

MINUTES

1. Call to Order

2. Roll Call: (Need 8 for quorum)

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

3. Secretary's Report – S. Johnson

- A **MOTION** made to accept the minutes for the **March** 2021 meeting was **SECONDED** and **APPROVED**.

4. President's Report – J. Friedman

A. President's Update

- C5 Summit: Mike Bergeron will be invited to attend the summit with Joe Friedman. Mike suggested getting a booth at about the cost of \$ 8,200. It was decided that CIBOR will only send Joe and Mike to the meeting and not get a booth. The cost for Mike to attend won't exceed \$ 2,400 (includes registration/travel/hotel and meals.)
- Yardi/Commercial Edge: Yardi is property management software and Yardi expressed an interest in sponsoring something to get recognition on our website. They are willing to pay. There was discussion on this: are they competitors of CPE?; are they trying to get access to our data? Joe will make a call to Yardi to find out what the proposal is, get more info. Scott Forte, Ralph Valentine, Joe Friedman and Joe Robinson will be on the call.

5. Office Administration Report – A. Ropes

- Since the meeting in March there have been 6 new applicants: All Realtors.
- The Seacoast Marketing meeting tomorrow has 17 signed up so far.
- The Statewide Marketing meeting in two weeks has 4 signed up so far. I expect that number to go up

- The first quarterly meeting, “Have you seen my stapler? Welcome to office space in 2021”, was held March 26th. The meeting was very well received. Collected \$ 525.00 less expenses at \$ 100.00 for a profit of \$ 425.00. Had 36 signed up with 32 in attendance. Surveys were excellent about the class.

6. Committee Reports

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

- There will be a special event this summer, August 5th from 5:30-8:30 pm at Birchwood Vineyards in Derry. There will be heavy appetizers, silent outdoor auctions. Birchwood Vineyards is huge facility, and we’ll have use of the entire facility. The best part is all of the advertising and ticket sales will be on their website, buy tickets through them, they are doing all the work, but will need a brochure from us to work with. There are still Covid questions to be resolved. The cost will be \$ 20 pp.

B. (Education) – D. Arden:

- On Friday, May 28th we will have a PDS called Online Marketing to the Ideal Client Profile. Matt Johnson, Dave Malizia (sp?) and Kira Morehouse will be participating in the panel. We will submit for NH CE 2 credits to the RE Commission.

C. (Finance) – J. Boufford: **MOTION** to accept the month end financials for March 2021. **MOTION** was **SECONDED** and **APPROVED**.

- Jeff commented that both income and expenses are down, but, in balance

D. (Grievance) – S. Johnson:

- A member of the public did submit an ethics complaint citing Article 12 being honest and truthful in advertising, but it was withdrawn and no longer in CIBOR’s purview.

E. (Professional Standards) – L. Hirsch: Nothing new to report.

F. (Membership) – B. Jean:

- **MOTION** to approve new provisional member applications subject to names being published as per CIBOR bylaws. The **MOTION** was **SECONDED** and **APPROVED**.
- Membership Update: Bill commented that there has been “lots of Realtor action”, less so for affiliates, but anticipates that will increase once market activity restarts to normal. Related question regarding affiliate activity was asked if Marketing Sessions would go in-person soon. Bill thought not until after Labor Day.

G. (RPAC/IMF) – S. Forte:

- Still getting a grasp on what is going on. Talked to Jim Lee and Gerry O’Connell. Asked group their thoughts as to what he’s supposed to be doing. Dave G. mentioned, raise funds for RPAC, use challenges to help do that; Larry suggested, educating members about RPAC. Scott agreed and will report on what funds are doing for members and work on fundraising.

H. (Sponsorship) – J. Robinson:

- Thinking about a golf tournament sometime in the future, has connected with Chris Norwood, as suggested at last meeting. Working on getting some webtiles sold on our website.

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

- Had a PPC meeting in March. Joe referenced from the PPC meeting that, Will Arvelo, chair of Economic Vitality New Hampshire, a new state-wide effort regarding diversity, has made a formal request to NH CIBOR to apply for a NAR grant to help build a website, <http://www.evnh.us/index.html>, which is an effort “to create the underlying foundation for attracting and retaining a diverse demographic that will complement New Hampshire’s workforce of the future.” (from the minutes of the March 11 PPC meeting). Will also works for the State. Ralph Valentine is to follow up with Will on this.

J. (NHCIBOR Cares) – D. Martin:

- We had a meeting last week and approved a donation on behalf of Christian Stallkamp, as is done annually for the past president, to go to a charity of his choice. Things are going well. They have received a request from the Raymond Coalition for Youth.

K. (Commercial Designation) – D. Garvey:

- Ralph has put a new time frame on Commercial Designation.

7. New Business:

- No new business.

8. Adjournment at 9:34 am.

Respectfully submitted,

Star Johnson, Secretary