

MEETING MINUTES

1. Call to Order

2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent
- | | | |
|---------------------|---------------------|-------------------|
| Ethan Ash (P) | Garvey, Dave (A) | Robinson, Joe (P) |
| Bacon, Matt (P) | Jean, Bill (P) | Tanguay, Dave (P) |
| Boufford, Jeff (A) | Kingsley, Scott (P) | |
| Canavan, Nicole (A) | Lefebvre, Matt (A) | |
| Dano, Brian (P) | Nesmith, Laura (A) | |
| DeMello, Kathy (P) | Reagan, Kim (P) | |
| Gaffney, Kyle (P) | | |

Guest: Adam Lord – Penchansky – To present NHCIBOR Financial Review 2023 (approx. 9:45 am) Adam reviewed the financials 2023 and 2024.

3. Secretary's Report – D. Tanguay

- a. **MOTION** to accept the minutes of the April 2025 Board of Directors meeting.
MOTION was **SECONDED** and **APPROVED**.

4. President's Report – K. DeMello

a. President's Update

There have been some NECPE issues. Kathy contacted 6 ME brokers and 2 got back to her. Kathy has a list of issues that we will talk about in NECPE board meeting. She wants to get together with Shane on the specific areas to be dealt with.

Ralph Valentine called the other day regarding the Political Policy Committee. In the past it was the Past Pres. Of Cibor who chaired the committee. Ralph wants to talk about how to move on with it. Ralph will be on the agenda next month. Matt B. is interested in the position.

5. Office Administration Report – A. Ropes

- Since the meeting in April there have been 9 new applicants – all REALTORS.
- The Commercial Building Inspections was held in person only on May 2nd in Portsmouth for 2 credits. We had 16 sign up and 9 showed up.

- The next class is Risk Management Class to be held hybrid on Friday June 6th at TFMoran office in Bedford. So far I have 4 attending – 3 in person and 1 Zoom.
 - I sent out a blast asking for nominations for Realtor and Affiliate of the Year for 2025. I have received two nominations for ROTY and one for AOTY. The nominations have been sent onto the committee for decision to be made. 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.
 - Continuing to work on the golf tournament.
 - The Summer Mixer is open for sign ups on the website.
6. Committee Reports:
- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
Joe Robinson final push for golfers. Based on registrations and sponsorships it looks like a successful year. August 7th is the Summer Mixer. McNabb Properties is going to do a business after hours most likely in October on the Seacoast. It was mentioned that at some of the marketing meetings nonmembers promote their own events. The moderator sets the rules of the room. We should promote nonmembers to joining CIBOR. A QR code might be a good idea on the sign up sheets. Allison will produce a QR code.
 - b) (Sponsorship) – J. Robinson
Nothing to add. Spoke to Affiliate and Special events.
 - c) (Education) – B. Jean
Allison mentioned that the Ed Committee met yesterday. 2025 is all set. We hope to go back to writing up our own courses in 2026. Lydia will be stepping down as Chair of the committee next year.
 - d) (Finance) – J. Boufford (Absent – Allison reviewed)
 - 1) Financials for April 2025 – were reviewed and will be placed on file.
 - e) (Grievance) – M. Bacon
Nothing new to report.
 - f) (Professional Standards) – M. Bacon
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—**APPROVED**
 - 2) Membership Update
 - h) (RPAC/IMF) – Ethan Ash
Nothing new to report.
 - i) (Public Policy Committee/Government Affairs) – D. Garvey Absent
Matt Bacon spoke on behalf of Dave Garvey and provided an update. Meetings continue

to occur at the state level and committees are reviewing various bills to determine their impact.

j) (NHCIBOR Cares) – Laura Nesmith Absent
No report.

k) (Forms) – B. Jean
Nothing new to report.

l) (NECPE: Transition to New Moody's/Catylist System) – Matt L. -Absent
Nothing new to report.

m) (Strategic Planning Committee) – Matt B.
Matt B. passed out the plan. Not a whole lot was changed. One thing mentioned is if Allison needs support in the future, we can look at that.

7. New Business:
No new business.

8. Adjournment at 10:00 am.

Respectfully submitted,

Dave Tanguay
Secretary