

MEETING MINUTES

1. Call to Order
2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent

Ethan Ash (Person)	Garvey, Dave (Zoom)	Robinson, Joe (A)
Bacon, Matt (Zoom)	Jean, Bill (Person)	Tanguay, Dave (Person)
Boufford, Jeff (Person)	Kingsley, Scott (Person)	
Canavan, Nicole (Zoom)	Lefebvre, Matt (Person)	
Dano, Brian (A)	Nesmith, Laura (Person)	
DeMello, Kathy (Person)	Reagan, Kim (Person)	
Gaffney, Kyle (Zoom)		
3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of the March 2025 Board of Directors meeting.
MOTION was **SECONDED** and **APPROVED**.
4. President's Report – K. DeMello
President's Update
NECPE issues: Hot and heavy on the NECPE issues, state of Maine sent out a memo to commercial brokerages talking about how upset they are with NECPE and suggesting that they may have to break away from NECPE and do something else. A meeting was held on 4/16 of the NECPE board, the entire set of action items was called to call key players. we are aware of the issues, and if there is anything they would like to input, we need to put a timeline in place with Moody's for a timeline. Dues invoicing is coming in. Kathy is nervous about the dues coming in; there are two-fold things to be addressed on the platform, only 200 of 600 have attended training. Kathy sent out her notes and is looking for direct feedback.
5. Office Administration Report – A. Ropes
 - Since the meeting in March there have been 9 new applicants – all REALTORS.
 - The Agency class was held Friday, April 4th. There were 4 in person and 13 on zoom. One no show online. Income at \$ 650.00 less expenses \$ 350.00 for a profit \$ 300.00.
 - Next class is Commercial Building Inspections to be held in person only on May 2nd at Keller Williams office in Portsmouth from 9 – 11 am for two NH CE Credits. So far I have 5 signed up.
 - I sent out a blast asking for nominations for Realtor and Affiliate of the Year for 2025. The winners of ROTY and AOTY are presented a plaque at the TFMoran BBQ in June. The BBQ is scheduled for Thursday, June 19th 2025 from 5 to 7:30 pm. The committee consists of the past two ROTY and AOTY's plus the President:

- ROTY 2024: Brian Dano
ROTY 2023: Chris Norwood
AOTY 2024: Ryan Theil
AOTY 2023: David Silva
- Continuing to work on the golf tournament.
- The Summer Mixer is open for sign ups on the website.

6. Committee Reports:

- (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
June 9th golf tournament, 4th annual, slightly ahead of last year, June 19th TF Moran BBQ, Summer Mixer August 7th, last meeting on April 9th and the room had 55 participants for NH CIBOR monthly meeting, how we promote CIBOR and help grow the membership, something new plan with Marie Bodi for business after hours tentatively for October 15th. The December event is on the 2nd Thursday, December 11th.
- (Sponsorship) – J. Robinson - Absent
- (Education) – B. Jean
Meeting on a regular basis, calendars on website for the year, may look to offer other training to the membership for NECPE and the like.
- (Finance) – J. Boufford
 - 1) Financials for March 2025 – were reviewed and will be placed on file. Balances discussed, everything looks to be in order, total assets up 19% from last year, liabilities up over 50%, although it is nothing irregular. Budget vs actual income is 70% of the budget, and expenses are inline, 23% of the budget for expenses.
- (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 –4 new relator members, no affiliates
 - 3) First decrease in membership, slight as it may be, 489 realtor members, .2% decrease, 279 primary, 210 secondary, 103 affiliates, 598 total members
- (RPAC/IMF) – Ethan Ash
56% of the goal for the year, 34% contribution, a little bit ahead of schedule
- (Public Policy Committee/Government Affairs) – D. Garvey
Did not meet this month, there are 8 bills SB82 is very contentious, a large fight about overruling local rule, nothing else to report.

- j) (NHCIBOR Cares) – Laura Nesmith
A few more applications were approved, things are continuing on
 - k) (Forms) – B. Jean
Met with Matt Johnstone, a couple of very minor updates that should be sent out shortly
 - l) (NECPE: Transition to New Moody’s/Catylist System) – Matt L.
Matt has new information from the meeting with Maine, looking to call a meeting with prior taskforce to review and see what else can be done. Need to do SEO for the platform to help generate leads on the platform. More competition on page 1 for Google searches.
 - m) (Strategic Planning Committee) – Matt B.
Matt handed out an draft of the existing strategic plan and the proposed strategic plan. Looking for that to be identified and reviewed by next meeting.
7. New Business:
Kim brought up the NAR requirement for code of ethics training. It will be a requirement for all licensed realtors. There is a free class on the NAR website, takes less than 2 hours. How does that requirement get reported back to NHCIBOR, Suggested to send something out to the membership to make them aware of the requirement.
8. Adjournment at 9:49 am.

Respectfully submitted,

Dave Tanguay
Secretary