

**NH CIBOR
Board of Directors
July 18, 2019**

Bedford, NH

9:00 am – 10:00 am

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 (A)	Valentine, Ralph (P)
Bacon, Matt (P)	Gambaccini, Dave (P)	Kingsley, Scott (P)	
Callaghan, Tenley (A)	Garvey, Dave (P)	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** made to accept the minutes for the June 2019 meeting was
SECONDED and **APPROVED**.

4. President's Report – D. Martin

a. President's Update:

1. There is no meeting in August for summer recess.
2. NECPE Marketing Committee Work: The committee is asking people to follow the NECPE on social media. It will increase NECPE's SEO. Like and share articles on all four platforms: Facebook, Linked In, Twitter, and Instagram. The committee has hired Danielle LeHoux to find articles, etc. The committee will also provide content and accept submissions from CIBOR blasts. Submissions can be sent to Doug. Press releases and market related news are both welcomed. Best Practices Sheet for marketing and SEO will go out again.
3. We reached out to general manager of Badger Real Estate: Dick Badger died 90 years old. We thought as CIBOR Cares board we would make donations.
4. NHCIBOR Cares report: See Committee Reports.

a. Office Administration Report – A. Ropes

- Since the meeting in June, there have been 6 new applicants: 3 Realtors and 3 affiliates.
- The 2nd qtr mtg was held Friday June 28th at the Portsmouth Marriott. The Under Agreement Road Map Panel for 3 credits. Panelists are John Phelan, John Turner, Erin Pike and Steven Berg. Receipts were at \$1,155 less expenses of \$1,123.84 for a profit of \$31.16. SecondWind Water, Marie Degulis was a sponsor at \$ 250.00 so that helped.

We originally had signed up 25 with 4 walk ins. We had 23 in attendance with 6 no shows.

6. Committee Reports

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

Scott will hand out the brochures at Seacoast meeting, as he has at Bedford meeting. Sponsors are growing and getting a bang for the buck. Reviewed sponsors. Dave will help out with CIBOR cares, and there will be a corn hole event. Substantial number of silent auction items, and another 4 or 5 folks bringing or coordinating picking up. Sports memorabilia, golf and dinner, Red Sox tix, afternoon on Lake Winnepesaukee, and many more. The wine and beer tasting is set up. Scott is going to Brookstone today for a run through. Chris P. running the door prizes. The award for the most work on this goes to Stepfani Croteau. Working diligently on the program and specific timing of elements of the event.

b) (Education) – D. Arden

We are working on the 3rd quarterly scheduled for Sept. 27th. Dick Anagnost, Steve Duprey are currently planned, and trying to get Kim Reagan as well. Still looking for a moderator, hoping for Suzanne Brunelle. Eric Chinburg is out of the country. Dylan Jones from Salem Five may be a sponsor or on the panel.

c) (Finance) – B. Jean –Absent (D. Martin for B. Jean)

- 1) **MOTION** to accept the month end financials for March and April 2019.
MOTION was **SECONDED** and **APPROVED**.

d) (Grievance) – S. Johnson - Absent

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**.

f) (Professional Standards) – J. Friedman

Nothing new to report.

g) (RPAC/IMF) – D. Garvey

Corn Hole Challenge will be going on during the Summer Mixer, and they will make a form to raise money for RPAC, and will put info in the program. Looking to do an email challenge, and Dave will write up where the money is going.

h) (Sponsorship) – D. Gambaccini

Currently, the majority of efforts are going toward the summer mixer. Dylan Jones connecting with Bob and stepped up to sponsor 3rd qtr. Meeting.

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

PPC didn't meet in July but will meet before Sept. An upcoming objective will be to

meet with Bob Quinn and get a better way to track bills. Bob Quinn keeps a running spreadsheet on this and hopefully we can use that to keep track of the current statuses without duplicating efforts. Dave Garvey is working with Ben Baroody to put a bill together to change way residents can appeal decisions from planning boards. Will bring back to PPC and board and see if we can support it. Current policy allows appeals to be filed for \$250, which is a very low barrier to create many times that cost for developers. The proposal is to change it to \$2500, and the other sides' legal fees if appeal is lost. Another idea is fees and a bond on dollar amount of project value. They also want to specifically define the standing of direct abutters to avoid non-abutters and less tangibly interested parties. Next PPC meeting will cover this topic and can vote electronically. Next planned PPC meeting is August 8th.

j) NHCIBOR Cares – D. Martin

CIBOR Cares makes a donation in the name of both ROTY and AOTY: Tom Riley sent \$250 to Alzheimer's Association. Jeff Boufford has not yet identified his charity.

h) (Commercial Designation) – R. Valentine

Committee met yesterday, had a good meeting. Current plans call for 12 courses and have some without someone to develop course and teach it. A proposal is Marketing Commercial Real Estate, and we will pay \$1,000. Most course developers are Realtors or Affiliates. Schedule proposed for courses beginning in 2020, and each course is always going to be presented or offered by education committee. Deana will have a calendar plan next week.

Larry looked into Top Dogs as a source of education, and then it died. 15 hour program. Owner of the content wants to sell the package to us for \$500. Members would go to him for the workbook and any further training. It could be a member benefit for \$195.00. It won't get CE credit as of now, but would strictly be for the value of what is learned. Larry will look into getting CE authorized and come back with a quote. This is separate from designation.

7. New Business

Just came up yesterday. Chris Norwood called and talked about the searchability of directory online. Getting some questions.

8. Adjournment at 9:47 am.

Respectfully submitted,

Matt Bacon, Secretary