph)
Cruess, Robert (A)	Hirsch, Larry (P)	Marchewka, Bob (P)	Valentine, Ralph (P)
DeMello, Kathy (P)	Jean, Bill (P)	Marshall, Don (Ph)	
Friedman, Joe (P)	Johnson, Star (A)	Overdeput, Hugo (A)	
3. Secretary's Report – L. Hirsch
  - a. A **MOTION** to accept the minutes of the May 25, 2017 meeting was **SECONDED** and **APPROVED**
4. President's Report – K. DeMello
  - a. President's Update
    - 1) Strategic Plan Report – Updates/Vote to Adopt:  
Discussion concerning inserting end dates on the goals. K. DeMello felt that it would be difficult for a volunteer organization.  
A **MOTION** was made to approve and accept the Strategic Plan in its entirety. The **MOTION** was **SECONDED** and **APPROVED**.
    - 2) Commercial Designation Task Force Update:  
Task force will meet on June 28. K. DeMello met with Professor Caitlin Desoye at UNH who has proposed a structure for the educational component of the Designation. Likely that the courses would be on-line with Desoye as a consultant and a vendor handling the actual production.
    - 3) Catylist NECPE Renewal Contract Update:  
R. Valentine presented a counter proposal to Catylist. Negotiating on (a) the penalty that NECPE would pay for failing to have a minimum of 375 members; (b) the monthly fees that would be payable to Catylist over the three year term; and (c) the right of Catylist to use information on the database after the expiration of the agreement.
    - 4) NHCIBOR Commercial Forms Update:  
Nothing new to report. Continuing to work on the formatting. Will begin to work with Zipforms. Hope that the work will be done by the end of June.
5. **Office Administration Report** – A. Ropes
  - Since the meeting in May there have been 3 new Realtor and 2 new Affiliate applicants.
  - The BBQ was held Thursday, June 8<sup>th</sup> at TFMoran's office in Bedford from 5-7:30 pm. We had 100 Cibor members sign up. I don't have a final count on how many actually attended. ROTY is Bob Marchewka and AOTY is Bill Jean.

- The New Member Orientation is scheduled for tomorrow June 16<sup>th</sup> to take place after the Seacoast Marketing meeting in Portsmouth. So far I have 13 Realtors who have signed up.
- NHCIBOR Cares Awards event is scheduled for Tuesday, June 20<sup>th</sup> at the Event Center at Mill Falls, Manchester, NH from 5-7:30 pm. To date we have 44 signed up and 11 sponsors. It is \$ 40.00 and includes heavy appetizers and cash bar.
- 2<sup>nd</sup> Quarter meeting is next Friday, June 23 at SERESC in Bedford. The class is “Multi-Family Investing” and the instructors are Jeff Hiatt, Performance Business Solutions / Fred Mayer, Mayer Law Offices and Frank Teas, Northway Bank. We hope to get the course approved for 3 credits. To date we have only 20 who have signed up. I will continue to push the meeting with blasts.
- With the help of Ralph recruiting members to attend NHAR’s Leadership Training in August, we have 5 slots filled: Matt Lefebvre-Elm Grove Realty, Scott Forte-Berkshire Hathaway, Brenda Litchfield-Concord Commercial Consulting, Dave Gambaccini-Keller Williams Commercial and Chris Melanson-Harrington & Reeves.

## 6. Committee Reports

- (Affiliate and Special Events) / (NHCIBOR Cares)– B. Jean  
Nothing new to report. H. Rowan is working on setting up a Network event for August/September.
- (Communications/Public Relations) – D. Marshall  
Nothing to report.
- (Education) – K. DeMello  
Nothing new to report. Real Estate Commission has agreed to provide CEU credits for June quarterly meeting. Working on the schedule for 2018.
- (Finance) – B. Jean  
A **MOTION** was made to accept the month end Financials for April and May 2017. The **MOTION** was **SECONDED** and **APPROVED**.
- (Grievance) – S. Johnson  
There is a complaint. A Grievance Committee meeting has been scheduled.
- (Membership) – R. Cruess
  - 1) **MOTION** to approve new provisional member applications subject to names being published as per CIBOR bylaws. The **MOTION** was **SECONDED** and **APPROVED**.
  - 2) Membership Update:  
Membership has increased by 11%. NHAR reports that membership is down. This is not consistent with CIBOR records. A. Ropes will review with NHAR.
- (Professional Standards) – W. Keeler  
No report.

h) (RPAC/IMF) – B. Marchewka

Calling for members to contribute. Approximately 1/3 of members contribute -- an email "blast" will be sent out to members for contributions. Focus on getting members of the BOD to contribute. There is a new program in place that allows funds to be directed back to NH to be used as matching funds.

The Issues Mobilization Fund has made a number of grants to boards around the country to work on local issues.

i) (Sponsorship) – B. Marchewka

A four member task force has met to review and develop a strategy to go after potential sponsors.

j) (Public Policy Committee/Government Affairs) – B. Marchewka

A number of developments:

-- Meeting protocols have been adopted with meetings scheduled for every other month -- no meetings in the summer

-- Four standing groups have been established -- License Law, Legislative Issues, Business issues, Energy Issues

-- P. McDermott updated on DRED. In the process of being split with a separate Economic/Travel/Tourism group to be established. Pat will attend the ICSC Meeting in Washington and will raise the MS4 issue. Will apply to the NH Municipal Association to have a speaker at their November meeting.

-- Requesting the CIBOR BOD to add \$2,000 to next year's budget to cover potential expenses.

-- MS4 issue -- no update. Governor Sununu seems to be concerned and engaged on the issue.

-- Variance criteria bill is on the Governor's desk. This would require that ZBA's vote on each of five criteria for granting a Variance separately.

7. New Business

a) Authorize David Choate, NEREN Director to sign document (R. Valentine)

Ralph signed the agreement, so don't need to go over as new business.

b) NHAR is going to publish a magazine. CIBOR will provide an article. Question of whether CIBOR also advertises.

8. Adjournment at 10:25 am

Respectfully submitted,

Larry Hirsch  
Secretary