

**NEW HAMPSHIRE REAL ESTATE COMMISSION**  
**MEETING MINUTES**  
**April 21, 2020**

A meeting of the New Hampshire Real Estate Commission was held on Tuesday, April 21, 2020 at 8:30 a.m. due to the Covid-19 Pandemic and the current State of Emergency in New Hampshire, the meeting was held via teleconference.

Present via video: Commissioners: Daniel Jones from his office, Richard Hinch from his office, Steven Hyde, Esq from his office, Paul Lipnick from his home, and Susan Doyle from her office.

Also present from OPLC: Division Director Joe Shoemaker, Board Administrator Rick Wisler and Bobbie Mayo. Investigator Michael Porter appeared via video. Numerous members of the public were also in attendance via video and telephone.

**I. CALL TO ORDER –**

The meeting was called to order at 8:30 a.m. by Chairman Hinch. He then read an opening statement regarding emergency conference call rules and procedures and requested a roll call vote of attending Commission members including location.

**II. READING AND APPROVAL OF THE MINUTES –**

Commissioner Jones moved to approve the February 18, 2020 meeting minutes, seconded by Commissioner Hyde. The motion passed 4-0 by roll call vote. Commissioner Lipnick abstained.

**III. NEW BUSINESS –**

Appointments:

- A. Donna Fogle – Was not present for her appointment for equivalency, later in the meeting Ms. Fogle submitted an email stating that she did not wish to pursue real estate. A motion was made by Commissioner Hyde to deny Ms. Fogle’s request for equivalency, seconded by Commissioner Jones. Motion passed unanimously by roll call vote.
  
- B. Kathryn Coyle – Ms. Coyle appeared for her appointment for equivalency via telephone. Ms. Coyle stated that she works under broker Ralph Valentine and offered further explanation of her experience. Commissioner Doyle and

Commissioner Hyde both expressed their concerns regarding her lack of experience in certain areas of real estate. Commissioner Hyde made a motion that based on the requirements under the statutes Ms. Coyle should be denied equivalency. The motion was seconded by Commissioner Jones. The motion passed unanimously by roll call vote.

- C. Paul Ciccone – Mr. Ciccone appeared via video for his equivalency appointment. Mr. Ciccone explained that his career in real estate started in the late 1980's. He told the Commission that he was working on equivalency in Massachusetts as well. The Commissioners had no additional questions. Commissioner Hyde made a motion that based on the requirements set out under 331-A, Mr. Ciccone has vast experience and also teaches courses, he moved to approve equivalency. Motion was seconded by Commissioner Doyle. The motion passed unanimously by roll call vote.
- D. George Bellino – Mr. Bellino appeared for his equivalency appointment via telephone. Commissioner Hyde pointed out for the Commission that Mr. Bellino had been practicing as a salesperson since 2003, the memo only referenced his broker experience since 2015. Commissioner Hyde stated that Mr. Bellino clearly meets the requirements set forth in 331-A and made a motion to approve equivalency. The motion was seconded by Commissioner Doyle. The motion was approved unanimously by roll call vote.
- E. Brian Brockman – Mr. Brockman appeared for his equivalency appointment via telephone. Mr. Brockman explained the requirements of receiving the CCIM certification which he received in 2019. Commissioner Hyde noted for the record that should Mr. Brockman be approved; he would not be required to take the 60 hours of education. Commissioner Jones made a motion to approve Mr. Brockman based on the guidelines set forth under 331-A. Commissioner Doyle seconded. The motion passed unanimously by roll call vote.
- F. Daniel Rosa – Mr. Rosa appeared for his appointment for the request to manage more than one office via telephone. Mr. Rosa explained that the Gleam team was active until 4/2/2020 when he activated Unique Realty which made Gleam team null and void. Mr. Rosa wants to run Gleam team as a sole proprietor whereas he owns unique with two other partners. Commissioner Jones made a motion to approve Mr. Rosa to manage both offices, seconded by Commissioner Lipnick. Commissioner Hyde made a friendly amendment that Mr. Rosa be approved to manage both offices after he seeks re licensure for the Gleam Team.

Commissioner Jones and Commissioner Lipnick agreed to the friendly amendment. The motion passed unanimously by roll call vote.

**IV. OTHER BUSINESS –**

Emergency Rule/Order update – Administrator Rick Wisler updated the Commission on where we stood on issuing Emergency rules. These rules will address the current struggles with pre-licensure courses, examination deadlines, and electronic signatures.

Questions and Comments – Instructor John Doran requested that he be sent a copy of whatever is being submitted to the Governor regarding distance learning for pre-licensure. Director Shoemaker said he will send him whatever he can.

Mike Keeler called in to voice his support of electronic signatures especially during the Pandemic.

**A Break was held from 10:03 a.m. to 10:10 a.m.**

**V. NON-PUBLIC SESSION –**

At 10:10 a.m. following an appropriate motion by Commissioner Jones and second by Commissioner Hyde to go in to a non-public session the Commission, by roll call, voted to conduct a non-public session for the purpose of the reading and approval of the non-public minutes of the February 18, 2020 meeting, and evaluating complaints against licensees, accredited individuals, institutions, or organization, or persons charged with practicing unlawful brokerage activity, and noting that such a non-public session is authorized by RSA 91-A:3, II(c), RSA 91-A:5, IV, Lodge v. Knowlton, 11 N.H. 574 (1978), and the Commission’s executive and deliberative privileges. Each member recorded his or her vote on the motion, which passed by the vote of all members present.

**VI. PUBLIC MEETING RECONVENED –**

At 11:25 a.m. an appropriate motion was made by Commissioner Jones and seconded by Commissioner Doyle, and the Commission unanimously voted, to reconvene the public meeting.

**VII. NON-PUBLIC MINUTES SEALED –**

On an appropriate motion by Commissioner Hyde and second by Commissioner Doyle the Commission, by roll call, voted to seal the minutes of the non-public session from public disclosure pursuant to RSA 91-A:3, III(c), on the grounds that public disclosure would likely affect adversely the reputation of licensees, accredited individuals, institutions, or

organizations, or persons charged with practicing unlawful brokerage activity. RSA 91-A:5, IV, *Lodge v. Knowlton*, 11 N.H. 574 (1978), and the Commission's executive and deliberative privileges. Each member recorded his or her vote on the motion.

**VIII. NEXT MEETING –**

The next meeting is scheduled for Tuesday, May 19, 2020 at 8:30 a.m.

**IX. MEETING ADJOURNED –**

At 11:25 a.m. an appropriate motion was made by Commissioner Hyde, and seconded by Commissioner Doyle to adjourn the meeting. The motion was unanimously approved.

Respectfully submitted,

A handwritten signature in cursive script that reads "Bobbie Mayo".

Bobbie Mayo  
Supervisor II