

MEETING MINUTES

1. Call to Order

2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent
- | | | |
|-----------------------|---------------------|--------------------------|
| Ethan Ash (P) | Garvey, Dave (P) | Martin, Doug (P) |
| Bacon, Matt (P) | Hirsch, Larry (P) | Robinson, Joe (P) |
| Boufford, Jeff (A) | Jean, Bill (P) | Stallkamp, Christian (P) |
| Callaghan, Tenley (P) | Johnson, Star (P) | |
| Forte, Scott (P) | Kingsley, Scott (A) | |
| Friedman, Joe (P) | Matt Lefebvre (P) | |

Invited Guests in Attendance: Dave Tanguay and Len Foy

3. Secretary's Report – S. Johnson

- a. MOTION to accept the minutes of the Nov. 2022 Board of Directors meeting.
MOTION was SECONDED and APPROVED.

4. President's Report – S. Forte

a. President's Update:

- Scott first introduced Dave Tanguay and Len Foy, 2 incoming BOD members who were attending the meeting, and asked them to say a few things about themselves.
- Scott reported no big updates. This is the last meeting with Scott as President. Matt Bacon taking over in 2023.
- Scott asked Ethan Ash to give an update on NECPE/Catylist:
 - Ethan reported that Scott, Matt L., Nicole Canavan and Matt Bacon are working on the data policy and renewal with Moody's/Catylist. They have gone back and forth for close to a year now. They have made some progress in controlling the leads...listings/leads will not go to 3rd parties. Confident it can be done. However, they are not budging on data ownership –it will be owned by Moody's, allowing them to export it; therefore, we are looking at two other options:
 1. FLEX MLS commercial. Nancy, and Richard, both formerly of Catylist are guiding us that way. Some positives are that we could still use the CPE website and have our data and leads; however, in order to do that, we would need to develop our own front facing website which will cost a minimum of \$25,000 to \$50,0000. The cost to our members would be \$17/mo. One or two other commercial boards are using FLEX; we do not think it is as good as Catylist.

2. The second option might be Crexi--Crexi is not willing to build a website similar to NECPE for us, but would offer significant discount vs. Catylist. Leads would come through their platform, which has a wider reach.
- The Task Force will meet in January, and be ready to make recommendations at January meeting, with a deadline for making a decision looking like February, and, things ready to go by June.
 - Scott asked if there were questions:
 - Dave G. asked if Moody's/Catylist has been uncooperative, and Scott responded, "yes".
 - Joe commented that, and yet, Catylist is still cheaper than CoStar
 - Scott stated Catylist's goal is to build their site to be on par with CoStar and LoopNet; and, all our listings would be on their site, but, it would mean, essentially, giving up our CPE site.
 - Ethan A. mentioned that all three options (Catylist—Commercial Exchange; Crexi; and FLEX) will decrease the value of NECPE: our listings won't be optimized to boost SEO for NECPE. Partnership with Crexi will be the biggest step down...at least with Catylist or FLEX we could still build ourselves a site by partnering with a developer, so as to properly index our listings.
 - Matt B. offered that NECPE.com will lose value.
 - Dave G. asked if we would lose ownership of our data in each case;
 - Scott responded that in the case of FLEX we would not; he then posed the question, that if, in the case of Catylist, we would not own our data, how much would it matter, if our listings were getting great exposure, isn't that our top priority?
 - Ethan said while in relationship with Catylist and their ability to share data with 3rd parties – a real concern is if we left the relationship at some point, the data would stay with them, and could still go to 3rd parties. It was asked how long our contract would be? Catylist is wanting a 3-year renewal, but, our recommendation is since we have yet to use their new platform – we should agree only to a 1- year contract at first while trying it out.
 - Scott F. mentioned that Moody's attorneys treat us like dirt, but we may be able to keep our data with Moody's.
 - Star J. mentioned that a general consideration in this decision-making process is our duty as Realtors to represent the best interests of our clients, in terms of listing exposure, presentation, etc.

- Matt B. responded to that, that while it's true under the Code of Ethics we have a responsibility to our clients, as members of the BOD, we have a fiduciary duty to our members to protect their interests. Tenley was asked her thoughts: she felt there is an issue of losing ownership of data, that members would need to be advised of this, and there might be some risk of exposure to BOD members regarding loss of data.
- Scott mentioned something about keeping copies of data, and also that members were welcome to sit in on the committee meeting on Wed., at 10 AM..

5. Office Administration Report – A. Ropes

- Since the meeting in October there have been 5 new applicants – 4 Realtors and 1 Affiliate.
- The Seacoast Marketing meeting is tomorrow and only in person from now on.
- NHCIBOR Membership renewals are coming in. To date we have 236 Realtors who have renewed and 55 affiliates. I will be sending out reminders to renew next week.
- The holiday party and installation of officers was held last Thursday. We had 90 people sign up, we had 12 no shows and 3 walk ins for a total of about 81 attending. We had 15 sponsors plus the jazz band who played for no charge. Income was \$ 8,355 less expenses at \$ 6855 for a profit at \$ 1,500.

6. Committee Reports:

a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley (Absent)
No Update

b) (Sponsorship) – J. Robinson

- Joe stated he was happy to hear the Holiday Party went well, and, they will continue with the website effort. Also, marketing for the golf event will begin soon, and they will be looking for sponsors.

c) (Education / Commercial Designation)—Joe Friedman

- Joe reported there was a flurry of events in Nov/Dec 2022, including Tenley's program, and a 1031 program. They are looking at programming/scheduling for 2023, don't have anything specific yet. Gerry O'Connell will chair in Feb 2023.

d) (Finance) – J. Boufford (Absent)..A. Ropes Presented

- The financials for Nov 2022 were placed on file for future review if necessary.
- Allison also reported that funds raised from the Summer Mixer and Golf Tournament had been transferred to CIBOR Cares.

e) (Grievance) – S. Johnson: Nothing new to report.

f) (Professional Standards) – L. Hirsh: Nothing new to report.

g) (Membership) – Bill Jean

1) MOTION to approve new provisional member applications (3 Realtors and 1 Affiliate) subject to names being published as per CIBOR bylaws—
APPROVED

2) Membership Update:

- Bill reported Realtor membership is still trending up, currently with 644 members, as opposed to 620 total in 2021, and that Affiliate membership growth, while slow, is starting to come back, indicative of value being offered members.

h) (RPAC/IMF) – Ethan Ash – Nothing new to report

i) (Public Policy Committee/Government Affairs) – D. Garvey

- Dave reported they expect a lot of bills to be introduced in 2023, but there will be a lot of gridlock, and few will be passed; he more bills having to do with water and housing.

j) (NHCIBOR Cares) – D. Martin:

- Doug reported he has worked with Allison to produce an accounting breakdown for NHCIBOR Cares to present, and then went over it, covering the time period Jan. 1 through Dec. 10, but not reflective of Tower of Toys accounting, which has not been completed at this date. A summary of what Doug presented follows:

Total Inflows: \$42,000 (including Golf Tournament: \$22,600, Summer Mixer: \$16,000)

Outflows:

Fees and Donations: \$19,550, say, \$20,000

Remaining: \$21,000+/-

Expected Toys for Tots Donation: \$10-15,000

- Donations went to 27 different groups, typically each in the \$250-3,000 range. Most were local charities, except the Jimmy Fund, which was made on behalf of the Mixer sponsor
- Bill Jean said they are working on finalizing the scholarship fund process, and expect approx.. \$10,000 to be devoted to that cause
- Doug followed that since its start in 2018, CC donations have totalled \$75,281. Also, Suzanne Brunelle, our attorney is helping CARES update their By-Laws

regarding BOD turnover. Doug expressed how amazing it is to see how CC has grown, and, thanked all.

k) (Forms) – T. Callaghan

- Tenley reported nothing new with the forms. Len Foy will be taking over the chair of the forms committee; they will work on determining members and meeting schedule.

7. New Business:

- Matt Bacon, incoming President, thanked Scott Forte for his service as 2022 BOD President.

8. Adjournment at 9:47 am

Respectfully submitted,

William Johnson
Secretary