

MEETING MINUTES

1. Call to Order
2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent / (Z) = Zoom
Ethan Ash (P) Garvey, Dave (P) Robinson, Joe (P)
Bacon, Matt (P) Jean, Bill (A) Tanguay, Dave (P)
Boufford, Jeff (P) Kingsley, Scott (P)
Canavan, Nicole (P) 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 Oct. 2025 Board of Directors meeting.
MOTION was **SECONDED** and **APPROVED**.
4. President's Report – K. DeMello
 - a. President's Update
 1. Governance Update
We have a full board. Everyone will be staying on the board.

Kathy attended NAR meetings in Houston. There will be a change to 1031 exchange timelines. NAR wants to expand opportunity zones. We need to remind brokers to look at opportunity zones. NAR adopted a new strategic plan, which is very dynamic.
5. Office Administration Report – A. Ropes
 - Since the meeting in October, there have been 8 new applicants – 4 Affiliates and 4 Realtors.
 - The Legislative and Legal Update was held with Matt Johnson and Bob Quinn was held Nov. 7th via zoom. We had about 15 in attendance while 30 signed up.
 - The holiday party and installation of officers is Thursday, Dec. 4th at Manchester Country Club. I have 58 attendees signed up so far. I have to give the final count to MCC today, they usually let me keep it open for a few more days to add to the count. So, I will do another push for attendance. Usually, we get 90 to 100 signed up each year.
 - The renewal invoices have gone out and hard copies are being mailed.

- We have an education meeting scheduled in December to figure out the plans for 2026. Peter Metsch will be the Chair of the Education Committee in 2026. Lydia Foley is stepping down as chair for the past 8 years.

Committee Reports:

- a) (Strategic Planning Committee) – Matt B.
Nothing to report. Lost internet connection.
- b) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
Not much to add. Good job on the Golf event. Bus. After Hours was fantastic in Oct.
- c) (Sponsorship) – J. Robinson
No update. Nothing new to add.
- d) (Education) – B. Jean - Absent
- e) (Finance) – J. Boufford

1) Financials for Oct. 2025 – were reviewed and will be placed on file.

Haven't made progress yet, going to look into options for the TD Bank CD.

- f) (Grievance) – M. Bacon
Nothing new to report.
- g) (Professional Standards) – M. Bacon
Nothing new to report.
- h) (Membership) – B. Jean – Absent

Allison read the new membership report.

- 1) MOTION to approve new provisional member applications subject to names being published as per CIBOR bylaws—**APPROVED**
- 2) Membership Update

- i) (RPAC/IMF) – Ethan Ash
We had 14% in 2024 – the average is 34%. The average donation is over \$ 25.00.
- j) (Public Policy Committee/Government Affairs) – D. Garvey
Discussion around NECPE. Prime MLS wants us to meet with their MLS administrator. Kathy had a long conversation with Ralph. We have a strong committee looking into NECPE issues. Kathy will cancel the meeting scheduled with Prime MLS. Matt L. said that the committee needs to review all options and present them to the board.
- k) (NHCIBOR Cares) – Laura Nesmith
We are getting lots of requests. The coat drive was successful. Send any requests to Dave Silva.

l) (Forms) – B. Jean - Absent

New Forms Review: Purchase & Sale and Mandatory Disclosure

The forms seem to be in line. PFAS and Flood were added to food establishments as well. A Motion was made to approve the Purchase & Sale and Mandatory Disclosure Form as presented. The Motion was Seconded and Approved.

m) (NECPE: Transition to new Moody's) – Matt L.

Kathy met with Shane while in Houston. He will send a proposal. He wants to add Pro for free. Kathy also met with RPR representative Andrea Goodhart. Matt L. explained that there are a couple of options being explored now. Kathy also met with Nancy Allen, who used to work for Catylist. Michigan is using another platform - Simplify, and they are pleased with it. We will have clearer options in December.

7. New Business:

No new business.

8. Adjournment at 9:58 am.

Respectfully submitted,

Dave Tanguay

Secretary