

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 (A) Tanguay, Dave (A)
Boufford, Jeff (A) Kingsley, Scott (P)
Canavan, Nicole (A) Lefebvre, Matt (P)
Dano, Brian (P) Nesmith, Laura (P)
DeMello, Kathy (P) Reagan, Kim (P)
Gaffney, Kyle (P)
3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of the May 2025 Board of Directors meeting.
MOTION was **SECONDED** and **APPROVED**.
4. President's Report – K. DeMello
 - a. President's Update

Kathy went to Washington DC. Reported that a lot is going on with the commercial boards. Met with Maggie Hassan's aids. Did not meet with Jean Shaheen but met with her Senior Aid who was very good. Overall good legislative meeting.

On the NECPE side, we will be meeting with Shane Hayes next Wed. Kathy reiterated that NECPE members should take the training classes for the new platform.

- 1) Ralph Valentine – approx.. 9 am – a) Shareholder Report re: most recent shareholder meeting b) Status of NHCIBOR PPC Committee c) Suggestions for by-law change

Bob James gave a presentation regarding the extra profits that Prime MLS has. Prime MLS is sitting on 5 or 6 million cash by design and is looking to distribute the profits. There was no action taken on his proposal. Dues were raised a couple of years ago to buy into new technology. Question is how do you prorate the dollars by membership? NH CIBOR has +/- 4 of total membership. Or by boards of which there are 29 votes and 26 boards said this would be unfair. I wanted to bring this up because the issue might come up again at future shareholder meeting. There were no questions.

Ralph has chaired the PPC for 7 or 8 years. It used to be the policy that the outgoing President would chair it, but that was changed 7 or 8 years ago when Ralph agreed to chair it. Ralph will

be stepping off probably effective next meeting. Many on CIBOR's PPC committee also go to NHAR's PPC meetings. Ralph approached Joe Friedman for taking over the Chair, but he is now Chair for the Durham Town Council. There are about 14 on the committee and usually a core of 7 or 8 show up regularly. CIBOR's PPC committee could use some new blood. Matt Bacon is a strong candidate. Ralph and Dave Garvey agree it is good to have continuity and have a chair serve for a few years vs. having the Past Pres. It should probably be up to the committee to decide what to do. Ralph will bring this up at the next PPC meeting which is next Friday.

Ralph mentioned that there are a lot of listings by non-licensed brokers. Perhaps we should consider changing the CPE By-Laws to consider a change if list a property in NH everyone on listing has to have a license in NH. Matt B. said that an owner can take their own listing – we don't control that. We can be watchdogs – you would have to file a complaint. Ethan said that perhaps we could put a flag in the profile. Ralph said the fine is greater of \$ 10,000 or economic gain of infraction. These claims are investigated by the Atty. General.

Last item regarding disclosures. Added PFAS to P&S. The mandatory disclosure updated for seating capacity. Shoreland Protection changed dramatically.

5. Office Administration Report – A. Ropes

- Since the meeting in April there have been 9 new applicants – 5 Affiliates and 4 Realtors.
- The Risk Management class was held in person and online on June 6th in Bedford for 3 credits. 7 attended online and 5 in person. There were no no shows. Income \$ 420 less \$ 350 expenses for a profit \$ 70.00.
- The next class is Sept. 5th – 9 to noon for 3 credits: Ethics. It will be hybrid and held at TFMoran in Bedford. The class meets NAR's mandatory Code of Ethics requirement for the term Jan 1 2025 to Dec. 31, 2027.
- The golf tournament was held June 9th and the preliminary number for profit and donation to the Cares Scholarship fund is approx.. \$ 20,500.
- BBQ is this afternoon. Have 104 signed up.
- New Member Orientation is Monday June 23rd 9-11. It is being held both in person and online. So far I have 16 in person and 17 online totaling 33.
- The Summer Mixer is open for sign ups on the website. Working on invoicing, gathering logos and ads.
- NECPE renewals are coming in. All hard copy invoices have been mailed out. NECPE invoices were also sent out electronically about a month ago.
- The Summer Mixer is open for sign ups on the website.

Matt brought up that the calendar on the website only goes to October 8th. If you click on the future events it goes round and round. Allison will report that to the website company to fix.

Kim asked if the QR code was fixed. The first code produced was from a free program and I didn't realize the code would not work after a month. If I bought the software it would be \$

60.00 per month so I looked for another free QR code software and found one. I have sent the code to Ethan to pretty up if he can to use.

Kim said maybe next year we can have some sort of a QR code so that members can sign up and pay online. Allison said that you can't pay online for new members. Kim didn't agree with that and believes that we are hindering new members from joining. The only way we can set up online would be there account would have to be set up on NAR's website before they pay. Then I would have to send a link and check everyday to see if they paid. I don't get auto reports from NAR.

Kim brought up the forms issue with non members using the forms. There are currently no consequences for illegal use of NHCIBOR's forms. On the bottom of the forms there is the name of the person who generated the form, but this is easy to erase and add your own name. A complaint can be filed under the Code of Ethics but it can only be done if it is a fellow Realtor member. Perhaps it might be a good idea to draft a statement to entire CIBOR community and have Allison blast it out that they are in violation of the code of ethics. Kathy will work on drafting that. We have 15 minutes left and we need to get to the rest of the agenda.

Matt Bacon wants to address one more thing that we can put to bed. Matt made a Motion to Present an online payment option for new members who join to expedite the process knowing we will absorb a hit just a one time hit up to \$ 18.00 in credit card fee. Mat L. checked in with GMNBR and they only except checks for first payments. Allison said that it will have to go through NAR's ecommerce system since the payments are auto directed to state and national. Ethan had a question if we go through NAR Allison would have to set up the account first before even having paid. Allison said yes and she would have to go back and check the reports to see if the person has paid. The office doesn't get automatic notice of who has paid or not. The Motion was seconded and approved.

6. Committee Reports:

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
The golf event was exceptional. We have lots of support for the Summer Mixer. Looks like we have 30 sponsors so far – almost all coming back from last year. The BBQ is tonight. The Statewide meetings are packed with 50 to 52 attendees. Business after hours will be held Oct. 15th.
- b) (Sponsorship) – J. Robinson
See affiliate and special events report.
- c) (Education) – B. Jean - Absent
- d) (Finance) – J. Boufford (Absent – Allison reviewed)
 - 1) Financials for May 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 – Absent – Allison read the new members.

- 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
Time ran out. No report.

i) (Public Policy Committee/Government Affairs) – D. Garvey – Unavailable to report

j) (NHCIBOR Cares) – Laura Nesmith
Time ran out. No report,

k) (Forms) – B. Jean - Absent
Matt B. reported that the Forms Committee is going through them with Matt Johnson.

l) (Moody's/Catylist System) – Matt L.
Time ran out. No report.

m) (Strategic Planning Committee) – Matt B.
Ethan mentioned that maybe we send out the strategic plan to everyone to review for comments. Maybe this can be done by email.

7. New Business:

8. Adjournment at 10:00 am.

Respectfully submitted,

Allison Ropes
NHCIBOR Executive Officer