

MEETING MINUTES

1. Call to Order
2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent
Ethan Ash (P) Hirsch, Larry (P) Robinson, Joe (P)
Bacon, Matt (P) Jean, Bill (P) Stallkamp, Christian (P)
Boufford, Jeff (P) Johnson, Star (P) Tanguay, Dave (P)
Forte, Scott (P) Kingsley, Scott (P)
Foy, Leonard (P) Lefebvre, Matt (P)
Garvey, Dave (P) Martin, Doug (P)
3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of the December 2022 Board of Directors meeting. **MOTION** was **SECONDED** and **APPROVED**.
4. President's Report – M. Bacon
 - a. President's Update:
 - 1) Need to appoint a Secretary for 2023 (CIBOR and NECPE)
Dave Tanguay will be Secretary for NHCIBOR. Allison will send him the template to use for the minutes and her notes she takes at the meetings.
 - 2) Need to appoint Liaisons for the Committee Reports Below
Liaisons are as follows:
Affiliate/Special Events: Scott Kingsley
Sponsorship: Joe Robinson
Education/CD: Larry Hirsh and Bill Jean
Finance: Jeff Boufford
Grievance: Star Johnson
Prof Standards: Larry Hirsch
Membership: Bill Jean
RPAC/IMF: Ethan
PPC Govt Affairs: Dave Garvey
NHCIBOR Cares: Doug Martin
Forms: Len Foy
 - 3) NECPE Task Force – Catylist Contract Negotiations
Ethan Ash spoke to the following: We have been looking at three platforms: Flex MLS, Catylist and Crexi. Crexi said they would match what we are paying, but they didn't. They are 50% more at \$75 per member per month. That cost is too much, and we wouldn't own the data or the leads. So, we won't go with Crexi. So now looking at Flex and Catylist. Flex wouldn't be able to get us on board till December, but that won't work because Catylist's contracts ends in June.

Sticking points in the negotiations are 1) We want to own our leads and be sure that our leads are not being provided to a 3rd party who sells our own leads back to us. 2) We want to start with a one-year contract – they tend to want a 3 year contract. 3) The current platform that Catylist is working on has been promised for year. We are reluctant to use the new system because it does have some mapping problems. We don't want to be forced into the new system until we deem it ready.

Also, NECPE's new system will lose SEO. There will be an NECPE page, but listings live on the national platform which hurt SEO. Listings are entered on commercial exchange. With NECPE we will always own a Copy of our data and CRE will still be competition for us. Our pictures and media won't be transferrable. Moody's wants to own our data.

Matt Bacon's concerns are that we don't want them to be ripe for an acquisition from Costar/Loopnet.

5. Office Administration Report – A. Ropes

- Since the meeting in December there have been 5 new applicants – 3 Realtors and 2 Affiliates
- NHCIBOR Membership renewals are coming in. To date we have 378 Realtors who have and 89 affiliates who have renewed. I will be sending out reminders to this week/next week to those who haven't renewed an
- Starting to work on the Golf tournament – getting it on the website, etc.
- Working with Education committee to get some classes approved for credit and on the website, etc. for the year.
- I sent the Commercial Forms update to Lone Wolf. They acknowledged receipt of it and they will get back to me with a phone call and/or email on the price, etc.

6. Committee Reports

a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley

Scott thanked Scott for the BOD gift. The golf event is being worked on by Joe and Jeff. The summer BBQ is in June and Scott will be working on the Summer Mixer soon. Scott brought up the idea of having a social event in which you could bring your spouses too. It wouldn't be a fund raiser or anything, but just a fun event which would cost little.

There have been events in the past such as these. Broker Open Houses, which were typically landlord, driven. Scott will look into his idea and bring up something at the next meeting.

b) (Sponsorship) – J. Robinson

Kicking off the golf event. A Save the Date will be going off soon. We will be building out the committee more this year.

(Education / Commercial Designation) – L. Hirsch and B. Jean

Allison will send off the calendar to Bill and Larry. Matt B. would like to sit in on the next

meeting.

- d) (Finance) – J. Boufford
 - 1) Financials for December 2022

Financials will be put in the file. Jeff noted that income was up 142% All in all everything is good. Matt B. said it is positive that we are bringing people in with application fees over tripled in amount.

Adam at Penchansky usually reviews NHCIBOR and CPE's financials for the previous year. June is usually the month giving time to get the taxes in order and reports done. And both NHCIBOR and CPE meet in June. Jeff will arrange to have Penchansky join our meeting in June.

- (Grievance) – S. Johnson
Nothing new to report.

- c) (Professional Standards) – L. Hirsch
Nothing new to report.

- g) (Membership) – Bill Jean
 - 1) MOTION to approve new provisional member applications subject to names being published as per CIBOR bylaws.
 - 2) Membership Update Approved

- h) (RPAC/IMF) – Ethan Ash-Stay on as liaison?
Nothing new to report. Ethan should have numbers in the next meeting. NHCIBOR seems to have the highest rates in the area. Allison reported that approximately 70% of the renewals do give to RPAC/IMF.

- i) (Public Policy Committee/Government Affairs) – D. Garvey-Stay on as liaison?
We met last week. Pat McDermott retired from Arnett. We are reviewing a new contract with Stu Arnett. Chris Norwood said that about 1,200? Bills were submitted. Matt B., David Choate, Chris Norwood and Joe Friedman attend the PPC meetings at the state level (NHAR.)

- j) (NHCIBOR Cares) – Doug Martin-Stay on as liaison?
Cares is very active. Raised about \$ 20,000 for Tower of Toys and that money went out to about 10 charities. Since the beginning of the year, we have already had 3 requests for help. We gave \$ 1,000 to a Veteran's Motorcycle club, Teen Challenge and a charity that Matt B's mother works for – a quilting organization.

- k) (Forms) – Appoint Len Foy? He is now committee chair for forms taking over for Tenley Callaghan. Len will talk to Tenley about the process, etc. Len did go through the new Purchase and Sale – he thought it looked good. Scott Forte said he would go over the process and the new P&S changes with Len.

7. New Business

Scott wanted to be sure that everyone got their BOD gift.

In the December meeting it was brought up that CIBOR should have a report at minimum yearly from Cares. Doug said that he went over all those financials and accounting of the events in the December meeting. The numbers are actually in the December minutes. Cares does keep a running list/tally of charities donated to. Allison is still closing out Cares books and once that is

done, we can get that info. CARES BOD will be meeting Feb. 14th.

8. Adjournment at 9:55 am

Respectfully submitted,

Dave Tanguay
Secretary