

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

MINUTES

1. Call to Order

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

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

3. Secretary's Report – M. Bacon

A **MOTION** was made to accept the minutes for the January 2019 meeting was **SECONDED** and **APPROVED**.

4. President's Report – D. Martin

1) President's Update:

No NECPE meeting this month. Set up marketing committee within CPE. Getting quotes from third party vendors to help us on a monthly CPE plan for marketing and SEO/visibility. Scott Forte working on links showing up. Will come back with recommendations. Doug can get you notes on that if needed.

2)) NHAR Leadership Academy April 3-5 2019:

Choose 4 Candidates

Four proposed: Matt Bacon will go, Dave Gambaccini will look into the date. Doug will ask Matt Lefebvre and Chris Pascucci

5. Office Administration Report – A. Ropes

- Since the meeting in January, there have been 13 new applicants: 9 Realtors and 4 Affiliates.
- Still have 27 Realtors who have not satisfied NAR's mandatory Code of Ethics course for year Jan. 1, 2017 to Dec. 31, 2018. I will send out one last notice this week. If they don't take the course, their membership will be terminated until they satisfy the requirement.
- The PDS tomorrow, Come Back Communities: Come Back to Give Back has 36 signed up. It has 2 credits.

6. Committee Reports

a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley

Committee meets tonight. 12 people at first meeting. Meet n Greet, silent auction,

50/50, how to beef it up for this year. Thoughts a lot of different committees will be there and take a different role in that. Pricing at \$ 20 through May and after \$ 25.00. Talked about opening up to Chamber of Commerce, etc. CIBOR Cares will be the beneficiary, organizations already stepping up with sponsorships. August 8th is the planned date, and in the meantime the committee will nail down pricing, sponsorship levels, etc. Sponsors committed at 500 and 1000 and haven't even advertised yet. Will probably nail Brookstone tonight, it is right in the middle. Scott and his team expect we will fill room. Rather have small room with a lot more people in it. Will have 250 people in it.

b) (Education) – D. Arden

PDS for Comeback Communities on Feb 22nd. Working on filling up the rest of the calendar.

First quarterly is March 22nd. Tax Savings and impact of New Opportunity Zones.. At Falls Event Center in Manchester. Will be with Stu Arnett and Pat McDermott of ADG. Looking for sponsors for it.

PDS on May 24th - looking to do speakers talk to the tax law changes that affect individuals and businesses with Michelle Goldsmith and Christine M

2nd quarterly - working on this meeting. Proposing topic on appraisals, inspections. Tim Daniels, Capital Appraisers.

Overall, biggest challenge currently is finding sponsors.

Ralph will sponsor 1st quarter mtg.

c) (Finance) – B. Jean

1) **MOTION** was made to accept the month end financials for Dec. 2018 and Jan. 2019. **MOTION** was **SECONDED** and **APPROVED**.

Finished the year ahead by 5,500. Good news, compliments to staff and 2018 board on fine budgeting and limiting expenditures. Motion to accept 2018 year end and January 2019 financial reports by Robert, second by Matt.

APPROVED.

d) (Grievance) – S. Johnson

Nothing new to report.

e) (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**.

Quite few new REALTOR members joining as a secondary board. As it relates to the affiliates, a lot of them go to our marketing sessions. Many come for free, but they realize the value in coming. Robert Cruess and Jeff Boufford do a good job of following up with the visitors and asking them to join.

f) (Professional Standards) – J. Friedman

Talked with Andy Smith...the liaison. Residential group had big group last week. No pending cases, nothing is happening.

- g) (RPAC/IMF) –D. Garvey
Trying to get together with Scott and do something in August. May do a separate raffle for RPAC or something of the like.
- h) (Sponsorship) – D. Gambaccini
Some more efforts should be made to focus on brokerage houses for sponsorships. New affiliates are a good source to get to engaged as well.

Proposed that events committee introduce tiered sponsorship for events to break out levels, and to standardize them. Other factors to consider include door prizes, raffle prizes, room sponsor, bar sponsor, speaker sponsor, etc. If you have ideas, send them and he will bring up to committee without a problem.

- i) (Public Policy Committee/Government Affairs) – R. Valentine
New committee member, Dave Grappone, joined to replace a departing member. Two events we have (Feb. 22nd and March 22nd) are being facilitated by Arnett Development Group, Pat McDermott is now with this firm which has been very synergistic

Housing appeals sent to interim study. Senate has better bill.

HB 268: to redirect \$5 Million for three years to go to housing.

Ways and Means: Working on another effort by Bob Quinn and John Hamrick to push DRA (State tax authority) to follow federal exemptions regarding treatment of investments and gains in opportunity zone, reducing liability for state taxes, and to put them in line with IRS treatment. This would also even the playing field of NH vs other states that have done the same with capital gains treatment.

HB543: Wetland setback bill – statewide bill requiring this setback. With NH's environment, some estimates suggest this could remove up to 1/3 of currently undeveloped land from being developable. Robert: Making more difficult for housing and other development by onerously increasing setbacks. Towns and states are turning the screws. In some places, they've increased the connection fees to \$8-10,000 per unit.

SB152: to have planning board solicit third party inspector quotes, even with engineering review. Would allow developers to have more than one firm to pick for review and reduce cronyism. Downside/pushback from municipalities is result of discounts some municipalities receive from firms by being their exclusive.

SB49: Floor loading and fire code - related more to residential housing construction. Components critical to new construction getting occupancy permits are proposed to change immediately in advance of adoption of the rest of the code. This is considered an immediate need for safety of occupants and Fire Personnel going in. In 6-7 minutes floor integrity can be gone. Only a partial adoption of code. Affects residential and not commercial properties. We're opposed as a state association due to the way they want to require recording of new construction that isn't built to this code, downshifting the problem to the owner and REALTOR at time of next sale.

- j) NHCIBOR Cares – D. Martin

End of last year, fund had \$18,000 remaining, they pushed out about \$5,000 last year in

donations, mostly in \$500 increments. Those are easy, but when it's a \$1,500 or more ask, it takes a little more deliberation and justification, though they've done it. Starting out in January, we have about \$20,000 in account so keep us in mind if you have causes in need of funds. Committee meets 4x per year. \$1,000 was given to Angie's Angels, and even after giving that out, there is still substantial money to give out, and money to sponsor the event.

7. New Business

- a) Update on Town of Stratham Survey: Ralph reached out to David Moore to attend the marketing event, and it was suggested he could join. If he went to event he could get email, etc. We did what we needed to go. He was there a month ago. Starting to see a lot more towns getting involved
- b) NEREJ promotion for NECPE: Larry brought this up, as it may fall under the newly-formed marketing committee and/or whatever vendor we end up hiring. Larry will send it to John Jackman. Lisa Reehl is the marketing committee chair.
- c) Update on Commercial Designation: To date 3 courses in the can, 3 courses with instructors: Dan Scanlon, Chris Norwood, Robert Cruess. Proposed to give \$1,000 to each to start working on the courses. With 6,000 plus residential licensees in the state, that is our biggest audience for our courses. We should use NHAR to promote it. While they offer greater ability to administer the courses and can promote and monitor them, there were some concerns with CIBOR passing control. Gerry suggested that NHAR is the lead sponsor of the courses rather than CIBOR.

Article 11 and separation and need for REALTORS to be competent to do the deal is key. Thought of board: At minimum get with Gerry, and discuss future. We've envisioned having 12 or 13 courses, so before NHAR meeting, we should have 12 courses at minimum with paragraph of what it is. Gerry expects NHAR will kick in some money. It would be a designation. Discussion then centered around grandfathering in the system for established practitioners..

8. Adjournment at 10:00 am.

Respectfully submitted,

Matthew Bacon, Board Secretary