

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

3. Secretary's Report – M. Bacon

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

4. President's Report – D. Martin

1) President's Update:

a.) NAR Mid-Year Meeting Update: R. Valentine

Ralph: It went well in general. NFIP – National Flood Insurance extended 4 months. Delegations pitched the 4 congressional groups on the infrastructure package of approximately \$2 Billion. Of the four, Pappas was only one we met with personally, a disappointing thing even though a couple of the staffers were pretty engaged and helpful.

We felt the commercial voice was severely lacking. It was worse this year than previous years, all statistics that the residential delegation prepared and read off was exclusive to the residential market. No one came to Ralph or Matt about commercial issues and sought input on what to bring up to our representatives regarding infrastructure and opportunity zones, which clearly should have been discussed by CIBOR. Health insurance was a major Public Policy topic, and Mary Truell discussed the Department of Labor rule that enabled states to have associations offer it and our proactive legislation to put it in place, but then Federal courts shot down the rule.

Qualified Opportunity Zones were a significant topic at the Commercial Federal Policy Committee, and Matt and Ralph went up to staff to address. At the OZ event at the White House, the Realtor reps make it clear that we need final rules on opportunity zones. WH and Congress have committed that they will put pressure on the departments to create and publish the rules. Someone asked if we can be more involved. NAR defines the role and scope of the committee, and it can't lobby. Matt has asked for appointment to the Commercial FPC, but it was probably too late for this year. Hopefully for next year. Matt noted specific instructions - unless someone is a registered lobbyist, conversations must be in context of a

constituent visit vs. lobbying.

Also trying to work with state legislature to have state treatment match that of Federal.

There is a chain of command for campaign contributions. Chicago has control at national level and we can only recommend, and at state level NHAR determines. NHAR is silent on transportation despite how critical it is to moving labor around, which is an issue we will bring up to NHAR. Ralph will talk to Quinn.

The housing appeals bill passed and it needs money to fund it, which is included in senate budget currently in conference.

There's a proposal for a 5% cap gains tax floating around the state legislature.

Pat McDermott reminded Sept. is first deadline for filing legislation, and we could file legislation. Final deadline is in Oct.

Municipal Managers Association is allowing us to make a presentation at their annual retreat. Pat McDermott and Ralph going up tonight and make a presentation tomorrow. CIBOR a resource for them to partner up with them. Between the Housing Appeals Board and this initiative, we're hoping to unite against CAVEs - citizens against virtually everything. As it stands, appealing parties can come up with any reason to pause a development.

Big take away from the midyear meetings was that CIBOR reps need to meet with NHAR a month or two before going down to DC. The continuity will be important with the DC trips as well. We'll try to collaborate with Dave Grappone and his son due to his position working for a Senator.

b.) DOUG: mentioned BBQ was well done given the weather, etc. Congrats to Jeff and Tom for ROTY and AOTY.

#### 5. Office Administration Report – A. Ropes

- Since the meeting in May, there have been 6 new applicants: 5 Realtors and 1 affiliate.
- The Summer BBQ was a success despite the weather. Raised \$ 845.00 for RPAC and \$344.00 for NHCIBOR Cares through the raffled items. ROTY was Tom Riley and AOTY Jeff Boufford.
- The New Member Orientation was held just before the BBQ at TFMoran's office. We had 14 Realtors and 2 affiliates attend the orientation.
- The CORE class originally scheduled for June 14<sup>th</sup> was cancelled due to lack of attendance – 5 people.
- 2<sup>nd</sup> qtr mtg will be held next week June 28<sup>th</sup> Friday at the Portsmouth Marriott. The Under Agreement Road Map Panel received 3 credits. Panelists are John Phelan, John

Turner, Erin Pike and Steven Berg. Currently we have only 10 signed up. I believe the count will go up over the weekend.

- Update on Mixer Numbers: There are 30 signed up for the event. I am sure that number will go way up over time. There are 15 paid sponsors and 4 pending.

## 6. Committee Reports

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

Summer Mixer - the flow is phenomenal. Tickets are usually all sold within the last two weeks before event. Good news is pricing is now up to \$25.00. Sponsors have been rolling in very well - 4 platinum with 1,000, 9 Gold. Ralph spoke up that he will do a sponsorship. Dave is heading up silent auction items – so we have a lot of growth in silent auction items - 3 very large baskets of wine from Martignetti, Town of Derry donated, Ralph's Sox tix behind home plate, Scott has access to sports memorabilia, etc. The advantage of the signed pictures is that we only pay wholesale and don't have to pay to bring them and put them on display and if we don't get minimum bid, we can return it. Suggested touching on all major Boston-area sports with one item.

Doug: Awesome to have all the stuff, but suggested that we do a few things throughout the night so it's not all at once. Or have a board and pull behind the scenes to make it drag on less.

### b) (Education) – D. Arden

We have had a few changes. We got Dylan Jones from Salem Five and assisting in sponsorship. Chris Ratte from Shaheen and Gordon and both came to the meeting. Moving Lisa Reehl from education to sponsorship. For classes Under Agreement Roadmap...got approval for 3 credits.

Committee is working on booking up the rest of this year. Trying to get Developers Panel put together for Sept. 27<sup>th</sup>. Hoping to have Dick Anagnost, Steve Duprey, Joe Faro and Eric Chinburg, with Suzanne from Devine Millimet moderating the panel.

Industrial PDS for October 25<sup>th</sup> location TBD. Intends to cover due diligence, reps, questions, and trying to get some speakers for that lined up now.

Public Policy event with Matt Johnson, etc. Nov. 22<sup>nd</sup>. Started working on 2020 calendar as well. Considering 1<sup>st</sup> quarterly meeting with Title issues, and trying to work on PDS for water issues.

### c) (Finance) – B. Jean

- 1) **MOTION** to accept the month end financials May 2019. The **MOTION** was **SECONDED** and **APPROVED**.

### d) (Grievance) – S. Johnson

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  
Will probably do a challenge for donations and will do it at summer event. Several honorees for RPAC donations.
- h) (Sponsorship) – D. Gambaccini  
Bob and Dylan Jones were trying to meet. Will be meeting next week. Dylan has a couple of ideas.
- i) (Public Policy Committee/Government Affairs) – R. Valentine  
See President's Report
- j) NHCIBOR Cares – D. Martin  
Donating 250 each to ROTY and AOTY to donate to their choice. Make A Wish donation recently made on request of Chris Pascucci. If you guys have people in need, please fill out an application. CIBOR Cares has money and wants to deploy it. There will be a small presentation at Summer Mixer with Legacy award winner. Lisa DeStefano will hand it out.
- k) (Commercial Designation) – R. Valentine:  
Have a meeting first week of July or move to 2<sup>nd</sup> week of July. Talked to Chris Norwood to see how he is getting along with 101, but he's still working on Forms, might have someone else take the reigns.

## 7. New Business

Ralph mentioned that at the legislative caucus there was discussion regarding the committee's selection process with CREXi, Brevitas, and Catylist. CREXi and Brevitas signed a contract with NAR at discounted service rates for members. Catylist can't discount services because they have relationship with many REALTOR organizations that they already provide discounts to. Contracts only for a year, and the committee believes that a winner will emerge by popular use. Our delegation felt the duties were shirked because the committee was charged with making list of potential services, then picking one to standardize, but instead they made no decision and pushed it back to the membership just having negotiated some contracts. It was a 3 way tie they claimed, with one of the 3 having walked away from the table, which Catylist claims is not accurate. The room was not happy with the committee, and it led to a lot of talk during the committee, and some grumbings. We will continue to use Catylist, obviously, and hope that NAR endorses one to provide some more continuity.

## 8. Adjournment at 9:55 am.

Respectfully submitted,

Matthew Bacon, Board Secretary