

**MINUTES**

1. Call to Order at 9 AM

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

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

Guest attendees: Ralph Valentine and Chris Norwood

3. Secretary's Report – S. Johnson

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

4. President's Report – C. Stallkamp

a. President's Update:

- i. Joe read a note from Art Slattery of congratulations and appreciating NHCIBOR's work in the industry. Art commented that we were way ahead of Maryland's version of CIBOR.*
- ii. We are in the process of renewing the office lease with Finlay. We are trying to lock in a 3-year rate for 2024. Doug Martin is working on this, and felt we were in good shape pending agreement on the 2024 rent.*
- iii. NEREN's Commercial Platform: There was a group call with Joe Robinson, Chris Norwood and David Choate. NEREN is looking into a new third party vendor...possibly Remine. NEREN is looking for our feedback on that and their platform. Sara Fogg of NEREN will send follow up to the group after the feedback. There was some discussion wisdom of cooperation with NEREN as their commercial platform is competition for NECPE.*
- iv. Joe reported that NHAR is asking for our representation on their committees. Chris Norwood and Christian spoke further on the issue. Chris is on NHAR BODs and is a committee Chair for PPC. NHAR is looking for commercial representation and liaison on committees, in particular, for the Communications and the Education Committee. Chris felt it would be advantageous for us to have better representation and coordination with NHAR committees. NHAR also has a legal committee*

*and we need representation on that board. Chris was also chair of NHCIBOR's Forms Committee, which makes tweeks to their forms every year, whereas we do it only every 5 years. CIBOR should also be looking at revisions every year for Forms, and NHAR coordination would be helpful, Chris felt. Tenley Callaghan said she would be a liaison on NHAR's Forms Committee.*

- v. *Bill Jean also recommended we also have representation on NHAR's education committee, and that coordination with NHAR regarding the Commercial Designation would be good.*
- vi. *NHAR is also looking for engineering representation on PPC. Dylan Cruess is on the committee, but he is so busy with business. George Fredette may be a good candidate. Ralph Valentine will follow up with him.*
- vii. *Christian brought up the ad that NHAR has run for Commercial Realtors, which Doug had mentioned earlier. The story is they worked on the ad with WEDU, then COVID hit. There was a break down in communication...they ran the ad, but we did not know that until Doug Martin heard from a friend in the business and saw the ad. Another ad will be run., NHAR is looking for help on the committee. Chris Stallkamp and Doug Martin will split the role (NHAR Communications Committee?).*

b. *Moody Analytical's purchase of Catylist*

- i. *Moody Analytical purchased Catylist. Ralph has had conversations with Nancy Allen, Catylist. Catylist has not rolled out the new platform to any of the 80 or 90 boards yet. It was a bigger lift than expected. They are aggregating the data. Moody will give them the horsepower to do so. The reason they purchased Catylist is that they want to go deeper into CRE nationally to compete with Costar. Moody's is a game changer. The staff has increased by a 1/3 of its size already.*
- ii. *Ralph had a question for Catylist and Moody's access to CPE data. NECPE still owns the data. Nancy made a comment that if Moody's is going to enter into a market where existing agreement is, there will be conversations between groups before anything happened.*
- iii. *Jeff Bouffard mentioned that he felt it would be a good idea to have announcements regarding monthly marketing meetings announced to NHAR also*

c. *Committee Liaisons Review: Current Liaisons remain or change? See Notes Below:*

5. *Office Administration Report – A. Ropes*

- *Since the meeting in December there have been 6 new applicants: 5 Realtors and 1 Affiliate.*
- *The Statewide Marketing meeting next week has 24 signed up so far.*

- The Seacoast Marketing meeting was held last Friday and had about 20-22 in attendance.
- This is a busy time of year for renewing memberships. Payments are coming in both online and by check. I sent out final notices to affiliates and realtors yesterday. They need to pay by end of the month.
- I am working with the Education Committee getting the quarterlies and PDS together and paperwork to the RE Commission. Once the speakers, have committed, the events will go on the website.

## 6. Committee Reports

a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley-Absent-- *Assuming Scott will stay on the committee.*

b) (Education) – D. Arden:

1. *We have met 2x this year. The 2021 calendar is on its way. There is a PDS in Feb: State of the State – will be a panel discussion with Joe Friedman moderating it—panelists are still needed. The 1<sup>st</sup> quarterly will be regarding office space in the age of Covid and what adaptations/changes may occur. The PDS in May will be a course on Marketing for Realtors: leveraging your business online. There may be a quarterly on Industrial. Deana didn't go through the whole calendar.*

2. *Bill Jean commented that one of the biggest challenges for Education was just getting information regarding prospective courses to Allison to be presented for RE Commission consideration.*

c) (Finance) – J. Boufford:

1) **Motion to accept the month end financials for December 2020. TABLED** till next month—*issues with bank reporting*

d) (Grievance) – S. Johnson: Nothing new 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**. *APPROVED and will stay on as liaison*

f) (Professional Standards) – L. Hirsch – Absent-- *Absent...Believe he will stay on as liaison*

g) (RPAC/IMF) – J. Friedman: Nothing new to report-- *Gerry O'Connor is on the committee. Scott Forte is interested in being liaison.*

h) (Sponsorship) – **Need Liaison – formerly Dave Gambaccini**: *Joe Robinson is interested in being liaison. He will talk offline with Joe Friedman. Jeff Boufford and Matt Bacon also*

*interested.*

i) (Public Policy Committee/Government Affairs) – D. Garvey:

1. *Dave Garvey will stay on as liaison.*
2. *Ralph Valentine gave an update: Senate bills looking at: Landlord/Tenant/SubSurface/PFAS . There is a strong push for zoning changes to density to allow for more housing. HB586 gained traction last year. Housing Appeals Board is operating, no website yet though. HB 154 – add housing opportunity zone to low income and extend tax relief from 5 to 10 years. HB574-change of use Small retail????HB616 – Ben Baroody...couldn't hear the rest.*
3. *NHCIBOR 's next PPC meeting will be 2<sup>nd</sup> Thursday in February.*
4. *Matt Bacon volunteered to be a committee member.*

j) NHCIBOR Cares – D. Martin: *nothing new to report. Doug will stay on as chairman.*

j) (Commercial Designation) – D. Garvey: *Nothing new to report*

*Allison will contact the committee chairs and be sure they are staying on and will get updates on committee members.*

6. New Business: No new business

7. Adjournment at 10:05 am.

Respectfully submitted,

Star Johnson, Secretary