

**New England CPE
Board of Directors
Sept. 18, 2025**

**ZOOM Mtg.
10:00 am – 11:00 am**

MINUTES

1. Call to Order
2. Roll Call

NECPE Board of Directors P=Present/A=Absent

Alkova, Viktoria (P)	Cobb, Mike (P)	Gandia, Laura (A)
Ash, Ethan (P)	Culver, Rose (P)	Lefebvre, Matt (A)
Bacon, Matt (A)	Dano, Brian (A)	Nesmith, Laura (P)
Boufford, Jeff (P)	DeMello, Kathy (P)	O'Connor, Brice (P)

1. Secretary's Report – R. Culver

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

2. President's Report – K. DeMello

- a. A Ropes: NHCIBOR's BOD Executive Committee appoints the directors to serve on NECPE with input from the NECPE BOD. NECPE's timeline is different from NHCIBOR because no vote from membership. In a nutshell the following terms are expiring:

Brice O'Connor – State of Maine 1 yr term (MCAR decides)

Mike Cobb – State of Maine 2 yr term (MCAR decides)

Jeff Boufford – 1 yr (Renew as Treasurer officer for 2026 CIBOR/CPE?)

Laura Gandia – At large 2 year term

Viktoria Alkova – At large 2 year term

Ethan Ash – Turn into At Large 2 Yr term (was Pres and Past Pres.)

Need a Pres Elect From CIBOR

We still have the following openings we did not fill in 2025 as an option:

State of VT 2 year term (was Ali Forma Knaack)

At Large 2 Yr Term (was Cassie Farley)

At Large 2 yr term (was Nicole Canavan)

The Board is open to more discussion about bringing in RI for a board position.

- b. E Ash indicated he is open to stay on BOD, and would like to make recommendation that someone from RI could join and he would be willing to back out if necessary. He also has licenses in Maine and Mass so technically could be either state's liaison. K DeMello: There is no one from RI or Mass right now. E Ash: we did not fill every board seat. A Ropes: there are plenty of openings so no need for E Ash to back out. Maine has many members but no representation in the two seats available. J Bouffard: we should get representation from Mass and RI in order to increase board members. M Cobb: balance membership vs board seats before we start handing them out. K DeMello: on nominating committee – can make recommendations by October, pretty quickly. 12 seats but potentially 15 total. K DeMello will bring it up with the governance board.
- c. Kathy mentioned that Moodys is not going to put money into improving the SEO so we are on our own. We need to do this ourselves and not involve Moodys. Jeff will circle back with Matt L. NECPE is a brand that we own – better for us regardless of the back end. If we can get NECPE to be a lead source on a price point would be ideal. Crexi is \$ 400 per month. No cheap alternative to us. We control the amount of traffic coming in.
- d. Kathy asked Allison to get Shane on the calendar to meet with board members on an individual basis after the training in October.

3. **Treasurer's Report** – J. Boufford

- a. MOTION to review the month end Financials for July and August 2025. Motion was Seconded and Approved.

4. **Office Administration Report** – A. Ropes

- a. Since the last meeting in July, there have been 15 inquiries into NECPE: 8 NH and 6 Maine and 1 VT.
- b. A Ropes has scheduled in person training for NECPE with Shane Oct. 7th in Portland – 7 have signed up; Oct. 8th in Portsmouth – 7 have signed up; and Oct. 9th in Bedford – 1 has signed up.

5. **New Business**

- a. K DeMello: after last meeting was going to send out email to members. Wanted to wait and see what membership looks like. Maine down 15%, Mass down 33%, NH down slightly. Biggest worry that people are frustrated with Moodys. 8% decrease overall, thought it would be much more. Wants to get a

clear understanding of what is going on. Shane willing to meet with Board over dinner, maybe should schedule meeting outside of meal. Willing to send out memo to members now. Experiencing an issue with Moodys right now and they have not gotten back to her; as a result the listing online is incorrect.

- b. A Ropes: has not seen a lot of complaints recently; the biggest issue is when people change offices. A Ropes has to sort through 1500 members that are not active anymore to get to pertinent members. Contract up for renewal in June 2026. E Ash: committee has not met since initial meeting. E Ash tasked with figuring out if could build own MLS-type thing, but the developer they wanted to work with is not available for 18 months or so to build it. With anyone else, need to make decision within next few months if that is the route to go. Relationships with Costar and Crexi the result would mean we would not own data. Need to work on SEO asap.
 - c. J Bouffard: he and M Bacon looked into a couple of providers but conversations were rough ideas, mostly just Q&A. K DeMello: last meeting with Shane, he said that SEO was too expensive and NECPE on our own. Suggested talk to Moodys to find out what exactly that cost would be, maybe more economically viable. J Bouffard: probably best to stay away from Moodys, sounded like a hard stop for them. 3rd party vendor better, with more control over it. E Ash: spending money to promote Moodys doesn't make sense whereas better for members to have better, quicker results, and better long term. M Cobb – agrees with J Bouffard and E Ash. K DeMello: Mandated by her firm to join loopnet and crexi on top of NECPE. E Ash: if we can get it to be a lead source that is 1/10 as good as loopnet, etc. No cheap alternative, we just need our system to work. M Cobb: are we tracking whether brokers or appraisers/affiliates that have fallen off. A Ropes: would have to go back by hand to determine that info.
 - d. Dinner K DeMello, E Ash, and B Dano to discuss. K DeMello: maybe see if we could schedule an in person meeting. First question – entire board to meet, or just a few people. E Ash: challenging to get entire board, maybe immediately after the meetings scheduled that he could meet with members of the board. Issues are growing, and making smaller groups might be more beneficial. M Cobb: happy to ask Abby Bachman about hosting something there. E Ash: Shane is doing training at his office.
6. A **MOTION** to adjourn the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:36 am.

Respectfully submitted,

Rose Culver
Secretary NECPE