

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

MINUTES

1. Call to Order

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

| | | | |
|------------------------|----------------------|--------------------------|----------------------|
| Arden, Deana (Ph) | Friedman, Joe (P) | Johnson, Star (P) | Valentine, Ralph (P) |
| Bacon, Matt (P) | Gambaccini, Dave (P) | Kingsley, Scott (Ph) | |
| Callaghan, Tenley (Ph) | 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 October 2019 meeting was **SECONDED** and **APPROVED**.

4. President's Report – D. Martin

a. President's Update:

1. Update on NECPE Marketing Committee Work:

We're still not getting sufficient content from the membership, and only a small percentage has even followed our pages. We'll look at sourcing content from NECPE and expanding Danielle's role a bit. It is helping SEO. Catylist is routinely popping up on first page.

2. Update on NAR Annual Meeting:

Involvement in commercial side has not been strong there. Several locals participate, especially in things regarding CCIM. Some interesting topics were covered, including when to work a deal and when to refer a deal.

Tom Riley is still engaged with national group. He was able to introduce us to Yun, who gave a great presentation. He was one of two economists who spoke and gave two completely different reports: Yun was more optimistic, and the other speaker was Ken Entemen, with a gloomy outlook. Most beneficial meeting was with Catylist reps, and they're now saying our update will roll out sometime next year, including different mapping and drive times. This is at least a year late already though. Web domain is now commercialsearch.com, no longer catylist.com.

JLL Spark was there and funneling millions into tech centric related to real estate world. Incoming Pres. of NAR came in and introduced himself to the commercial group. His overall message trying to put more effort and focus into commercial world.

a. Office Administration Report – A. Ropes

- Since the meeting in October, there have been 9 new applicants: 4 Realtors and 5 Affiliates.
- The CORE course was held on Nov. 8th at KW office in Portsmouth. We had originally 26 signed up, 25 were in attendance, 4 walk ins and 4 no shows. Collected \$ 1,000 less expenses at \$ 500 for a profit of \$ 500.
- The PDS is tomorrow at Berkshire Hathaway Verani. 1 credit course, “Update on Federal and State Laws Impacting Real Estate” taught by Bob Quinn. So far 21 have signed up.
- All the hard copy invoices for membership renewal have been mailed out and electronic copies went out as well. Renewal payments are coming in.
- The holiday party is Dec. 12th, Thursday at the Manchester Country Club. So far have 8 sponsors. We have managed to keep the ticket cost at \$ 55.00 which includes a buffet dinner and some appetizers. And \$ 10 for every ticket sale will go to Tower of Toys. The only way were able to swing that is by having the sponsors subsidize the meal cost.
- I have put the Top Dogs program in the member Toolbox on the website. Now I have to blast out the message.

5. Committee Reports

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

The committee met on Oct 24th to recap event and what went right, and where it can be improved. Results: streamline door prizes, no programs, simple agenda, improved wine and beer, better food. People had positive feedback on the venue and the layout. The event was a success for CIBOR Cares, which got a lot of publicity out of it. More to come....

b) (Education) – D. Arden

Not too much to report. PDS tomorrow, though Matt Johnson can't make it. Some great classes coming up. Committee is working on PDS for Feb. 28th with Second Wind Water – titled “where does water touch our world.” 1st Qtr meeting plan: Title Issues

c) (Finance) – B. Jean

- 1) **MOTION** to accept the month end financials for October 2019. **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
Of CIBOR's 259 primary members, we have 70 contributing, for a total of \$2800.
- h) (Sponsorship) – D. Gambaccini
All of last year's holiday party sponsors have stepped up again this year. Special mention to Stepfani Croteau.
- i) (Public Policy Committee/Government Affairs) – R. Valentine
Dec. 6th NHAR holds the annual PPC retreat. Agenda includes DES regulations, update on short-term rentals lawsuit decision involving city of Portsmouth. Also will feature UNH Professor debunking the myth that more kids in school leads to higher property taxes. Government report came out on Workforce Housing, reinforcing what we know in the business as the NIMBY issue. Housing proponents and some Realtor constituents are proposing 2 bills for next year: 1 to enhance local control which includes beefing up in appeals, and another to provide for fee shifting and posting of bonds in appeals by both sides. This would raise the barrier against frivolous suits. Talk is continuing about expanding TIF districts, expanding 79E, and creating business profits incentive for workforce housing units. Will Arvelo and Mark Laliberte were involved in the process, but we were disappointed that a group like this didn't include CIBOR and weren't asked about it. Will reminded us that there were public meetings, even though we didn't have a seat on the committee.

CIBOR should consider doing a press release commenting on 6 page report for our pages.

Marie DeGulis is joining in December's CIBOR PPC meeting on December 12 to talk about disclosure, etc. Now 5 contaminants being included, up from 2.

- j) NHCIBOR Cares – D. Martin
Tower of Toys will be the focus of the Holiday Party/Annual Meeting. CIBOR Cares has a great pile of cash to work with and looking for needs in the community. Marie Bodi and Bill are doing great job out on Seacoast. Deana had our name put on an event she was working on. Laura and Doug were in a NeighborWorks press release, and CIBOR Cares has a system for outgoing president to give \$500 to a charity of choice. Doug is sharing his in 2 ways - \$250 to Make A Wish in Manchester and \$250 Tower of Toys.
 - k) (Commercial Designation) – R. Valentine
Status: Got all courses set, most instructors set, syllabi done, courses in process of being developed. There is now a tentative schedule, which Deana has.
6. New Business
Dave Gambaccini mentioned that on Dec. 3rd the NH Realtors are having the annual installation of 2020 president Mark Drapeau and part of that the executive committee will include Chris Norwood as PPC chairperson.
- NECPE business will include renewal for contract with Catylist, as that's coming up. The new contract will take place in July, which CIBOR Board should be aware of.
7. Adjournment at 10:00 am.

Respectfully submitted,

Matt Bacon, Secretary