

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 (P)	
Dano, Brian (P)	Lefebvre, Matt (P)	
DeMello, Kathy (P)	Nesmith, Laura (P)	
3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of the January 2024 Board of Directors meeting. **MOTION** was **SECONDED** and **APPROVED**.
4. President's Report – Ethan Ash
 - a. President's Update

Matt Bacon pushed to set up liaison on NECPE Task Force. It was originally Data Policy Task force and now in transition to the new Catylist System. Allison will put on the agenda moving forward, the Transition to the New Catylist System. Matt L, Matt B, Nicole and Ethan Ash were on the standing committee for contract negotiations and then changed to Data Policy and now the new system. Matt Lefebvre volunteered to be the liaison and will report every month.
5. Office Administration Report – A. Ropes
 - Since the meeting in January there have been 4 new applicants all REALTORS.
 - Lynne Bagby's 1031 Tax Exchange class was held Monday, Jan. 29th, 2024. It was held via Zoom because of the snowstorm. We had 32 sign ups and there were 28 in attendance. Income at \$ 1,140.00. No expenses associated with this class.
 - Allison attended the NH RE Commission workshop on Feb. 9th thinking that she would learn more detail about the process of applying for instructor and course credit. That wasn't the case. She just learned about the new software, CE Broker in which real estate sales people will have to use for licensing. There were a few instructors there, John Doran, The Real Estate Institute and Shannon Aldrich who had concerns about some of the fields for input. The workshop is posted online on the NH REC website.
 - Allison will be working on getting instructors and a social media class approved. The course is tentatively scheduled for March 22nd, Friday, 9-11 with a company called Social HQ. The class will be held at their office in Londonderry. We may offer a virtual option too.

6. Committee Reports:

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
The January Seacoast meeting Scott reported 45 people attended with only 9 Realtors. Twenty percent drop. At Statewide, 28 attended with 4 Realtors. We usually have 2 or 3 more Realtors in attendance. Dylan Cruess is on board for the BBQ. The Summer Mixer is on for August 8th.
- b) (Sponsorship) – J. Robinson
We had a committee meeting. Golfers and sponsors are signing up. I believe with a tick up in temperature, more sign ups with Golf. Website is live. Flyer is circulated. It would be great if members of the BOD could help out with the event.
- c) (Education / Commercial Designation) – L. Hirsch/B. Jean
Larry is absent and Bill did not attend the education meeting, so Allison updated. Hoping to have a class with Social HQ in Londonderry. We will try for credits. It will be held in Londonderry on March 22, 11-1 pm. Most likely it will be hybrid. Trying for a class for April 12th 9-12 titled Financing Commercial RE. Lydia is also looking at approved Commercial Courses online at NH REC.
- d) (Finance) – J. Boufford
 - 1) The financials for February 2024 were reviewed and placed on file.
- e) (Grievance) – C. Stallkamp
Nothing new to report.
- f) (Professional Standards) – L. Hirsh
L. Hirsch absent. Allison reported 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 – Approved. It was brought up that maybe we should consider doing a promo piece for Affiliates. We could possibly hand out at the golf tournament. Stephanie Croteau was mentioned as someone who could help out with that.
- h) (RPAC/IMF) – Ethan Ash
Nothing new to report.
- i) (Public Policy Committee/Government Affairs) – D. Garvey
There is a lot of legislation. 480HB addresses waiting time on calls at OPLC. The time is down for some, but tier 1 and 2 waiting time is up. OPLC wants to drop a dedicated person for REC. Lots of complaints haven't been touched in 6-7 months. It is not transparent. SB249 short term rental – NHAR opposes. HB103 septic and site assessment NHAR is opposed. HB1362 – rent stabilization comes back every year. Towns could institute rent control. NHAR opposes. HB 359 – appeals by abutters. SB454 – Transfer Tax into

Housing Fund.

Beth Fisher stepped down at Housing Appeals Board. They are looking for another real estate sales person. 25 cases pending.

j) (NHCIBOR Cares) – Laura Nesmith

Thanks to Scott, Joe, Jeff helping Cares to raise funds for our recent scholarships. 6 of them. Looking at applications.

k) (Forms) – Need Liaison

Len Foy is not a member of CIBOR anymore. Bill Jean may be the liaison. Laura Gandia is a lawyer and member of CIBOR. She agreed to secure a spot on Forms and PPC. Suzanne Brunelle will serve on Forms committee. Ethan and Bill will reach out.

Forms were reviewed by MLS Residential and they are clean, commercial forms are nebulous. PFAS disclosure didn't pass. Check in with Chris Norwood.

7. New Business:

8. Adjournment at 9:49 am.

Respectfully submitted,

Dave Tanguay
Secretary