

Location: Matheson Education, 166 South River Rd., Bedford, NH

**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 (A)	Gambaccini, Dave(P)	Johnson, Star(A)	Overdeput, Hugo (A)
DeMello, Kathy (Ph)	Garvey, Dave (A)	Keeler, Wendy (P)	Stallkamp, Christian(Ph)
Forte, Scott(Ph)	Hirsch, Larry (P)	Kingsley, Scott (A )	Valentine, Ralph (P)

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

4. President's Report – R. Valentine

a. President's Update

1) Nominating Committee Formation

Nominating Committee has been formed to nominate Officers and members of the Board of Directors. Committee members are R. Valentine, D. Martin, B. Jean, J. Friedman and L. Norwood.

2) NHAR L200 and L300 Leadership Training – 5 Seats Available

R. Valentine will call potential attendees.

5. Office Administration Report – A. Ropes

- Since the meeting in July, there have been 13 new applicants: 7 Realtors and 6 Affiliates.
- The Summer Mixer held on August 2<sup>nd</sup> was a success collecting \$ 10,280 from tix sales and company sponsorships less expenses at \$ 4,519.27 with a profit at \$ 5,760.73. The 50/50 raffle and Auction items netted \$ 675.00.
- The CORE class was held on Sept. 14<sup>th</sup> and we had originally 14 signed up, one walk in, 2 no shows with 13 in attendance. Income was at \$ 545.00 less expenses at \$500 with a \$ 45.00 profit.
- The third quarter meeting will be held tomorrow at The Falls Event Center in Manchester. It is a 3 NH CE credit course: Commercial Building Systems – the good, the bad and the ugly. So far I have 36 who have signed up.
- The new member orientation was held Monday, Sept. 24<sup>th</sup> and had originally 30 signed up, 7 walk ins and had 34 in attendance : 32 Realtors and 2 Affiliates.
- Cibor Cares 10<sup>th</sup> anniversary event is scheduled for Wed. Oct. 17<sup>th</sup> at Fratellos in Manchester from 5-8:00 pm. Tickets will be \$ 30.00. There will be a cash bar, silent auction, cocktail reception, with Hord 'oeuvres, a pasta station, carving station, dessert

and coffee. So far it looks like they have about 14 sponsors. I will start advertising the event on Friday.

- Berkshire Hathaway Verani's training room isn't available next year on the third Thursdays of the month. However, it is available some Thursdays and most Tuesdays next year. Should we try and keep it the same days: 3<sup>rd</sup> Thursdays and search for a new venue?

6. Committee Reports

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– D. Martin for S. Kingsley  
Planning Anniversary Cocktail Party October 17 at Fratello's in Manchester. Format this year will vary from the past. Plan is to give out the DeStefano/Barrett awards to members of CIBOR who have shown a long time Commitment to CIBOR.
- b) (Communications/Public Relations) – Dave Gambaccini  
Discussion about eliminating this committee.
- c) (Education) – B. Jean  
Third Quarter meeting entitled “Commercial Building Systems – the good, the bad, and the ugly” is scheduled for Sept. 28 in Manchester. The calendar is filled for the balance of 2018. Current working on the schedule for 2019.
- d) (Finance) – B. Jean  
A **MOTION** was made to accept the month end financials for July and August 2018. The **MOTION** was **SECONDED** and **APPROVED**.  
The Budget process has started for 2019. B. Jean has asked for suggestions.
- e) (Grievance) – S. Johnson (Absent)
- f) (Membership) – A. Ropes for R. Cruess (Absent)
  - 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 to report. Next Professional Standards workshop conducted by Diana Disbore will be in February 2019.
- h) (RPAC/IMF) –D. Garvey (Absent)  
No report.
- i) (Sponsorship) – B. Jean  
D. Gambaccini will take B. Jean's place as Sponsorship Liaison.
- j) (Public Policy Committee/Government Affairs) – K. DeMello  
The Public Policy Committee has put together a small task force to deal with the rules of the organization. It has agreed to permit electronic voting. There were several recommendations that were brought to the board:
  - It was suggested that all members of CIBOR Public Policy Committee also become members of the NHAR Public Policy Committee and be required to attend those

meetings. Bob Quinn from NHAR suggested that CIBOR appoint liaisons to the NHAR PPC to represent the commercial perspective. It was decided that this was unreasonable. Given that several members of the CIBOR Public Policy Committee currently attend the NHAR PPC meetings, it seems like this will work.

- If the recommendation about all members of the CIBOR PPC join NHAR PPC as suggested above, it is recommended that CIBOR PPC would not meet when the NHAR PPC is meeting – December to March.
- NHAR should create a subcommittee to deal with Commercial Issues.

**MOTION** was made that NHCIBOR Public Policy Committee select two liaisons to represent it on the NHAR Public Policy Committee. The **MOTION** was **SECONDED** and **APPROVED**.

7. New Business

J. Friedman raised the idea of a two year term for the President.

- R. Valentine brought up the issue of the number of administrative hours that CIBOR has as compared to other Boards. GSSBR administrative support is approximately 4.4 hours per month per member; CIBOR is spending approximately 2.5 hours per month per member. Question of whether CIBOR should increase its administrative support to better meet the needs of its members.
- There are a number of concerns about the future of NECPE (which is 100% owned by CIBOR). Maine MLS is in the process of switching to a new database which we are told has a robust commercial component. Concern that, if they continue in this direction, they would not have the incentive to stay with NECPE over the long haul. One of the more valuable components of Catylist is the history of sales comps – which will be outdated after a few years. Maine represents 151 out of NECPE's membership of 151.  
Catylist is coming out with a new "platform" in mid-2019 which will hopefully address such issues as Search Engine Optimization.

8. Adjournment at 10:16 am.

Respectfully submitted,

Larry Hirsch  
Secretary