

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 (P)	Kingsley, Scott (Ph)	
Callaghan, Tenley (A)	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** made to accept the minutes for the Sept. 2019 meeting was **SECONDED** and **APPROVED**.

4. President's Report – D. Martin

a. President's Update:

1. Governance Update:

Mtg scheduled next Thursday for lunch mtg. There is a committee.

2. Update on NECPE Marketing Committee Work:

Everything is going great, search hit and rankings are up. Unfortunately we're still not getting participation from membership. We have 611 members, so we should have at least 400 followers of the page. The committee would like to expand Danielle's role and is working through that right now. The info we are getting out there is translating into better search results, but we need to source more original content.

3. Top Dog Contact Update (L. Hirsch)

Larry Hirsch and Dave Garvey continue to work through the process and strategy, but ultimately this seems best to consider as a benefit to our membership, and to help promote the professionalism in the industry. It won't be for credits like our internal classes that we seek to lead to the designation, but will be a value-add resource for those that wish to participate. Members that purchase the workbook for \$195 will have access to the entire program, which is normally a substantial cost, but it will be a one-time site license agreement.

4. MOTION that the alternate director and/or primary director be appointed by CIBOR BOD to have NEREN voting shareholder voter rights. The board as a whole is confident David is a watch dog, and we should have the President Elect be the other rep. Appoint these two individuals as director and alternate director to shareholder voting rights, provided it's in accordance with CIBOR bylaws. **SECONDED** and **APPROVED**.

a. Office Administration Report – A. Ropes

- Since the meeting in September, there have been 3 new applicants: 1 Realtor and 2 affiliates.
- The 3rd Quarter meeting was held Sept. 27th. : Development and Re-Development in NH. Panelists: Dick Anagnost, Steve Duprey, Andre Garron and Suzanne Brunelle is the moderator. We had 63 in attendance, with 8 no shows and 8 walk ins. Income at \$ 2,285 less expenses at \$ 1,971 for a profit of \$ 314.00.
- We will be having a CORE course on Nov. 8th at KW office in Portsmouth. Dave will be teaching the course. I am sending out blasts on that. So far have 5 signed up and I expect that number to go up.
- I will be sending out electronic bills for dues renewals at end of October and also sending out hard copy invoices first/second week of November.
- We will be working on the holiday party which is scheduled for Thursday Dec. 12th at the Manchester Country Club. Going to start asking for sponsorships from past sponsors of the holiday party.

5. Committee Reports

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

No report

b) (Education) – D. Arden

Next class is a PDS on Nov. 22nd- Public policy update with Matt Johnson in Londonderry. The committee meets next week to go over the 2020 calendar.

c) (Finance) – B. Jean

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

- 2) Review NHCIBOR 2020 Budget and Vote:

Discussion around budget was that we have added \$10,000 to support the commercial designation initiative, which is not offset by income and is purely a member benefit. Otherwise, expense growth is around 2%, less than a relative CPI increase. We've kept an advocacy initiative, and have proposed an increase in member dues from \$150 to \$160 annually.

A **MOTION** was made to approve NHCIBOR's 2020 Budget. **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
Nothing new to report.
 - h) (Sponsorship) – D. Gambaccini
Reaching out to Dylan and Bob to coordinate for December event.
 - i) (Public Policy Committee/Government Affairs) – R. Valentine Absent
Chris Norwood will take over role of chair of NHAR PPC in January. PFAS/PFOS new guidelines taking effect mid December, and the effect is pretty broad. Level was 70 now down to 11. Meanwhile threshold levels for Arsenic are going down to 4. This will affect all public and share water supplies, whether commercial, residential, or municipal. Both installation and maintenance costs can be prohibitive. As a Realtor issue, the big focus is mandatory point of sale testing of wells. There are many concerns with this as it can reach into private property rights. HB355 deals with reciprocity of licensing and led to a very long discussion at the state committee level, and the state can't find the reciprocity copies of the agreement. Some parties were concerned with large companies creating a brute force influx of reciprocal recognition but without proper training that could threaten the industry and our local laws. There is a lot of contention over new DES rules: alternative offsite analysis: theoretically if you can locate the development on another property nearby with less impact to wetlands, it could be required, even if not owned, controlled, or offered by any party to the proposed project. NHAR will testify against this rule. Ralph will continue on as Chair of NHCIBOR PPC next year, appointed by the President.
 - j) NHCIBOR Cares – D. Martin
Continued success in raising and distributing funds is checked only by the ability to bring in new requests from organizations for support. The committee always welcomes more nominations, and is changing focus for the holiday party from raising funds to bringing toys for those in need.
 - k) (Commercial Designation) – R. Valentine
Progress toward the designation as a whole is moving forward with 13 initial courses, and the intent is to establish a minimum set of standards that support the different skills and knowledge required to fulfill the ethical requirements of the profession. Discussion highlighted the need to be clear regarding Top Dogs vs. the CIBOR courses, and the difference of introductory member benefits vs. the standards for professionalism and client representation.
6. New Business
None raised.
 7. Adjournment at 10:00 am.

Respectfully submitted,

Matt Bacon, Secretary