

Location: Berkshire Hathaway Verani, 1 Verani Way, Londonderry

MINUTES

1. Call to Order

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

Callaghan, Tenley (Ph)	Friedman, Joe (P)	Jean, Bill (P)	Martin, Doug (P)
Cruess, Robert (P)	Gambaccini, Dave(P)	Johnson, Star(P)	Overdeput, Hugo (A)
DeMello, Kathy (Ph)	Garvey, Dave (P)	Keeler, Wendy (P)	Stallkamp, Christian(Ph)
Forte, Scott(A)	Hirsch, Larry (P)	Kingsley, Scott (P)	Valentine, Ralph (P)

2. Secretary's Report – L. Hirsch A **MOTION** was made to accept the minutes for the March 2018 meeting was **SECONDED** and **APPROVED**.

4. President's Report – R. Valentine
a. President's Update

1) Commercial Designation Update

The subcommittee has met and is focused on developing a total of 13 courses. As the program is beginning, the decision was made to focus on four courses that would be prepared and delivered by the end of the year. Two CIBOR members have agreed to prepare and present two courses this year. Application will be made to the Real Estate Commission to get continuing education credits. Until the program is running, a decision was made not to focus on the "designation." Authors of the courses will be paid a fee for their efforts – the courses would be owned by NHCIBOR.

2) Pat McDermott

Pat is retiring from Hinckley Allen but will continue to provide the same services to CIBOR.

5. Office Administration Report – A. Ropes

- Since the meeting in March, there have been 13 new applicants: 8 Realtors and 5 Affiliates.
- The first quarter meeting was held Friday, March 30th, 3 credits, Lynne Bagby's Power of Strategy course. There were originally 38 signed up, 4 walk ins with 2 no shows. We had 40 in attendance. Collected \$ 1,725.00 in tix/sponsorship less expenses at \$ 1018.31 for a profit of \$ 706.69.
- The next PDS is scheduled for Friday, May 4th to be held at NHAR's conference room in Concord. Registration 8:30 am, class 9-11:00 am. The course is titled, "SBA Lending and Alternative Financing Sources." We hope to receive 2 CE credits. The instructors are Adam Johnston and Jerry Bazata from Optima Bank and Jennifer Boulanger from CRDC. The course is free for CIBOR members. So far I have 14 signed up.

- ROTY and AOTY: I have sent out two blasts so for seeking nominations for Realtor and Affiliate of the Year. So far, I have received one Affiliate application.
- Pat McDermott will be working for Arnett Development group and he sent in a revised contract for consulting. Is this contract okay for approval and for me to send the payment?

A **MOTION** was made to approve Pat McDermott's contract between Arnett Development Group and NHCIBOR for consulting work with the Public Policy Committee. The **MOTION** was **SECONDED** and **APPROVED**. (1 vote abstained)

6. Committee Reports

- (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
NHCIBOR Cares plans to have a fund raising event in the fall to celebrate its 10th anniversary.
- (Communications/Public Relations) – Dave Gambaccini
No report.
- (Education) – B. Jean
The calendar is full for the balance of the year. There was discussion about holding courses in the Upper Valley.
- (Finance) – B. Jean
Finances are tacking on Budget.
A **MOTION** was made to accept the month end financials for March 2018. The **MOTION** was **SECONDED** and **APPROVED**.
- (Grievance) – S. Johnson
There are three alternatives that the CIBOR BOD can offer in lieu of a grievance hearing:
Use the Ombudsman provided by NHR.
Develop a mediation program
Choose the Citation program with will allow fines for violators who acknowledge their responsibility (program will not be available until 2019)
- (Membership) – R. Cruess
No committee meeting. Planning for TF Moran barbecue in June.
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
No report (Part of the Grievance Committee report)
- (RPAC/IMF) –D. Garvey
No report.
- (Sponsorship) – B. Jean
No report.
- (Public Policy Committee/Government Affairs) – K. DeMello

Several pending bills in the Legislature were discussed at the last meeting of the Public Policy Committee:

House Bill 1685 would give out of state real estate brokers the right to practice in New Hampshire for 120 days without obtaining licensing. Strong opposition from NHR. Bill was killed in the Committee but will likely come back in the House. Senate Bill 461 to raised the number of continuing education credits required to renew real estate licenses is still in Committee.

The Forms Committee is down to the last two forms. They are making minor edits to the Purchase & Sale and Disclosure forms.

7. New Business

White Mountain Board of Realtors under the direction of Greydon Turner has started to hold marketing meetings. Board had some question about the structure of the meetings and whether NHCIBOR should be involved.

8. Adjournment at 10:02 am.

Respectfully submitted,

Larry Hirsch
Secretary