

**MEETING MINUTES**

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

Ethan Ash (A)	Garvey, Dave (P)	Martin, Doug (P)
Bacon, Matt (A)	Hirsch, Larry (A)	Robinson, Joe (P)
Boufford, Jeff (P)	Jean, Bill (A)	Stallkamp, Christian (P)
Callaghan, Tenley (P)	Johnson, Star (P)	
Forte, Scott (P)	Kingsley, Scott (P)	
Friedman, Joe (P)	Matt Lefebvre (P)	
3. Secretary's Report – S. Johnson
  - a. **MOTION** was made to **APPROVE** the Feb 2022 minutes. **MOTION** was **SECONDED** and **APPROVED**.
4. President's Report – S. Forte
  - a. President's Update:
    - Scott attended the NHAR BOD mtg, which was in person at the movie theater next door to the office, and, well-attended. The only thing they passed was a resolution to spend \$ 50,000 to use towards residential showing time data analysis improvement. No reason to fight it. Scott felt they were receptive to the Commercial side.
    - Catylist rescheduled meeting for April 6<sup>th</sup> 10:00 am to go over the terms of the renewal agreement with attorneys. Scott will circulate the renewal. There is still language involving their use of our data in it.
    - Joe Friedman also brought up that the Board had decided earlier to have one live BOD meeting per year (preferably January) but that hasn't happened. It was decided to have a live meeting when we have Penchansky go over the financials. This will likely happen in May, since the financials will be done by then and both NHCIBOR and NECPE have a meeting that month.
    - There was more discussion of Zoom vs. live meetings, as well as for educational offerings. Some felt Zoom was good because it is convenient and increases attendance. It was suggested that "hybrid" meetings would be best, although not all venues are capable of doing that. Joe F. suggested that the Educ. Committee seek venues that do, and encouraged members to look for ones that do. NHAR and Keller Williams were mentioned as venues that allow hybrid. Joe F. mentioned that a drawback of hybrid meetings is that one dedicated person is needed to monitor, which could be Allison. Jeff B. will speak to K-W to see if our live meeting could be there.

## 5. Office Administration Report – A. Ropes

- Since the meeting in February there have been 17 new applicants: 13 Realtors of which 8 are from one firm and 4 Affiliates.
- The Seacoast Marketing meeting scheduled for tomorrow is both in person and 2 so far joining online.
- The Statewide marketing meeting is next Wed. Live In Person only.
- The VHB course for the commercial designation program, External Influences on Commercial RE was approved for 3 credits and accreditation is good for March 4, 2022 to March 4, 2024.
- Still have a few people who haven't sent me their affidavits for NAR's mandatory Code of Ethics requirement. Am making calls and sending emails for one last time before I have to terminate their membership.
- There was a call out for applications to the Honor Society...those are due to CIBOR end of March 2022.
- Continuing to work on the golf event and NHCIBOR's 1<sup>st</sup> quarterly meeting.

## 6. Committee Reports:

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

- The committee is getting ready will be cranking. Going to try a Zoom meeting next Wed., 4-5, will be kicking off the mixer, plus discussing offering educational seminars. Scott deferred to Joe and Jeff to talk about the golf tournament.

### b) (Sponsorship) – J. Robinson:

- Joe reported a roster of golf sponsorships was sent out. Seems to be a direct correlation with the weather warming up and golfers signing up. Joe and Jeff continuing to reach out for sponsors—they just need more help from board members. They are still working on a description of the sponsorship levels, and Joe thanked Allison for her help with that, and he said they will get it out. Scott K. offered that once that pamphlet has been sent out, that is the time to ask for money, and, that there are some new banks, which will offer good opportunities for sponsorships. Enterprise Bank has committed.

### c) (Education)—Larry Hirsch:

- Larry Hirsch was absent...so Joe Friedman updated instead for the Designation Committee, and asked if Allison could send out the course descriptions and tentative schedule. They are considering 13 courses altogether, will be in 2 phases. Joe read off all the proposed designation courses. As well as I could record, here they are:

First Phase, 2022:

101—Chris Norwood

102—Core Course, April 7 or 8, and Sept.—Dave Garvey & Gerry O’Connell

104—VHS, Civil Engineers, June 9 or 10

103—Still in preliminary planning?, July

106—Contracts, Oct. 6—Tenley

105—Financing, etc.—Dave Gambaccini

Second Phase:

201—Cash Flow, January, 2023—Dan Scanlon

202—RE Development, 2023

203—Due Diligence, 2023—Robt. Cruess

204—Exchanges

205—Building Systems—Bill Jean

206—Marketing Commercial RE

207—Property Management

- Allison requested Joe send her the paperwork. Joe responded, yes, still in progress, however. They are coordinating with the Educ. Committee. Bill Jean and Larry are on both committees. Scott asked that they try not to schedule so there is conflict with the MA Marketing events.
- Joe Friedman brought up that David Choate mentioned he would like to see all education events live. Can’t network on Zoom meetings. Allison will look for venues where we can possibly accommodate Zoom too. Allison will check with KW both Bedford and Portsmouth, BHHS, Concord.
- Finally, it was decided that the Designation Committee report should come right after the Education Committee report in the BOD agenda, as they are so closely related.

d) (Finance) – J. Boufford:

- 1) Review financials for Feb. 2022: Financials were reviewed and will be put on file. Jeff reported things were in good order, and asked for questions; none were asked.

e) (Grievance) – S. Johnson: Nothing new to report

f) (Professional Standards) – L. Hirsch: Larry absent, Allison stated nothing new to report

g) (Membership) – Bill Jean: Bill Jean not present, Allison gave report:

- 1) MOTION to approve new provisional member applications subject to names being published as per CIBOR bylaws.—APPROVED

2) Membership Update: Primary Board Realtor membership has increased 4% over last year, while Affiliate membership is off 7% from last year. Allison was asked her perspective regarding this and she commented on it, felt there was no real discernible reason.

h) (RPAC/IMF) – Ethan Ash: Absent, no report

- Scott mentioned 2 bills that RPAC was working with NHAR in support of, regarding short term rentals and 4 units/residential lots.

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

- Dave had nothing to report but mentioned discussion of a driveway permitting bill has been held up.
- Joe Friedman summarized last meeting, reported Taylor Caswell and surveying members regarding governmental/regulatory/bureaucratic problems and holdups, DOT backlog; engineers are being surveyed, as well. Taylor has funds to implement, so he needs feedback.
- There was then a discussion of HB 1469....(Prohibits banks and other financial institutions from discriminating against any customer based on political views, gun ownership, and other "non-financial criteria such as, but not limited to, social media posts; Internet browsing history, dietary habits, medical status, participation or membership in any clubs, associations, or unions, etc.; political affiliation; or place of employment or source of legal income." The bill prohibits any similar discrimination by any other business under the state's consumer protection law)
- NH DOJ says it is unenforceable, but could cause a civil suit. Can Ralph Valentine lobby against this bill? Tenley made several statements against the bill, made and amended a motion for the BOD to authorized the Public Policy Committee to oppose HB 1469, seconded by Dave G., MOTION APPROVED.

j) (NHCIBOR Cares) – D. Martin:

- Doug reported they have been very busy, recently supported Crimestoppers. They appreciate everyone's help.

k) (Commercial Designation) – J. Friedman--See notes under "Education Committee" report

l) (Forms) – T. Callaghan:

- The committee will be meeting on Tuesday via Zoom, so will report back at the next BOD meeting. She asked that if anyone has any issues with forms to let her know.

7. New Business: None
8. Adjournment at 10:00 am.

Respectfully submitted,

William Johnson, Secretary