

**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 (A)
Boufford, Jeff (P)	Jean, Bill (A)	Robinson, Joe (P)
Callaghan, Tenley (P)	Johnson, Star (P)	Stallkamp, Christian (A)
Forte, Scott (P)	Kingsley, Scott (P)	
Friedman, Joe (P)		

3. Secretary's Report – S. Johnson

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

4. President's Report – J. Friedman

A. President's Update

- a. Yardi Update –From Scott: Yardi Came to us for exposure for their product. They suggested sponsoring NHCIBOR for \$ 1500 and will also become a member of NHCIBOR and CPE. They will offer members a discount of 20% for future real estate products. They would like for CIBOR to send out an email to members in return, offering a discount to promote listings on their site. Joe felt it was a good benefit for members. Scott will get back to them with a go-ahead. They will be included as a sponsor for the Summer mixer.

B. Live Events?: Should we move forward with Live Events/Marketing Sessions? – COVID Protocols? – Allison reported that Matt Johnson has advised that any restrictions are now up to individual venues and towns. Joe sought opinions from group: some were in favor of going open, suggesting people will make their own decisions. Tenley suggested that event guidelines appeal to all and don't discriminate, offer options to those who are still masking and distancing, and those who are not; and, advise on written materials we will abide by the current guidelines. Doug suggested a quick disclaimer be included, and it was asked what guidance NHAR might have.

- a. Joe asked Tenley if she could draft a letter to members.

b. What date would in-person events start?

- i. Allison mentioned there is no venue arranged for June Quarterly and marketing sessions, so they would need to be by Zoom.

- c. Jeff felt hybrid meetings would be difficult for those using Zoom on laptops, participating with those in live session.
  - d. Tenley felt some venues may have the technical ability to make hybrid meetings work better
    - i. Others agreed, that some venues have upgraded their video capabilities. Scott stated that his Rotary Club does hybrid meetings and they work out well.
  - e. Allison will research venues. Joe mentioned that there will be a lag time for starting live meetings, as finding and renting venues will take time.
- C. Matt made a Motion which was revised and amended, and in final form stated, “motion to reopen CIBOR to in-person events in accordance with state and CDC guideline changes, enabling staff and board to proceed with events as logistics and further guideline changes allow. This is to be accompanied by a notice to our members asking them to comply with on-going recommendations, their own comfort level, and venue requests. We welcome all to exceed the guideline level if they prefer, and support our members through the transition back to normal. Motion seconded by Dave. Motion was approved. Allison will research and arrange.
- D. NEREN Update: NEREN is meeting in-person. They had a shareholder meeting and, will be adding a board in Newburyport as a shareholder.
- E. Also: SBA would like to talk to our group to say what they have to offer. Tenley felt this was a good benefit for members. Joe will reach out.
- F. Allison is seeking Realtor of the Year and Affiliates of the Year nominations now.
- G. Joe asked for suggestions to include in his “President’s Report” for the New England RE Journal. Tenley suggested an announcement about re-opening to in-person meetings.

5. Office Administration Report – A. Ropes

- Since the meeting in April there have been 3 new applicants: 2 Realtors and 1 Affiliate.
- The Seacoast Marketing meeting tomorrow has 21 signed up so far.
- The Statewide Marketing meeting next week has 6 signed up so far. I expect that number to go up.
- Next Friday, May 28<sup>th</sup> the PDS Class: Online Marketing to your Ideal Client has 9 signed up so far. Application has been made to the RE Commission for 2 NH CE credits – haven’t heard yet. It is an online zoom class.
- I am working on the Realtor and Affiliate of the Year applications. A blast will be going out to members for nominations and applications.

## 6. Committee Reports

- A. (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley: Scott reviewed his plans for the annual mixer which will be August 5<sup>th</sup> at Birchwood Vineyard in Derry, NH. The contract was reviewed by the Board and it was approved. Price will be \$20/person. There will be both servers and stations; a huge room and outside patio. Scott very excited. Joe will include this news in his President’s Report, as well. Scott’s committee was meeting this evening. The venue will do all the publicity, booking, etc., all to benefit CIBOR Cares.
- B. (Education) – D. Arden: Online Marketing Zoom class is next Friday, with Matt Johnson participating. Joe mentioned that Chris Norwood was interested in a class that might be offered: a commercial oriented Code of Ethics class. If such a course is put together, it will have to be approved by NAR and also the RE Commission. Tenley felt it was a great idea, wondered if it could be combined with a “Forms” class. Deana will consider it.
- C. (Finance) – J. Boufford: **MOTION** to accept the month end financials for April 2021. **MOTION** was **SECONDED** and **APPROVED**.
- D. (Grievance) – S. Johnson: Nothing new to report.
- E. (Professional Standards) – L. Hirsch: Nothing new to report.
- F. (Membership) – B. Jean: Bill Jean was absent, so Allison presented the names of new applicants:
- **MOTION** to approve new provisional member applications subject to names being published as per CIBOR bylaws. The **MOTION** was **SECONDED** and **APPROVED**.
- G. (RPAC/IMF) – S. Forte: nothing new to update, he’s still trying to figure out ways to communicate to the membership.
- H. (Sponsorship) – J. Robinson: Jeff Boufford and Joe are looking to secure sponsors and working with Education committee.
- I. (Public Policy Committee/Government Affairs) – D. Garvey: PPC Meeting last week. Many complaints on the omnibus bills. Remote is causing problems. AOT – DES lots going on. Taking 16-18 weeks for Fish and Game, which is part of AOT.SB227 killed lease expiration as cause for eviction. 200M fund for rental assistance. HB158 Prime Wetlands bill having trouble through process.HB235 Community Water Supplies. Housing Appeals Board made through because of the huge Call for Action. Air BNB in Conway cease and desist on over 500 Are BNBs terminated.
- J. (NHCIBOR Cares) – D. Martin: No real update. Couple of donations owed. Doug asked for requests.

K. (Commercial Designation) – D. Garvey: Talked to Bill J.; Trying to get a schedule and get squared away who is doing what.

7. New Business:

- Matt Bacon brought up that he thought the Board should not have a vote to approve the financials, and, instead, they should be put on file in case of audits. He doesn't think the Board should approve something we can't substantiate, and there could be legal and liability issues. Jeff suggested speaking with our insurance carrier about this/best practices--Allison will ask NHAR legal council for the best course of practice as well as check into our liability insurance.

8. Adjournment at 10:00 am.

Respectfully submitted,

Star Johnson, Secretary