

IN PERSON LOCATION: Boufford Insurance, 167 South River Rd., Unit 10, Bedford, NH 03110

MEETING MINUTES

1. Call to Order
2. Roll Call: (Need 8 for quorum)

Ethan Ash (P)	Garvey, Dave (P)	Martin, Doug (P)
Bacon, Matt (P)	Hirsch, Larry (P)	Robinson, Joe (P)
Boufford, Jeff (P)	Jean, Bill (A)	Stallkamp, Christian (A)
Callaghan, Tenley (P)	Johnson, Star (P)	
Forte, Scott (P)	Kingsley, Scott (A)	
Friedman, Joe (A)	Matt Lefebvre (P)	
3. Secretary's Report – S. Johnson
 - a. **MOTION** was made to **APPROVE** the April 2022 minutes. **MOTION** was **SECONDED** and **APPROVED**.
4. President's Report – S. Forte
 - a. President's Update:
 1. Adam Lord/Dave Penschansky-Review End of Year Financials – approx. 9:40 am review CIBOR / 10:00 am review CPE
 - Adam Lord reviewed the financials' "Review Report" over Zoom. There were no questions of him. He offered that they can help integrate the accounting info into a Strategic Plan, if we'd like, and, to let them know.
 2. Scott called on Matt Bacon to report on the NAR mid-year meetings:
 - Matt B. went to DC for the Mid year meetings along with Ralph Valentine. He and Ralph split up going to different meetings. Realtors have been successful I fighting taxation measures related to "Build Back Better". Matt pointed out several "take-aways" from the meetings:
 - There was a lot of talk about RPAC with a focus on education, related to residential agents practicing commercial real estate, in conflict with Article 11 of the Realtor Code of Ethics, regarding practicing in areas/fields where the Realtor does not have experience or knowledge, particularly in more rural areas where Realtors are predominantly residential. NAR feels education is key to alleviating this issue and is focusing on education on the national level.

- There are alternatives to Catalyst available for commercial brokers using MLS and other websites, including Catalyst, that might be good alternatives for us, and which they will discuss further with the Marketing Task Force.
- Joe asked if Catalyst was working with RPR, which is another very useful tool. Matt replied they are not, and reported that RPR is trying to improve/enhance the quality of their data, assisting local Realtor Boards, and it is a tool that could help unify local boards. We are working with RPR to increase functionality of that data. RPR is focusing on commercial data, layering into it.
- Ralph's Mid Year Legislative Meetings Report, May 2022 is attached providing a more detailed account of the meetings.
- Scott then reported on the conversation yesterday with Catalyst that it was encouraging, they seem to be open to our keeping our own data, and they not being able to sell it to others.

5. Office Administration Report – A. Ropes

- Since the meeting in April there have been 8 new applicants, 6 Realtors and 2 affiliates.
- The Seacoast Marketing meeting is tomorrow. Both online and in person. 3 people have signed up online.
- The Statewide marketing meeting is next Wed. Live In Person only.
- I received applications for ROTY and AOTY. I have organized them and sent them on to the committee to decide the winners. They will be awarded at the BBQ which is scheduled at TFMoran on June 9th.
- I am continuing to work on the golf event.
- I am working with Tad Dziamian on the 2nd quarter meeting Energy Seminar. I hope to get the paperwork into the RE Commission next week. It is a new course so it will need to be accredited as so. It will be offered both in person and zoom live. In person at Insurcomm's office in Portsmouth on June 24th, Friday 9-12:00 noon.
- I am working on the BBQ with TFMoran.
- I am starting to work on the Summer Mixer getting it up on website, etc.
- Sold the first NHCIBOR website webtile on the home page to Alpha Inspections. They are \$ 600 for a year. The webtile links to the company's website. Boufford Insurance is interested in a webtile too and I sent an invoice for that.
- The New Member Orientation was held Friday April 29th, 9-11 at Insurcomm in Portsmouth. We had 28 online and only 4 in-person.

- Just want to make note too that it was a record month for new members in NHCIBOR and also NECPE. NHCIBOR had 22 members in a month. NECPE had 31 new members in two months.
- FYI, I am also working on renewal invoicing for NECPE in the next couple weeks.

6. Committee Reports:

a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley--Absent, no report

- Doug Martin mentioned that Laura Nesmith, a CIBOR Cares representative, is working on the auction items for Mixer.

b) (Sponsorship) – J. Robinson:

- Joe reported they are “chugging along” with the golf event, only 9 foursomes left. Close to selling out. Thank you to Jeff’s wife, Kristen, and Allison for their efforts. Time has run out on the sponsorship side, taking no more
- Scott F. asked about the PDF summary of overall sponsorship opportunities, which Joe has been working on—Joe is still working on it, will work with Allison to get it done and out to the group....Allison has put a draft together.

c) (Education)—Larry Hirsch: not present, the discussion segued into the Designation Committee Report

d) (Commercial Designation) – J. Friedman

- Joe F. said that there is a tentative schedule for the classes and they will count as continuing education credit. Allison is helping coordinate. The Education Committee is having trouble getting instructors for classes because we have a small pool to pull from. He reiterated the issue discussed earlier regarding residential agents/brokers doing commercial work they are not qualified to do, and how this is in violation with Article 11 of the Code.
 - Jeff pointed out that beginners need to start somewhere, and we can’t exclude them or discriminate against them, as a commentary on how important education was.
 - Matt Bacon explained the process that we can’t make it a requirement for members to take the designation program. It would be discriminatory. We can however highly recommend it.
 - Allison pointed out that NAR policy is we cannot exclude inexperienced people from joining CIBOR, but need to strongly encourage them to get educated, and how important a designation would be; we need to be welcoming and encouraging.
- Tenley and Suzanne are working on a class for the fall.
- Larry mentioned regarding coordination with the Designation Committee, that it was still a work in progress.
- Scott F. asked if more people were needed on the Educ. Committee, Allison responded emphatically, yes. It was asked if affiliates could be of more help? Scott F. mentioned all committees need more members, and, that moving in the direction

of combining the Education and Designation Committees seemed like the best direction to go.

- Dave G. commented that more conversation was needed to figure out how and if it would work.
- Allison was asked to set up a Zoom call between the 2 committees to discuss.

e) (Finance) – J. Boufford:

1) Review financials for April 2022: Jeff reported the balance sheet looked good, on budget, expenses in check. The report will be put on file for any future review.

f) (Grievance) – S. Johnson--Nothing new to report.

g) (Professional Standards) – L. Hirsch—Nothing new to report

h) (Membership) – Bill Jean: Bill Jean not present. Scott F. gave report:

1) MOTION to approve new provisional member applications (20 Realtor, and 2 Affiliate applications) subject to names being published as per CIBOR bylaws—APPROVED

i) (RPAC/IMF) – Ethan Ash:

- Ethan met with Bob Quinn and Gerry O’Connell to get an update. They are working on a potential fund raiser event for RPAC. We have reached over ½ RPAC goal now.

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

- Dave reported: The Executive Board at NHAR put \$ 15,000 to file amicus brief over Air BNB’s issue. Housing Appeals board survived 3-4 bills. HP586 did not pass. SB 257, Federal Stormwater talked about forming a committee to study the issue. SB400 pushed through. With over 8,000 Realtors in NH, we need to focus more on getting involved with and represented on local boards.
 - Joe F. commented that on the Federal level, NAR has robust research team, grants available, Fed funds to help with local zoning – public action.
 - Also, that NHAR Public Policy prefers in-person meetings.
 - NH DOT coming to PPC meeting on June 16th. PPC would like to sponsor the municipal managers meeting for \$ 500.00. A Motion was made to Approve \$ 500 for PPC to sponsor dinner at Municipal Managers Association in June of 2022. Motion was Seconded and Approved.

k) (NHCIBOR Cares) – D. Martin:

- Doug reported they continue to have plenty of money available to give away; are looking forward to funds generated by the Mixer. The scholarship committee is working on plans. If you have a favorite cause, there are applications online, or send requests.

1) (Forms) – T. Callaghan

- Working on the P&S, almost done, have one more meeting next week. They are working on a P&S course, as well, for the Fall, Allison is helping with that.

7. New Business: None

8. Adjournment at 10:00 am.

Respectfully submitted,

William Johnson
Secretary