

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 (A) Kingsley, Scott (P)
Foy, Leonard (A) Lefebvre, Matt (P)
Garvey, Dave (P) Martin, Doug (P)
3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of the May 2023 Board of Directors meeting.
MOTION was **SECONDED** and **APPROVED**.

4. President's Report – M. Bacon

- a. President's Update:

- 1) NECPE Task Force – Contract Update

The contract was signed and Task force was thanked for all of their work.

Matt B. wanted to run a concept by the board to consider putting together a strategic plan review. What are we doing? What do differently? Prepare for CIBOR/CPE for the next 10 years.

(Allison looked up after the meeting: the last strategic plan was done with a facilitator, Roger Turcotte in 2016.)

Matt L. said at the Statewide meeting Wilma Willson gave the story of CIBOR. It was the first CID. Matt agreed that we have a huge history, and we should look to see what our future will look like. Hopefully the organization brings out the next step...collaboration, work with others? Maybe CCIM can develop a course with us?

Larry H. said there is no interest in a certification, we are improving offerings of the education program. Jeff thought we should look 10-20 years ahead...provide continuity among boards, raise professionalism, lighten the work load.

We should have a strategic plan review; decide which direction we want to go. Look at the threats to our industry. We have been in a reactive position. AI? What are the threats/challenges to our industry?

We will create a task force to take this on. Ethan Ash will volunteer. It would be nice to see Chris Norwood. We should reach out to people on the board to volunteer. A NECPE Rules task force was created and Matt L. is on that.

5. Office Administration Report – A. Ropes

- Since the meeting in May there have been 9 new applicants – 6 Realtors and 3 Affiliates.
- The Golf tournament is next Monday and we are all set to go. The tournament is sold out.
- Now getting geared up for Summer Mixer.
- The BBQ was last Thursday and Chris Norwood was Realtor of the Year and Dave Silva Affiliate of the Year. The basket raffle to benefit RPAC/IMF made \$ 600.00. There were 100 who signed up for the BBQ...I am guessing about 60 – 65 showed up.
- The CORE class is next Friday. We have 20 signed up for In Person (at capacity) and 7 online so far.
- All NECPE invoices have been mailed out and sent out electronically. Payments are coming in.

6. Committee Reports:

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

There were 10 of us at the social. The social was relaxing and fun. Now getting started on the Summer Mixer and getting the word out. 8 Sponsors so far. Good turnout at the BBQ. Jeff B. mentioned golf is going good for Monday.

b) (Sponsorship) – J. Robinson

Nothing further to report. Marie B. is working on the NH Community College scholarship program.

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

Nothing new to report.

d) (Finance) – J. Boufford (Matt B. for J. Boufford)

Financials were reviewed and will be put on file. Jeff pointed out that the Cambridge Trust account was moved into a money market. Doug M. mention that you can get more if put into savings vs. a money market...4 ½ % Doug M. said Marcus (?) online savings rate is a good idea. It would be completely responsible to move the money to Marcus Online. Jeff will look into it.

e) (Grievance) – S. Johnson

Nothing new to report.

f) (Professional Standards) – L. Hirsh

Nothing new to report.

g) (Membership) – B. Jean

- 1) MOTION to approve new provisional member applications subject to names being published as per CIBOR bylaws—**APPROVE**

- 2) Membership Update

h) (RPAC/IMF) – Ethan Ash

Nothing new to report. Update from BBQ 600 was made for RPAC.

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

The main focus was realtor day at the state house after meeting a NHAR HQ. Attorney member of real estate committee is leaving and discussed potential replacements. They have 6 potential replacements.

Bills about 445 relative to OPLC funding laid on the table. Sitting there no action.

SP 224 Housing and 145 Housing Champions moving ahead.

Lots of bills going into conf committee for discuss

j) (NHCIBOR Cares) – D. Martin

Thanks for everyone involved. Donating in the names of Realtor of Year/Affiliate of the year.

Let us know if there are causes to support.

k) (Forms) – L. Foy

No report – L. Foy Absent

7. New Business:

None

8. .Adjournment at 9:55 am

Respectfully submitted,

Dave Tanguay
Secretary