



Upper Valley Board of REALTORS®

NEWSLETTER

Fourth Quarter 2011

President's Message

By Dave Walthour

Last week, I attended the annual NAR Convention in Anaheim CA. It was a great time to hear speakers on a variety of topics from Risk Management to Environmental Issues to Marketing Without Money. One Southern California speaker said, "How do you call a REALTOR in Southern California? You call "Oh, Waiter!"

Social Media is certainly growing in popularity, and many REALTOR®s are utilizing this resource to increase their business. With this media, however, comes greater exposure to the risk of legal entanglements. We were advised to make sure we have an office policy that reflects the management's standards, since the office can be liable for infringements on professional standards.

With progress being made towards environmentally friendly energy, we were given several examples of green resources that were defeated at the state level of government. With that, we were encouraged to express our support of legislation for a greener environment to our representatives.

I want to say a big THANK YOU to the Board of Directors, for all their work for the board. And also a THANK YOU to the membership. It has been a pleasure serving for the past year, and I wish the upcoming officers all the best!



**Last Meeting of the Year
Holiday Party and Meeting
Tuesday, Dec. 13th — 11:30 to 1:30
Enfield Community Building
See attached flyer**



Board Notes

Submitted by **Diana Dunning**

Please find the following included in this newsletter:

- General Membership Meeting Minutes – November 15, 2011
- 2012 Operating Budget
- Mascoma High School Renovation Project

Please find the following as a separate attachment:

- Holiday Party Invitation

Education

Submitted by **Doreen Wyman & Casey Cantlin**

Here is the update for you for the 2012 classes for the beginning of the year.

Location: Enfield Community Center, Enfield, NH

New Hampshire Courses

Instructors: Sharon Harrison and Gary Coffin of Horizon Settlement Services, Inc.

January 10, 2012, NH Core Course – Rules & Legislative Update (3 credit hours)

February 14, 2012, Basics of Residential Title Insurance, Basics of Residential Title Examinations, & Guiding Sellers through Short Sales (3 credit hours)

March 20, 2012, Closings that should have closed, but didn't & Processing and Closing Residential Real Estate (3 credit hours)

Vermont Mandatory Course will be offered twice on January 12, 2012, from 8:30-12:45 and 1:30-5:45, seating will be limited.

Location: Holiday Inn Express in White River Junction, VT. Instructor: Randy Mahew

If Realtor members have other courses or topics they would like offered please feel free to let us know and we will see if we can set them up.

We will be doing flyers for sign up and will have them available at our December Christmas party for those who want to sign up early. If you have any questions please feel free to contact Casey (603-632-7955) casey@cantlinrealtors.com or Doreen 603-523-9993 at doreenwyman@granitenorthland.com.

NNEREN Report

Submitted by **Mary Magnell**

NNEREN® Talking Points

November 2, 2011

Action Items:

It was voted that the consensus of the November 1st NNEREN Leadership Retreat be noted as follows:

The NNEREN® Board of Directors reviewed new and existing data options as part of the annual Leadership Retreat. After careful consideration of these products, including input from other MLSs, it

was determined that, at their current state of development, RPR and FIND are lacking in important key elements such as public records specific to the NNEREN® market, and neither product would provide a substantive additional benefit to NNEREN® members. These and other products may be reviewed again in 2012.

The BOD also concluded that with all the new tools we have, it would be to best advantage to better educate our membership on the present benefits available for them, before adding any more.

NNEREN®'s current rule limiting an MLS listing to inclusion in two property types was discussed. It was decided to request information from MarketLinx regarding to the possibility of adding a single listing into more than two property types.

NNEREN® News:

CEO Andy Werry reviewed the strategic action items identified at the 2010 NNEREN® Leadership Retreat and outlined the resulting steps taken during the last year. To summarize:

- "Talking points" were created and provided to members to explain NNEREN®'s direction on data initiatives.

- NNEREN® adopted a strategy to pursue the best methods to obtain public records the members need and to integrate the information into the MLS. This process is underway with implementation of Data Co-op, the incorporation of VT Grandlist data into InnoVia (search functionality pending), the consideration of FIND (natural search engine and database) and Realtors Property Resource™ products, and the cooperative effort with a local records vendor to successfully test public records integration and facilitate development of a proposal to provide public records to NNEREN® in the future.

- NNEREN® affirmed the importance of improving the quality, depth, timeliness and integrity of data and to support the marketplace with the data needed, placing primary focus on member needs and secondary focus on consumers. Consequently, NNEREN® has taken steps such as adding select mandatory fields, incorporating important property description options in areas such as "Green" and "Disability" features, and has secured new products such as Down Payment Resource, an innovative tool which matches listings online with homebuyer assistance offerings. NNEREN® also provides a wide variety of statistical reports to members and works with numerous third parties and institutions to provide data or enable additional statistical resources for strategic partners in support of our members, the market and the community.

- It was agreed move forward with CoreLogic's Partner InfoNet (which has been implemented), to review the *FIND* and agreement terms offered by MOVE, and to revisit NAR's Realtors Property Resource™ product.

Some of the unresolved challenges identified at the 2010 Retreat were getting NNEREN® and NNEREN.com more visible to the public, integrating with Commercial Property Exchange and minimizing NNEREN® liability and/or risk. It was recommended that the Board further explore public awareness of NNEREN.com especially due to its ease of use and appeal.

President John Kinney advised that, in 2011, NNEREN® considered many vendor requests, reviewed numerous products and services and added significant new member benefits. The present services seem under utilized by our membership, so in 2012 it will be important to focus on education and product training to help members make best use of available tools and services.

InnoVia Trainer Dennis Power reviewed many new InnoVia enhancements and coming features such as a financial mortgage calculator on the listing sheet and updated mapping with faster rendering and seamless transition between map/aerial/birds eye views and improved driving directions. Mobile InnoVia (m.nnerenmls.com) will soon have an optimized version specifically for tablets and will recognize the device used automatically, and an improved CMA 2.0 is due in early 2012. Dennis recommended using "favorite searches" and adding searches to "My Listing Cart" so different searches can be sent in one email. Data Co-op is available by a button on the right of the InnoVia home page, and offers nearby

comp sales for a quick CMA (providing a slightly different perspective from InnoVia), AVM and tax data including owner name and limited property characteristics where available, school boundaries, market trend data and more.

Communications & Marketing Director Meg Page presented a demo of Down Payment Resource, the member benefit which was launched on October 26th in InnoVia. You can access the DPR member home page via the button at the right on the InnoVia home page. This will link to instructions on how to add DPR to your website, Q & A, training, etc. MarketLinx has sent out notification of changes to IDX vendors prior to adding the DPR Y/N fields to the data feeds. DPR is launching on the MLS public website. www.mneren.com on November 9th and is also available to be added to your custom IDX site on that date. Additional training webinars specific to the IDX set-up and consumer lead handling have been posted in an InnoVia bulletin.

Membership

Submitted by Gerry Stark

In accordance with Article V, Section 3(a) of the Upper Valley Board of REALTORS® Bylaws, written notice is hereby given that application for membership has been made by the following:

REALTORS®

Anthony Brainerd – Woodsville Guaranty Savings Bank
Mark Champagne – Allied Property Solutions, Inc.

AFFILIATES

Teri Minelli – Sugar Tree Mortgage

NOTES:

- Barry Mackenzie is now in the Hanover office of RE/MAX Upper Valley Partners.
- Leo Hamill's license has expired; he will not renew with UVBOR for 2012.
- Ann Hess has moved to the Referral Company of Lang McLaughry Spera.

New Member Introductions



Name: Anthony L. Brainerd

Company Name: Woodsville Guaranty Savings Bank

Brief Job Description: Assistant Vice President, Residential Loan Officer

Company Affiliation: Have been with Woodsville Guaranty Savings Bank for 33 years. Present office is located in the Piermont office.

Primary Reason for joining the Upper Valley Board of REALTORS®: Promote awareness of Woodsville Guaranty Savings Bank products and services. Expand and meet new contacts within the industry.

Name: Mark Champagne

Company Name: Allied Property Solutions Incorporated

Brief Job Description: President of Allied Property Solutions. Allied Property Solutions became a Vermont Corporation in 1006 as a direct result of my involvement with several local contractors. Once I saw their pricing models and lack of expertise in the trades, scheduling and budget management, I knew there was an opportunity to bring a modified approach to the local construction and property management markets. We service most of NH and VT for all of our service offerings. Aside from our strong presence in the renovation

– remodel – repair business, we offer several products that align with our high standards of service in both the residential and commercial market segments.

Primary Reason for joining the Upper Valley Board of REALTORS®: We are becoming a member of the Upper Valley Board of REALTORS® in order to expand our partnership model further into the network of REALTORS® throughout the area.

Name: Teri Minelli

Company Name: Sugar Tree Mortgage

Brief Job Description: Mortgage loan officer with over 35 years banking experience. Committed to providing exceptional service with numerous products to meet all needs. Build trusted, long-term relationships offering conventional, VA, FHA loans for purchases and refinances.

Company Affiliation: In partnership with Lang McLaughry Spera.

Previously Employed By: Mascoma Savings Bank.

Primary Reason for joining the Upper Valley Board of REALTORS®: Continue long standing relationship with REALTORS® and provide additional opportunities to finance buyers for both purchasing and refinancing properties.

Board Calendar

Dec	15	Tues	Membership Meeting/Holiday Party	Enfield Community Center
Dec	19	Mon	NHAR Orientation	NHAR Office – Concord
Dec	23	Fri	Holiday – Christmas	Office Closed
Dec	26	Mon	Holiday – As Above	Office Closed

IMPORTANT NOTICE

In order to qualify for FREE member attendance at our General Membership meetings, it is necessary to pre-register by the Friday before the event.

Registration received after that date will be allowed to attend on a space available basis at a charge of \$12

Upper Valley Board of REALTORS®
115A Airport Road – PO Box 550
Concord, NH 03302-0550

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The Upper Valley Newsletter is an official publication of the Upper Valley Board of REALTORS®

Dave Walthour – President

MINUTES

1. **Call to Order**

- (a) The meeting was called to order by President Dave Walthour at 12:12 p.m. He welcomed the attendees and then led the membership in the Pledge of Allegiance to the Flag.
- (b) Dave then introduced the meeting guests – Alan DeStefano, NHAR Legal Committee Chair, to conduct the installation; Patrick Andrew, Assistant Superintendent of the Mascoma Valley Region School District (MVRSD), speaker; Wayne Morrison (MVRSD) Canaan, speaker; and Claudette Peck (MVRSD) Enfield, speaker.

2. **Secretary’s Report**

- (a) It was **MOVED, SECONDED and VOTED** to approve the minutes of the September 27, 2011 meeting, as distributed.

3. **Treasurer’s Report**

- (a) It was **MOVED, SECONDED and VOTED** to approve the financial reports as presented.
- (b) It was noted that the 2012 budget would be included in the next newsletter.

4. **President’s Report**

- (a) The President noted that November 15th was the final day for dues to be paid without the \$50 fine.
- (b) Donations for the Holiday Party raffle items need to be reserved through Ray Morin or Sue Agan.

5. **Inductions**

- (a) Gerry Stark inducted new members as follows:
Doreen Strew – Lang McLaughry Spera Real Estate

6. **Installations**

- (a) It was **MOVED, SECONDED and VOTED** to approve the Slate of Officers, as distributed.
- (b) It was **MOVED, SECONDED and VOTED** to have a Director cast one vote to elect the Slate of Officers as presented. This was done by Jim Bouchard.
- (c) Alan DeStefano gave an NHAR Legal update and then installed the 2012 officers:

President:	Dick DuMez
President-Elect:	Al Michalovic
Vice-President:	Deb Roberts
Treasurer:	Jim Bouchard
Secretary:	DeeAnn Shepherd
Past President:	Dave Walthour
Local Director:	Lainie Doe
Affiliate Liaison:	Brian Fortier
Communications Liaison:	Mary Chamberlin
Education Liaison:	Casey Cantlin/Doreen Wyman
Past NHAR President:	Mary Magnell
State Directors:	Dick DuMez
	Al Michalovic
	Mary Magnell (Alt)

NNEREN Director:

Mary Magnell
Deb Roberts (Alt)

CONGRATULATIONS TO ALL!!!

7. **Awards**

- (a) President Walthour then presented the President's Award to Jim Bouchard.

CONGRATULATIONS JIM!!!

- (b) Mary Magnell was awarded an RPAC Granite Club pin.

8. **Committee Reports**

- (a) Mary gave a NNEREN update, noting "Data Co-op", AVMs, and InnoVia changes.
(b) Doreen gave some guidance on appraisal requirements, including the basement category and other necessary information.
(c) Casey noted that education would be offered in January, February and March.

9. **Guest Speakers**

- (a) The speakers then presented the proposed renovation of Mascoma High School.

10. **50/50 Raffle**

- (a) The 50/50 raffle (\$70) was won by Dick DuMez.

11. **Adjournment**

- (a) It was **MOVED, SECONDED and VOTED** to adjourn at 1:06 p.m.

Submitted by:

Diana Dunning
Board Administrator

**UPPER VALLEY BOARD OF REALTORS
2012 OPERATING BUDGET**

INFLOWS

Dues:

1. 140 Members @ \$120	\$16,800
2. 35 Affiliates \$4,200/2	\$ 2,100
3. Appl. & Late Fees	\$ 1,600

Total Dues: **\$20,500**

Interest: \$ 160

Meetings/Lunch: \$ 96

Education: \$ 9,200

Affiliate Group: incl: 35 AFFILIATES \$4,200/2 \$ 3,200

TOTAL INFLOWS	\$33,156
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OUTFLOWS

Dues: Applications, refund \$350

Professional Standards Committee: \$425

Sunshine Committee: \$100

Director's: \$3,900

President's: \$200

Affiliate Group: \$2,700

E.O. Services: \$14,973

E.O. Expenses: \$2,300

Education: \$2,730

General Expenses: \$933

Meetings/Lunch: \$3,400

Legal & Professional: \$1,045

R.O.T.Y.: \$950

Donations: (Earl Burke) \$800

TOTAL OUTFLOWS	\$34,806
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Note: Late Fees = \$400, Appl Fees = \$1,050, Affil Appl Fees = \$150 TOTAL = \$1,600

Local Dues: In 1998 dues were \$110. 2006 dues increase to \$120

EO Fees					
1999	\$2,241.75	4 \$	8,967.00	2005	\$3,116.75 4 \$12,467.00
2000	\$2,353.84	4 \$	9,415.36	2006	\$3,210.00 4 \$12,840.00
2001	\$2,480.00	4 \$	9,920.00	2007	\$3,334.00 4 \$13,336.00
2002	\$2,555.00	4 \$	10,220.00	2008	\$3,406.00 4 \$13,624.00
2003	\$2,625.00	4 \$	10,500.00	2009 & 2010	\$3,549.00 4 \$14,196.00
2004	\$2,704.00	4 \$	10,816.00	2011	\$3,641.25 4 \$14,565.00
				2012	\$3,743.25 4 \$14,973.00

During the years I've been Treasurer, 2012 could be the first year that the reserves may be needed. Across the State other Boards are dealing with the same issues of rising costs however because of the exceptional performance of the Education Committee in 2011, if our dues are to remain at \$120 into the future the Membership attendance is crucial for Board sponsored Education as the means of income to offset Dues.

James K. Bouchard
Treasurer

Why Renovate Mascoma High School ?

The current Mascoma Valley Regional High School facility has served our district well over the past 47 years. Feedback from our community, after our last bond proposal to build a new high school, showed that much of the community would prefer that we address the problems of the current high school facility without building an entirely new facility. However, there are shortcomings inherent in the design of the original building that need to be addressed, to allow the building to better serve current and future needs.

There are five primary areas of concern that the renovation will address:

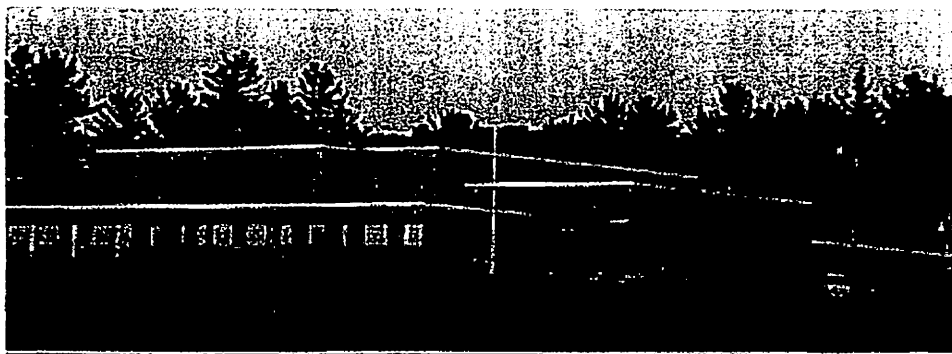
1) Improved Access and Security - The current traffic flow is unacceptable from both a safety and efficiency standpoint. We propose to separate bus and car traffic for drop off and pick up of students and improve the overall traffic pattern and safety. Additional parking will be provided. Security at building entrances will be improved.

2) Upgraded Life Safety and Accessibility - There are several issues that need to be addressed to bring the current facility up to fire and building code standards. We propose to install a building-wide sprinkler system and an upgraded fire alarm system. Exit capacity from the gym will be improved. All program spaces will be wheelchair accessible. This is money that the district will be required to spend with or without any other upgrades to space and programming.

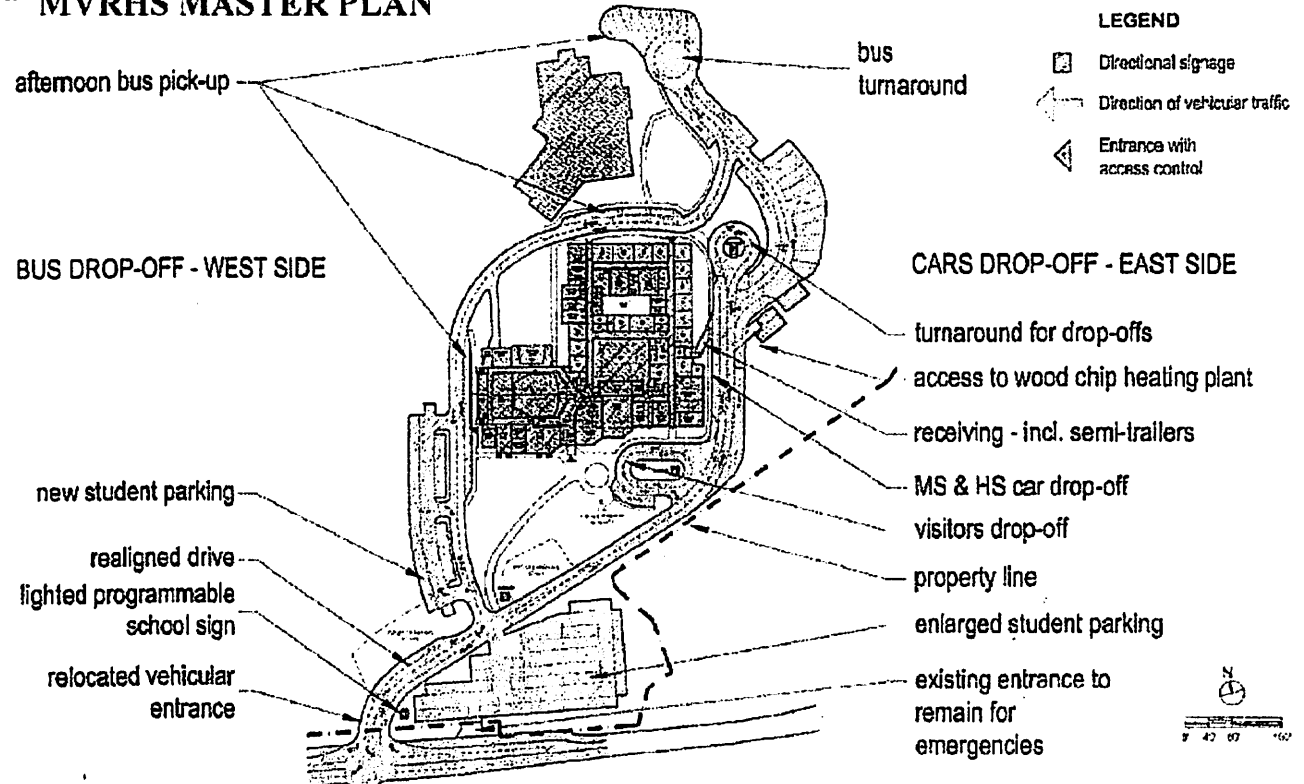
3) Better Instructional Spaces - Several spaces in the current high school are inadequate for their purpose. We need to expand the size of our science labs and our library/media center. We need to add additional classrooms. These and other deficiencies were highlighted in the New England Association of Schools and Colleges accreditation report. We need to provide instructional space and equipment equal to other schools in the region to give our students a fair chance at an appropriate education.

4) District Performing Arts space - The district needs an auditorium space for use with educational programs grades k-12. Currently there is not adequate space to accommodate plays, concerts, and educational performances. The shared gym space currently used for this purpose is inadequate and conflicts with using the space for fitness and sports.

5) Improved Energy Efficiency - Most of the high school building is very poorly insulated. The facility is still heated by the original 1963 oil fired boilers, which are past their service life. We plan to improve the energy efficiency of the building with careful upgrading of the exterior envelope and more efficient mechanical and electrical systems, thus reducing the total energy use. We are also proposing to install a wood chip boiler to heat both the Mascoma High School and the adjacent Indian River School, thus further reducing the cost of fuel.



MVRHS MASTER PLAN

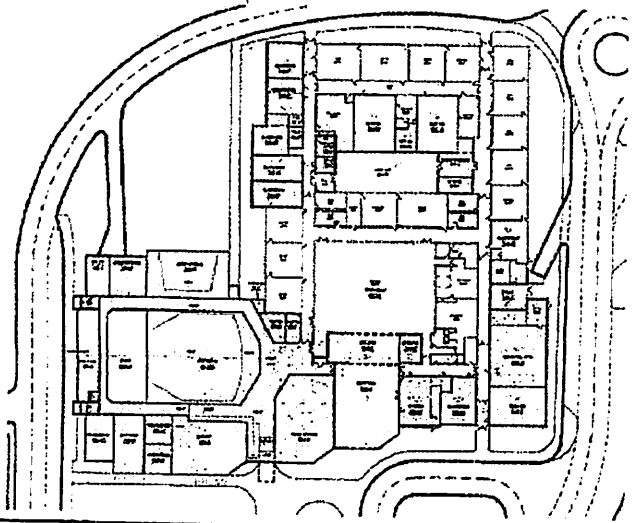


The Mascoma Valley Regional School District Board is proposing this project for a bond vote in March 2012

INSTRUCTIONAL SPACE	EXISTING	PROPOSED
Full size classrooms	15	23
Small classrooms	3	5
Specialty classrooms *	7	9
Phys. Ed.	2	2
TOTAL INSTRUCTIONAL SPACES	27	39

Full copies of the Mascoma High School Master Plan are available as a PDF Download at www.mascoma.k12.nh.us

* Industrial Arts, Business, F&CS, Music, Art, Tech Ed., Computers



LEGEND

- Areas with layout changes

As projected Feb 2011
Subject to change with material and labor market
New updated estimate due out this fall

Additions and Renovations at Mascoma Valley Regional High School

Item	Amount
Structural, Utilities & Sitework	\$4,400,000
General sitework: grade, Realignement of US Rt 4, Heating plant work & background paving	
General Construction	\$12,018,000
Addition	\$7,736,000
Renovations (including demolition)	\$4,282,000
FF&E	\$1,400,000
FF&E, computer systems, audio/visual equipment	
Contingency @ 5%	\$1,400,000
Various materials (shelving, desks, etc.)	\$600,000
Wood paneling	\$1,200,000
Architectural fees	\$2,327,000
Total Project Budget including wood chip plant:	\$22,865,000

Mascoma Valley Regional High School Master Plan Educational & Public Spaces -

Construction start 2012
 Construction start 2015 (4% escalation)
Total Project Budget including wood chip plant: \$22,865,000
Total Project Budget including wood chip plant: \$23,760,000