

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

3. Secretary's Report – M. Bacon

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

4. President's Report – D. Martin

1) President's Update:

All of the activity right now in CPE Marketing Task Force launch. Upcoming President's message will be focused on launching media campaign and SEO etc.

Currently the biggest thing is the sponsorship committee. Bob and Catie have done a great job. Catie stepping off the committee. Dave Gambaccini is the liaison. It isn't a hard job, but it is a lot of work gaining sponsors for all these events. Opened up the floor for discussion.

Scott Kingsley immediately reached out to volunteers to serve on the affiliates committee upon being asked to chair, and immediately averaged 14 people at meetings. The chair or the board President can likely get engagement. Bob or Doug will send out an email to recruit some committee members. We need one or two on sponsorships and one or two on Education.

CIBOR website will hopefully have a button to pay online for educational sponsorships soon.

5. Office Administration Report – A. Ropes

- Since the meeting in March, there have been 9 new applicants: 7 Realtors and 2 affiliates.
- The 1st Quarterly meeting was held March 22nd, Tax Savings New Opportunity Zones moderated by Stu Arnett with panelists Pat McDermott, Katy May, Beverly Donovan, Jeff Groshek, and John Sokul ticket receipts were \$ 2,195 less \$ 1,725.48 expenses with a

profit of \$ 469.52. There were originally 58 signed up with 3 walk ins and a total of 56 in attendance. There were 5 no shows. From the education surveys there were rave reviews.

- New Member Orientation was held March 25th in Portsmouth and had originally 27 signed up. There were 29 in attendance with 4 walk-ins comprised of 27 Realtors and 2 Affiliates.
- The Commercial Core course was held Friday April 12th at Berkshire Hathway in Londonderry. Income was at \$ 940 less expenses at \$ 500 for a profit of \$ 440.00. There were originally 32 signed up for the course, had one walk in and 31 in attendance. There was one no show.

6. Committee Reports

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

Allison and Scott are working together on getting the brochure put together for the event on August 8th. There are already great prizes in place for the silent auction, and \$3000-4000 already in place for sponsorships. There will be a call for help to make phone calls on this.

b) (Education) – D. Arden

Next meeting is a PDS on May 24th and still finalizing the rest of the paperwork. The topic is tax law changes and impact on individuals who own businesses. We will charge \$10 for members and \$20 for non-members, and it will be held at KW Portsmouth.

c) (Finance) – B. Jean (Absent)

- 1) **MOTION** to accept the month end financials March 2019. **TABLED** till next month.

d) (Grievance) – S. Johnson (Absent)

Nothing new to report.

e) (Membership) – R. Cruess – Absent (D. Martin for 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**.

f) (Professional Standards) – J. Friedman

Nothing new to report.

g) (RPAC/IMF) –D. Garvey

Nothing new to report but will have something for the Summer Mixer to fund raise.

h) (Sponsorship) – D. Gambaccini (Absent – his email report response is below.)

Three tiered levels of sponsorship have been confirmed for the Summer Mixer, Kingsley will likely explain in his report, the tiers are:

- Platinum: \$1,000
- Gold: \$500
- Silver: \$250

Additional advertisement space is also available and all the details regarding the sponsorship tiers are available on the Summer Mixer flyer.

Sponsorship and Education will be collaborating to provide Sponsorship for all/any courses CIBOR offers. As mentioned previously in this meeting, there will be a sponsor button put on events on the website to allow people a frictionless sponsorship opportunity when they see one that fits what they'd like to do.

i) (Public Policy Committee/Government Affairs) – R. Valentine

Ralph spoke with Bob Quinn, and there are a couple wetland bills with status updates, one of which was retained already. Another is trying to define a prime wetland, and though concerning doesn't look like it's going to make it. Housing Appeals bill: stay in senate as bill, will put funding on the bill. House is working on a bill to treat Capital Gains tax in NH consistently with Federal law and IRS treatment in their version. The tiny houses bill has been changed to a study commission. Ability for LLCs to receive commission looks like it will pass. Updates to building codes from 2009 to 2015 for fire safety and floor load issue bill has been modified to remove the part we were concerned with that would have required a filing that would carry with the property.

The Legislative Expo in DC is coming up in a few weeks. Ralph is going down Monday or Tuesday am until Friday. Matt Bacon is going as well. Dave Grappone is not sure yet if he's going due to ICSC. Ralph and Matt will return with report from the visits.

j) NHCIBOR Cares – D. Martin

Committee is continuing to work on summer mixer. Couple new requests coming in. Looking for good causes to get behind. CIBOR Cares will be giving out at least one legacy award at summer mixer. The committee is taking suggestions on nominations.

Definition: NH Legacy is to be awarded to a person for long term participation, success within the industry, and embodying the ideals of CIBOR, etc. past recipients include Louise Norwood, Art Slattery, Mike Reed, David Choate, Andy Smith, Allison Ropes. This is the 10 year celebration.

7. New Business

Update on CRE course curriculum – Committee met yesterday, titles and content is in place for almost all of them. Those developing the courses have also been selected, and work has begun on 3 already for this year, and expecting another 6 in 2020. We have offered \$1,000 to members to write course, and the plan is to apply for 2-3 credits for each. A task force under CIBOR Board to get designation put together will be proposed, and will likely work in conjunction with Education Committee.

The value proposition is to get the training and competence in commercial real estate, not the

credits. We will push the value proposition, and may charge \$50 per course or more. While we can't foresee making it mandatory, we will suggest strongly that people take it all through. Intro 101: Chris Norwood writing it, and this will be pushed real hard out of orientation upon joining CIBOR whether as primary or secondary board. NHREC has new standard for first two years of CE, certain specific courses have to be taken for 12 credits and a CORE class. At this moment, our curriculum has to be considered extra but the clear path we're charting is to promoting a distinct commercial license from the Commission.

8. Adjournment at 9:46 am.

Respectfully submitted,

Matthew Bacon, Board Secretary