

**New England CPE  
Board of Directors  
July 18, 2019**

**Bedford, NH**

**10:00 am**

## **MINUTES**

1. Call to Order
2. Roll Call

NECPE Board of Directors P=Present/Ph=Phone/A=Absent

Bacon, Matt (P)	Jackman, John (P)	Malone, Mark (Ph)	Stallkamp, Christian (P)
Forte, Scott (A)	Jean, Bill (P)	Martin, Doug (P)	Valentine, Ralph (P)
Hersch, Jerold (A)	Johnson, Star (A)	Pascucci, Chris (P)	
Hirsch, Larry (P)	Lefebvre, Matt (P)	Perry, Greg (Ph)	

### **1. Secretary's Report – M. Bacon**

- a. **MOTION** to accept the minutes of the May 2019 meeting was **SECONDED** and **APPROVED**.

### **2. President's Report – D. Martin**

- a. Approve the Amended and Restated Bylaws June 2019 set forth by NAR. A **MOTION** was made to approve the updated June 2019 NECPE Bylaws. The **MOTION** was **SECONDED** and **APPROVED**.
- b. Update NECPE Marketing Committee:  
Discussed sponsoring an MCAR major event in 2020. The Marketing Committee reports continued success with social media platform. Please follow like and share on the platforms, including LinkedIn, Facebook, and our blog. Sharing articles is particularly helpful. Once shared it will pop up in more people's news feeds. Danielle has gone over and above the scope of work, and is curating articles for us to use. We as members need to do more to support her and create content. Kane sent us a press release, which we'll use. Content is content, so the type doesn't matter too much, we need to get more authored by NECPE members.
- c. **MOTION** and **SECOND** to amend Article 10 of Bylaws in accordance with NAR changes disseminated to board members, adoption of amendments to are subject to a majority of all shareholders. These changes are to stay in compliance with NAR Core Standards. Motion passed at NECPE Board level, but need to have CIBOR Board approve of these changes.

### **3. Treasurer's Report – B. Jean**

- a. A **MOTION** was made to accept the month end financials for May and June 2019. The **MOTION** was **SECONDED** and **APPROVED**.

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

- Since the last meeting in May there have been 14 inquiries for NECPE: 9 NH, 4 ME, 1 MA.
- As always I continue to monitor request for deletions/withdrawals. I have had a couple of violations where the company name was in the comments section, they were promptly removed.
- The Northshore commercial networking event at the Grill 110 in Haverhill was held July 11<sup>th</sup>. Salem Five sponsored the event. Romeo Danais sent me an email about the event. He said there were about 10 in attendance and he thought it was a resounding success. He said at least two deals were made during the session.

#### 5. **New Business**

Greg brought up some Maine happenings. In January, MCAR members attend the annual MEREDA conference. Attendance is usually from 600 to 1000 people. Brokers, lawyers, developers, and other consultants have a showcase in morning from 8-9, lunch hour, showcase from 4-5 pm, and consider it a premiere event. If we are interested, we should set up a booth reservation fairly soon. Setting up a booth would be a good idea to get to that audience and be involved with more presence in Maine. We want to approve, but Mark doesn't know the cost. Marketing committee was interested in it. We would have to put a booth together. This would require the registration fee, having a couple laptops ready, personnel to manage the booth, etc. It appears that a booth will cost \$800.00.

One thing for the board to contemplate about perception brought up by Matt: Among some Maine CPE members, there is a perception that they are paying for membership in NECPE and not getting benefit of CIBOR's classes. They don't know how to distinguish between the CIBOR notifications, and those that are CPE things. We should collaborate with Maine to publicize their classes in Maine. While we're at it, doing that with VT or MA sources may broaden services and new members as well.

We have data link with State of NH to view our CPE listings on the state website. This is done through GIS Planning out of CA. We have contract with State and GSP, whereby data is taken raw and GISP gets the raw data and feeds it into the state. The City of Concord Economic Development department wants this. GIS planning sells the software to Economic Development. City of Concord wants the data, but we need to explore which direction we'll offer. It will be tough to put that cat back in the bag since we're doing it, but need to show the difference. With the link on state, individual private people can put their own listings on because it's taking the raw data in, but if Concord goes through Catylist, they can't do that. Data integrity can become a factor in this as well. We will ask Nancy how much a link will cost.

Board consensus is that we prefer not to have raw data going through the GISP data. Preference is that we charge \$500 and give EDCs a link that they can frame in their own sites.

We had 2 contracts that Tenley reviewed, and they have expired with GISP and with the State. We would like to change if they do again, and not give them our raw data.

Matt and Ralph will address Concord's needs and bring back to the board. Economic Development director is Suzi Pegg. At the state level, we can work with Mike Bergeron, as he's very knowledgeable and good to work with in general, but also knows the business.

## 6. **Adjournment**

A **MOTION** to adjourn the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:51 am.

Respectfully submitted,

Matt Bacon  
Secretary