

FINAL Notes
NH CIBOR
Board of Directors
July 17, 2025

In Person Meeting
BHHS, 1 Verani Way, Londonderry, NH
9-10:00 am
*For those who can't make it in person –
There will be Zoom link available*

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

Reviewed the strategic plan. Matt L. went over the plan. They cleaned up the language. They added in objectives 7.8 and 7.9. Having a standing committee dedicated to education, and at a minimum, there should be one class per quarter. And to offer two introductory courses per year focused on transitioning to commercial real estate. Time ran out for further discussion of the strategic plan and this will be readdressed at the September meeting.
5. Office Administration Report – A. Ropes
 - Since the meeting in April there have been 6 new applicants – 4 Affiliates and 2 Realtors.
 - 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.
 - I am scheduling for NECPE an online classes with Shane. Tuesday, August 12th 10 to 11:30 am. Am working on in person classes in October. I need to get venues scheduled.
 - The BBQ had many in attendance. ROTY Ethan Ash and AOTY Dylan Cruess were awarded plaques. The basket raffle raised \$ 100 for RPAC, \$ 100 for IMF and \$ 400 for Cares.

- New Member Orientation was held Monday June 23rd 9-11. 14 attended in person and 15 online.
- So far we have 109 attendees for the summer mixer. I will let Scott speak to the mixer.
- NECPE renewals are coming in. I emailed all those who hadn't paid dues last week. Accounts inactivation will begin tomorrow. 149 haven't let me know yet if they are renewing or not.

6. Committee Reports:

a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley

Gathering ads for summer mixer. A lot of sponsors have moved up. Brian Dano is in charge of silent auction items. In October, McNabb Properties will be offering a business after hours.

b) (Sponsorship) – J. Robinson - Absent

c) (Education) – B. Jean

Had a meeting this week. We will be putting out a survey to members to see what kind of classes looking for next year. It should go out after the Ethics class Sept. 5th.

d) (Finance) – J. Boufford

1) Financials for June 2025 – were reviewed and will be placed on file. Jeff will be looking into the CD maturity date and shop around.

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 : **APPROVED**

h) (RPAC/IMF) – Ethan Ash

Nothing new to report.

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

Refer to the legislative update on July 8th – all the bills are on that.

j) (NHCIBOR Cares) – Laura Nesmith

\$ 15,000 to the scholarship this year.

k) (Forms) – B. Jean

Nothing new to report.

l) (Moody's/Catylist System) – Matt L.

We had a call with the NECPE board with the folks from Moodys. There are concerns with data quality, function of system, lack of lead flow. Mostly brokers are communicating with us. Moodys will not spend money on NECPE's SEO. If you lack training, it is easy to get frustrated with the system. Ethan mentioned that the system is so robust but some of the data that transfers is incorrect.

A Motion was made that the NHCIBOR BOD recommends NECPE review the contract with Moodys and search for another platform. The Motion was Seconded and Approved.

A motion was made that the NECPE BOD filter back minutes to NHCIBOR BOD. The Motion was Seconded and Approved.

m) (Strategic Planning Committee) – Matt B.

See President's Message

7. New Business:

8. Adjournment at 10:00 am.

Respectfully submitted,

David Tanguay
Secretary