

**New England CPE
Board of Directors
Nov. 21, 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 (P)	Jean, Bill (P)	Martin, Doug (P)	Valentine, Ralph (P)
Hersch, Jerold (P)	Johnson, Star (P)	Pascucci, Chris (P)	
Hirsch, Larry (P)	Lefebvre, Matt (P)	Perry, Greg (Ph)	

Jeff Boufford: Treasurer 2020 (P)

1. Secretary's Report – M. Bacon

- a. **MOTION** to accept the minutes of the September 2019 meeting. TABLED till next meeting or will be sent out for electronic approval by end of Dec. 2019.

2. President's Report – D. Martin

- a. NECPE Governance Update:
Doug thanked outgoing members and welcomed Jeff Boufford to the executive board as Treasurer. Catie Medeiros and Ethan Ash joining as well.
- b. NECPE Marketing Task Force Update:
Our biggest priority is still needing help from our membership. We are looking to expand Danielle's role for us to curate content and her post it.
- c. NAR Annual Meeting Update:
Christian and Doug went to San Francisco, and a common topic is that there are a number of bigger commercial brokerages spending massive money on tech. Spent 45 minutes with Catylist looking through new web portal at Commercialexchange.com and saw new features including lots of mapping and demographics integration. It should be launched to us next year, though we've been hearing that for more than a year.

3. Treasurer's Report – B. Jean

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

- b. There was conversation about setting up Contract Renewal task force for the Catylist contract. We've been keeping our costs consistent at \$34 per member, per month. This may need to be raised.

President established Contract Renewal Task Force consisting of Scott, Ralph, Chris Pascucci, Christian, Matt Lefebvre, and Greg Perry. They will discuss and come back to the board with recommendations.

- c. Review and Vote on Budget 2020:
Finance is proposing a deficit budget as we did in previous years. The current forecast for the end of 2019 is well ahead of what budget was, which was also a deficit, but we're running a surplus. We have funds to support a deficit budget. Lots of this has come from membership growth and application fees.

A **MOTION** was made to amend the budget. Increase line item 6 by an additional \$1 per member per month for Catylist fees for 6 months beginning July 1 2020. The **MOTION** was **SECONDED** and **APPROVED**.

A **MOTION** was made to add to line item 14 \$ 2,500.00 for a two-day visit to NAR's Mid-Year Meeting. The **MOTION** was **SECONDED** and **APPROVED**.

A **MOTION** was made to approve the 2020 budget as presented by Bill Jean and amended items line item 6 and line item 14. The **MOTION** was **SECONDED** and **APPROVED**.

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

- Since the last meeting in September there have been 10 inquiries for NECPE: 5 NH, 4 ME, 1 MA.
- As always I continue to monitor request for deletions/withdrawals. I have had a couple of violation where the company name was in the comments section, they were promptly removed.
- Continue working with Task force posting articles,

5. **New Business**

No new business.

6. **Adjournment**

A **MOTION** to adjourn the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 11:10 am.

Respectfully submitted,

Matt Bacon

Secretary