

MEETING MINUTES

1. Call to Order
2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent / (Z) = Zoom
Ethan Ash (P) Garvey, Dave (A) Robinson, Joe (P)
Bacon, Matt (A) Jean, Bill (P) 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 Nov. 2025 Board of Directors meeting.
MOTION was **SECONDED** and **APPROVED**.
4. President's Report – K. DeMello
 - a. President's Update

Not much to say. Handing over to Brian.

Allison went over the data feed contract that we have with the State of Maine. We work with a third party – GIS in California and we bill them for the feed and in turn Moodys bills us for the work. The contract is a one year contract beginning January 2026. Our contract with Moodys ends June 30 2026 – what should I do about that since we don't know where we stand with Moodys yet. Allison will contact Moodys and send the invoice out to GIS.
5. Office Administration Report – A. Ropes
 - Since the meeting in November there have been 8 new applicants – 5 Affiliates and 3 Realtors.
 - The holiday party and installation of officers was held Thursday, Dec. 4th at Manchester Country Club. I had 108 sign up and about 103 showed up. Income at \$ 9970 less expenses at \$ 6311 for a gain of \$ 3659.
 - The renewals are coming in by check and online.

- We had an education meeting last week. We have the calendar planned out for next year and the venues set. We are working with some vendors to get their courses accredited. We have the following courses scheduled:

Feb. 6 – CORE 9-12 Portsmouth – Hybrid
 March 6 – Cost Segregation 9-11 Bedford – Hybrid
 April 3 – Wire Fraud – 10-1 pm Portsmouth – Hybrid
 May 1 – Social Media 9-12 Bedford – Hybrid
 June 5 – Ethics 9 – 12 Portsmouth – Hybrid
 Sept. 25 – CORE 9-12 Bedford – Hybrid
 Oct 2 – 1031 Exchange 9 – 12 Portsmouth Hybrid
 Nov. 6 – Fair Housing 9 – 12 Bedford- Hybrid

Committee Reports:

- a) (Strategic Planning Committee) – Matt B. (Absent)
- b) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley

Scott thanked Kathy for the gifts and for the President’s award. Next year we are planning a spring after hours in Manchester and a fall after hours in Portsmouth. The good news is it is free and the hosts pay for it.

- c) (Sponsorship) – J. Robinson

Allison did a good job on 4th quarter sponsors for the holiday party.

- d) (Education) – B. Jean

Bill missed the last education meeting. From Allison’s report it looks like 2026 calendar is filled up.

- e) (Finance) – J. Boufford

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

- f) (Grievance) – M. Bacon (Absent)

Allison reported nothing new to report.

- g) (Professional Standards) – M. Bacon (Absent)

Allison nothing new to report.

- h) (Membership) – B. Jean –

- 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
Fell short of goal. State has a slight decrease as well.
 - j) (Public Policy Committee/Government Affairs) – D. Garvey (Absent)
 - k) (NHCIBOR Cares) – Laura Nesmith
The whole team thanks you for your support. We are getting a lot of requests. Laura gave a shout-out to Dave Silva, who has stepped up to the plate to take the lead in requests. In the future, Laura will try and prepare a report from Cares, for example where the funds are going.
 - l) (Forms) – B. Jean
Allison mentioned that the forms were sent to LoneWolf but were sent back. They want them in a different format than was provided. Allison will be sending them back to Matt and Ralph to fix and then will send them back in to Lonewolf.
 - m) (NECPE: Transition to new Moodys) – Matt L.
Kathy had mentioned she met with a new vendor for NECPE and it appears to offer a reduced cost. The committee also had a brief test drive with an additional vendor. The committee will get to work the first week of January to review vendors and hope to have a report ready for the January CPE meeting. Matt L. gave a shout out to Scott Forte for joining the committee again. He is a technical guru. Kathy mentioned that the new platform should be compatible with RPR.
7. New Business:
No new business.
8. Adjournment at 9:42 am.

Respectfully submitted,

David Tanguay
Secretary