

MINUTES

1. Call to Order

- a. The meeting was called to order at 10:30 am

2. Roll Call

NECPE Board of Directors

Balfour, Scott (A)

Brush, Cheryl (Ph)

Craven, Jason (A)

DeSisto, Steven (Ph)

Dickey, Mark (P)

Donovan, Anthony(A)

Duffy, Tom (P)

Fletcher, Kevin (A)

Jackman, John (P)

Jean, Bill (P)

Litchfield, Brenda (Ph)

Norwood, Chris (P)

Gerry O'Connell (Ph): 2014 Pres-Elect

1. President's Report – T. Duffy

a. Special Affiliate Training (C. Norwood):

C. Norwood inquired about special CPE training for affiliates at the last board meeting. C. Norwood asked Nancy McKellar if Catylist could provide special training. Nancy's response was that she could do this, but has been disappointed in the success of the webinars in the past year. C. Norwood said that one of the goals for 2014 is to offer affiliate training. This training could be done online. Other ideas may be to kick it back to an affiliate committee or perhaps have training at one of CIBOR's marketing sessions.

C. Norwood shared some cpe membership statistics: There are 139 CIBOR affiliate members of which 51 are members of NECPE, leaving 88 potential affiliate cpe members. CPE wants to be sure those 51 current members understand how to effectively use the database. Perhaps a date could be picked to get Nancy to teach those 51 how to set up and use cpe to their best advantage. Chris will provide the list of 51 affiliates to the board.

T. Duffy will take the first step and put together a pitch why affiliates should join CPE. Chris will also provide the list of the 88 CIBOR affiliates who have not yet joined CPE.

b. Nominations for 2014 NECPE BOD from each State (T. Duffy)

C. Brush will no longer be the VT rep for CPE. There are two possible candidates for VT including Meg McGovern of Donahue Associates and Donna Cusson of Sothebys in Barry. T. Duffy understood that S. Desisto and T. Donovan will remain with the board. Allison will contact MCAR and find out who the next President and BOD are for MCAR in 2014.

2. **Secretary's Report** – T. Duffy for J. Craven

- a. **MOTION** to accept the minutes of the December 19, 2013 meeting was **SECONDED AND APPROVED.**

3. **Treasurer's Report** – B. Jean

- a. **MOTION** to accept the month end Financials for November, 2013 was **SECONDED AND APPROVED.**

Tom Duffy said that he will be looking into better ways to maximize reserves in CPE.

4. **Office Administration Report** – A. Ropes

Allison reported that there have been no violations reported. Since the last meeting, there have been 5 inquiries into CPE: 1-MA, 3-NH and 1-Me.

5. **Membership Report** – A. Ropes

- a. Review New Members

Allison read the new members names off of the membership update as of Dec. 12, 2013.

6. **New Business:**

C. Norwood covered the new business and turned his past year responsibilities over to Brenda Litchfield. Chris updated the board on EDC links.

M. Dickey is working with the NEREJ. Currently we are waiting for a letter from Jason Craven. We are in the process of getting a logo and links for us. NEREJ would like a separate link for each state.

J. Jackman is handling the NH Business Review. A key contact at NHBR is on maternity leave. Nancy needs the logo and URL of their webpage for the links. Once Nancy gets all three logos/links, Catylist will work on it. It is more cost effective vs. working on one at a time.

NHDRED is not interested, but we will stay in touch with them. C. Norwood said that at the last two meetings there was conversation about Sanford, ME and DRED requesting the same thing; a data feed that gets filtered into their proprietary software. It has its own look and feel. They pay a lot to get it done, so they are able to get other sources such as, "for sale by owners." C. Norwood forgot to get pricing. Once that is done, the board can confirm how to price and mark up. Chris will get that information out to the CPE board.

The Union Leader is interested in free link.

In 2014, a regular item under the President's report will be EDC Report Update.

7. Adjournment:

- a. **MOTION** to adjourn the meeting was **SECONDED AND APPROVED**.
Meeting adjourned at 11:25 am.

Respectfully submitted,

Allison Ropes
Executive Officer