

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 (P)	Keeler, Wendy (P)	Stallkamp, Christian (Ph)
Cruess, Robert (P)	Hirsch, Larry (P)	Marchewka, Bob (P)	Valentine, Ralph (P)
DeMello, Kathy (P)	Jean, Bill (A)	Marshall, Don (P)	
Friedman, Joe (P)	Johnson, Star (P)	Overdeput, Hugo (A)	
3. Secretary's Report – L. Hirsch
 - a. A **MOTION** to accept the minutes for the July and August 2017 meetings was **SECONDED** and **APPROVED**
4. President's Report – K. DeMello
 - a. President's Update
 - 1) Commercial Designation Update: (K. DeMello)

Task force met on Aug. 23 to pull together an outline of the program. There are a variety of issues that must be dealt with: development of course syllabuses, potential budget, etc. Trying to determine if the best approach is to (a) hire consultants to put together the courses and develop materials which would then be owned by CIBOR or (b) hire an outside provider to prepare the courses and materials (there are a number of “national” as well as local providers.) Other concerns are developing the instructors who will be required to teach the new courses. Also working on developing a budget – checking to see if grant money is available from NAR or any other source. Task Force will meet with several potential providers including UNH to develop cost estimates and gauge their interest.
 - 2) NHCIBOR Commercial Forms Update: (T. Callaghan)

Making progress. Of the 45 forms currently available, the task force has decided to pare them down to 40. Of the 40, 39 have been revised. Suggestion made that the forms be rolled out to the membership at a continuing education meeting where they could be explained and discussed.
 - 3) Governance Committee Update: Committee has met to select a slate of officers and board members for both CIBOR and NECPE. There will be an email vote by the BOD to approve the nominees.
 - 4) Hurricane Harvey Donation:

Discussion about making a donation to the relief efforts in Florida, Texas and Puerto Rico.

- 5) Michael Bergeron, NH Dept. of Business and Economic Affairs Div. of Economic Development:
The commissioner of the newly formed NH Department of Business and Economic Affairs is Taylor Caswell. There was discussion about inviting him to a CIBOR BOD meeting but it was decided that the Public Policy Committee would be a more appropriate venue.
- 6) NH Realtors Disaster Assistance Foundation: Steve White
Steve White, NHAR director, informed the BOD about the work of the NH Realtor Disaster Relief Foundation and asked CIBOR to make a contribution. A **MOTION** was made for the Board to consider a line item in future budgets for the NHAR Disaster Assistance Foundation. The **MOTION** was **SECONDED** and **APPROVED**.
- 7) Fisher Cats: Board of Directors Mtg/After Hours:
Invited the BOD to have a meeting at the Fisher Cats Stadium in the spring. The question was raised about opening it to other members.
- 8) State Updates:
Gerry O'Connell will be installed as President of NHAR on November 16th in Portsmouth. All members are encouraged to attend.
NHAR will be offering a "Green Designation" in October.
Jim Lee will be installed as Second Vice President of NHAR.
NAR has published its Top Goals for 2018 that will be published on CIBOR's web site.

5. Office Administration Report – A. Ropes

- Since the meeting in July there have been 5 new Realtor and 3 new Affiliate applicants.
- The CORE class taught by Dave Garvey is taking place tomorrow, Friday at Keller Williams training room in Portsmouth. I have 21 signed up,
- The New Member Orientation will be held Monday, Sept. 25th at NHAR's office from 1-3 pm. So far I have 16 signed up.
- The 3rd Qtr meeting will be held Friday, Sept. 29th at Keller Williams training room in Portsmouth. We received 3 NH CE Credits for the class "Growing Your Business" featuring Dave Lydell with Skye Business Solutions and Maura Webster with LillaBlu. So far I have only 22 signed up. I think that number should go up over the next few days.
- The Energy Forum will be held Oct. 13th, 9 – 12:00 pm at EverSource Energy Plaza in Manchester. The presenters have changed. Constellation Energy is being replaced by Tad Dziemian, Neighborhood Energy. I am working on the paperwork to get 2 credits. I have 9 signed up so far.
- I am continuing to advertise the Plan NH Conference being held Oct 26 and 27.

6. Committee Reports

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– B. Jean (Absent)

- b) (Communications/Public Relations) – D. Marshall
Nothing new to report.
- c) (Education) – K. DeMello
Forming a new committee for 2018. Looking for new members.
- d) (Finance) – B. Jean (Absent)
1) MOTION to accept the month end financials for July and August 2017. TABLED
- e) (Grievance) – S. Johnson
Nothing new to report.
- f) (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**.
- g) (Professional Standards) – W. Keeler
Nothing new to report.
- h) (RPAC/IMF) – B. Marchewka
Nothing new to report.
- i) (Sponsorship) – B. Marchewka
Peniel Environmental is sponsor for 3rd qtr meeting.
- j) (Public Policy Committee/Government Affairs) – B. Marchewka
Governor Sununu joined the committee at its last meeting. Provided members with an overview of his thoughts on how to generate more business in New Hampshire and discussed his travels to recruit business. He discussed his new Division of Business and Economic Affairs and suggested that we meet with Taylor Caswell, the new commissioner. Substantial amount of discussion about work-force housing. He indicated a willingness to work with CIBOR on the housing issue and suggested that he would like to host a meeting at his office with town officials and others to discuss this issue.

7. New Business

8. Adjournment at 10:30 am

Respectfully submitted,

Larry Hirsch
Secretary