

MEETING MINUTES

1. Call to Order
2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent
Ethan Ash (P) Garvey, Dave (P) Robinson, Joe (P)
Bacon, Matt (P) Hirsch, Larry (A) Stallkamp, Christian (P)
Boufford, Jeff (P) Jean, Bill (P) Tanguay, Dave (P)
Canavan, Nicole (P) Kingsley, Scott (A)
Dano, Brian (A) Lefebvre, Matt (A)
DeMello, Kathy (P) Nesmith, Laura (P)
3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of the December 2023 Board of Directors meeting. **MOTION** was **SECONDED** and **APPROVED**.
4. President's Report – Ethan Ash
 - 1) Need to appoint liaisons to committees Christian Stallkamp will be liaison for Grievance. Laura Nesmith will be liaison for Cares.
Still need a liaison for Forms. Len is no longer on the BOD.
 - 2) NHAR Podcast and commercial involvement – C. Stallkamp
Doug Martin and Christian Stallkamp have been on NHAR's Communication committee. NHAR is building a podcast studio. It is important for NHCIBOR to have a presence. Ethan Ash mentioned that he will volunteer and help with a short message every other week. Want to show the public a positive professional image of commercial Realtors.
5. Office Administration Report – A. Ropes
 - Since the meeting in Dec there have been 6 new applicants – 4 REALTORS and 2 Affiliates.
 - Lynne Bagby's 1031 Tax Exchange class will be Monday, Jan. 29th, 2024 and will be hybrid. It will be held in person at TFMoran office in Bedford. So far there are 20 signed up...13 in person and 7 online.
 - Both the golf event and Summer Mixer are on website. And 2 foursomes have already signed up for golf. And the BBQ and next year's Holiday party are on there as well.
 - Allison is looking into signing up for the Real Estate Workshop on Feb. 9th that the OPLC is hosting. A topic covered is CE Broker Training and Course Approval which I think will be helpful. I have emailed them to see if they will allow me to attend.
 - This is the year for checking on Code of Ethics requirement for NAR. I will be sending out blasts and posting on the website. NHAR is having an online Professional Standards Training and Code of Ethics class on Feb. 5th 9-1 pm. You need to sign up online. That class is pending 4 credit approval. There will be another course in person on June 4th – details to follow on that.

6. Committee Reports:

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
No report – S. Kingsley absent
- b) (Sponsorship) – J. Robinson
Jeff B. said there was a golf meeting this week. They are very much in the fund raising mode. Goal is \$ 30,000. Scott K. is on the golf task force. There are two new members on it.
- c) (Education / Commercial Designation) – L. Hirsch/B. Jean
Bill Jean reported that Dave Gambaccini is in discussion with CCIM. CCIM signed nationally with KW offering abbreviated courses.
- d) (Finance) – J. Boufford
 - 1) The financials for Dec. 2023 were reviewed and placed on file.
- e) (Grievance) – Need liaison.
Moving forward Christian will be the liaison. Allison reported nothing new to report as she would here about any grievance firsthand.
- f) (Professional Standards) – L. Hirsh
L. Hirsch absent. No 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.
- i) (Public Policy Committee/Government Affairs) – D. Garvey
Senate bill 480 put in by the realtors, trying to fix the licensing nightmare, course approval, discussion with head of commission. Willingness to increase fees if there were better services. Met with Ralph and D Choate on public policy, only a handful concerned with CRE, soil based zoning is an upcoming issue, DES trying to tighten things up, waterfront site reviews, creating mandated issues if within the 250 feet. Affordability bill came in with some money in the budget for affordable housing, lead abatement fund, zoning/planning board with correction to that language, des is looking for inspections on any and every property, candidates into the public policy committee to speak once designated. New members for housing appeals board, next meeting Feb 8th .
Spirited conversation regarding avoiding too much power on a single board/town. No more than 1 of a planning or zoning board or related boards and no more than 3.
- j) (NHCIBOR Cares) – Laura Nesmith

Cares is taking in applications.

k) (Forms) – Need Liaison

Christian thought we might want to look at PFAS in our forms as the MLS new regulations are coming into play.

l)

7. New Business:

Ethan said that NECPE has unlocked a test drive on a new system. At the top of the homepage there are 3-5 videos available. NECPE task force said that it will be given to all members before the next BOD meeting in March. Allison mentioned she had no idea this happened and she would like to see the new system.

8. Adjournment at 9:51 am.

Respectfully submitted,

Dave Tanguay
Secretary