

**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)                      Jean, Bill (P)                      Tanguay, Dave (P)  
Boufford, Jeff (P)                      Kingsley, Scott (P)  
Canavan, Nicole (P)                      Lefebvre, Matt (A)  
Dano, Brian (P)                      Nesmith, Laura (A)  
DeMello, Kathy (P)                      Reagan, Kim (P)  
Gaffney, Kyle (P)
3. Secretary's Report – D. Tanguay
  - a. **MOTION** to accept the minutes of the January 2025 Board of Directors meeting. **MOTION** was **SECONDED** and **APPROVED**.
4. President's Report – K. DeMello  
President's Update  
The discussion focused on NECPE's issue of unlicensed individuals posting listings. While brokers may be licensed, some agents are not, and the OPLC has failed to enforce regulations. Ralph Valentine clarified that enforcement falls under the Attorney General's jurisdiction, not the OPLC, meaning violations must be addressed through that office. A potential solution is adding a state licensing verification field in NECPE profiles and implementing a flagging system. This issue will be revisited next month.  
Regarding meetings, Kathy suggested reducing the frequency of Zoom meetings in favor of in-person gatherings every other month. TFMoran offered a meeting space, but Nicole opposed the idea due to travel concerns (150 miles). Kyle proposed a compromise of holding in-person meetings twice a year, potentially aligning one with the Statewide meeting on the second Wednesday of the month in Londonderry. Since in-person NECPE BOD meetings were deemed impractical, a quarterly in-person BOD meeting was suggested. Kathy will review the calendar to finalize a schedule.
5. Office Administration Report – A. Ropes
  - Since the meeting in Jan there have been 9 new applicants – 5 REALTORS and 4 Affiliates.
  - RI NECPE members are slowly coming on board. Currently, there are 15 who have paid dues and 19 RI members still unpaid/inactive.
  - The CORE class was held on Friday, Feb. 7<sup>th</sup>. There were 17 who attended with one having to leave early and one joining late. Two were no-shows. Income at \$ 675 less expenses at \$ 350 for \$ 325 profit.
  - NECPE Training was held Feb. 4<sup>th</sup> and Thursday Feb. 6<sup>th</sup>. I attended Feb. 4<sup>th</sup> and there were about 41 in attendance and Feb. 6<sup>th</sup> class had 37 attend.
  - All the events and classes for 2025 are on the CIBOR website. I sent out a blast to members on Feb. 13<sup>th</sup>. The next class Agency is April 4<sup>th</sup> and I will start marketing that next week.

- As of Feb. 18<sup>th</sup>, Realtor dues renewed total \$ 84,590 and budget is for \$ 93, 475 so renewals are at 95.5% of the budget. Affiliate dues renewed total \$ 16,200 and budget is \$ 18,975 so renewals at 85% of the budget.
- As of Feb. 18<sup>th</sup>, 17 Affiliates haven't renewed and some of those have been members for years. I did send them all an individual email letting them know. I may call them. There are 9 that have been around for a while. There are 65 Realtors who have not renewed and have not let me know either way. There are 15 Realtors who let me know that they are inactivating their licenses or retiring.

6. Committee Reports:

- (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley  
The kick off event is the Golf Tournament. Jeff B. said golf event is June 9th. Sponsorships are filling up. TFMoran BBQ is June 19th, and Summer Mixer August 7th. Marie Bodi will be putting on an after hours networking event in October. Great idea to bring guests to these events to possibly add in new members. The value of these events is the networking.
- (Sponsorship) – J. Robinson  
Nothing further to add.
- (Education) – B. Jean  
The calendar is populated. The committee met the other day and we discussed the challenges with CE Broker. We are tossing around the idea of having education on the CE Broker software.
- (Finance) – J. Boufford
  - 1) Financials for Jan. 2025 – were reviewed and will be placed on file.
- (Grievance) – M. Bacon  
Nothing new to report.
- (Professional Standards) – M. Bacon  
Nothing new to report.
- (Membership) – B. Jean
  - 1) MOTION to approve new provisional member applications subject to names being published as per CIBOR bylaws—**APPROVED**
  - 2) Membership Update
- (RPAC/IMF) – Ethan Ash  
10% of CIBOR members contribute to RPAC. State is at 47% of goals as of 12/31/24.
- (Public Policy Committee/Government Affairs) – D. Garvey  
8 or 9 bills were discussed. OPLC, majority bills – China bill, sale or lease of property near bases in NH. Dam bill to fund dam repair through frontage tax (not going to make it.) The

end of the tenancy is grounds for eviction. SB is residentially oriented. The Durham bill HB47 – 3 unrelated people living in one unit. Matt B. said proactive legislation out to the house floor. HB342 NHAR supports for housing approval process – not even out of committee yet. HB459 is still in committee – sewer and acreage – reduce min. lot size. SB162 restrictions ownership.

j) (NHCIBOR Cares) – Laura Nesmith

Bill Jean said Cares processed requests last month and \$15,000 in school scholarships was awarded. Bill will get the names to Nate Robinson to be put on social media. Kathy would like the list as well.

k) (Forms) – B. Jean

Matt Johnson is working on PFAS form. Matt B. will share if he has those forms.

l) (NECPE: Transition to New Moody's/Catylist System) – Matt L. Absent

Kim said that BHHS had training with Shane. There were 25 on the call. Ethan said that when you see mistakes or issues with searches please email it to Shane. Pulling it from GIS.

m) (Strategic Planning Committee) – Matt B.

Nothing new to report.

7. New Business:

No new business

8. Adjournment at 10:02 am.

Respectfully submitted,

Dave Tanguay  
Secretary