

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

MINUTES

1. Call to Order

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

Arden, Deana (P)	Gambaccini, Dave (P)	Martin, Doug (P)
Bacon, Matt (P)	Garvey, Dave (P)	Overdeput, Hugo (A)
Boufford, Jeff (P)	Hirsch, Larry(P)	Stallkamp, Christian (P)
Callaghan, Tenley(P)	Jean, Bill (P)	
Forte, Scott (A)	Johnson, Star (P)	
Friedman, Joe (P)	Kingsley, Scott (P)	

3. Secretary's Report – M. Bacon

A **MOTION** made to accept the minutes for the May 2020 meeting was **SECONDED** and **APPROVED**.

4. President's Report – C. Stallkamp

a. President's Update:

Discussed impact of COVID and affects on finances, membership counts, affiliates, and related considerations. Budget is usually prepared in September with first draft presented to board in October. This will likely involve some impact due to attrition in the industry, though often new memberships arise in a recession as well. Leadership will monitor this closely. Jeff will analyze impact of travel budget not being spent, as well as the reduction in quarterly revenue from not having first quarter meeting, and will report to board what the new projections look like.

MOTION made to have Jeff and Scott assess the applicability of the PPP, EIDL, and Main Street loans to the needs of NHCIBOR was **SECONDED** and **APPROVED**.

5. Office Administration Report – A. Ropes

- Since the meeting in May there have been 3 new applicants all Affiliates.
- The Statewide Marketing meeting will be held Zoom online next Wed., May 27th. We gave it a test drive a few days ago. Chris Norwood will be helping to manage the meeting for Louise.
- On Friday May 29th Paul Alfano's Tax Abatements in NH was held Zoom online. It was a 2 credit course. Originally we had 26 signed up for the course and 19 attended. I monitored the class and emailed the affidavits.

- Next Tuesday, June 23rd 9-12 is Frasca and Frasca's Keep Your Closing on Track Class via live Zoom. We had a practice run this past week and will have another one on Monday. So far we have 11 signed up. I hope that we get more over the weekend.
- The Seacoast Marketing meeting is tomorrow and will be held via Zoom. Looks like 38 have registered so far.
- The Statewide Meeting will be via Zoom again on June 24th and 22 have registered so far.
- A blast was sent out at the beginning of June asking if Affiliates would be interested in hosting a zoom mtg/webinar providing updates to membership in the changes in their specific industry Post Covid. I received 4 interested parties.

6. Committee Reports

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
Uncertainty due to COVID, etc, has everything on hold and we're monitoring the situation.

- b) (Education) – D. Arden
Next Tuesday class, Frasca and Frasca will be having a Zoom meeting, "Keep your closing on Track." Third quarter meeting will be on energy, planning is well underway for that meeting.

- c) (Finance) – J. Boufford

- 1) **MOTION** to accept the month end financials for May 2020. **MOTION** was **SECONDED** and **APPROVED**.

- d) (Grievance) – S. Johnson
Nothing to report.

- e) (Membership) – B. Jean

- 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) – L. Hirsch
Nothing to report.

- g) (RPAC/IMF) – Joe Friedman
Nothing to report.

- h) (Sponsorship) – D. Gambaccini
Nothing to report.

- i) (Public Policy Committee/Government Affairs) – D. Garvey
No update available yet following recent meetings of the House and Senate, one

forthcoming.

j) NHCIBOR Cares – D. Martin

Upcoming meeting, haven't distributed funds since last meeting.

k) (Commercial Designation) – D. Garvey

Nothing new to report.

6. New Business

7. Adjournment at 9:42 am.

Respectfully submitted,

Matthew Bacon, Secretary