

New England CPE
Board of Directors
May 20, 2021

ZOOM Mtg.
10:00 am – 11:00 am

MINUTES

1. Call to Order—10:00 AM
2. Roll Call

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

Ash, Ethan (P)	Farley, Cassie (P)	Lape, Danielle (A)	Roxo, Nate (P)
Boufford, Jeff (A)	Forte, Scott (P)	Lefebvre, Matt (P)	Stallkamp, Christian (A)
Canavan, Nicole (P)	Friedman, Joe (P)	Medeiros, Catie (A)	Wright, Bryan (A)
Culver, Rose (P)	Johnson, Star (P)	Perry, Greg (A)	

Ralph Valentine was guest on call.

1. **Secretary's Report** – S. Johnson

- a. **MOTION** to accept the minutes of the March 2021 meeting. **MOTION** was **SECONDED** and **APPROVED**.

2. **President's Report** – J. Friedman

a. **Yardi Update**

Scott Forte spoke to Yardi. They are looking to promote their product at a discount to CIBOR members, and at the same time, encourage members to post listings on Yardi (Commercial Edge). They are willing to "Sponsor" CIBOR for \$ 1,500, and give members a discount, in return CIBOR would send out one blast to members promoting their product. Joe wondered if there were issues regarding sharing listings.

b. **NECPE Marketing Task Force Update** – C. Stallkamp

Matt Lefebvre spoke since Christian was absent. Scott F. is also on the committee. We are continuing to post articles on the commercial business. Please send us any content that you see. We post press releases and major transactions. Not much else to report. Scott asked if it might be a venue to publicize new listings? Or, Commercial RE-related classes? Joe asked how members know about the postings, Matt replied word of mouth. Allison clarified that all postings are available in the Blog on NECPE.

c. **Catylist/NECPE Amendment to Contract Discussion**—Scott, Ralph and Joe

Scott Forte said that Catylist is asking for NECPE to give permission to use our data any way they see fit. We don't think this is a great idea and we shouldn't sign it. We need to start a conversation with Moody's. Ralph suggested that we go back and find a way to test the value of our data. Maybe link directly back to our site. A committee could look at this amendment, Scott Forte and Ralph Valentine volunteered; it was suggested we already have a committee, headed by Ethan, to determine the value of our

6. Adjournment:

A **MOTION** to adjourn the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:55 am.

Respectfully submitted,

Star Johnson,
Secretary