

MEETING MINUTES

1. Call to Order

2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent
- | | | |
|---------------------|---------------------|--------------------------|
| Ethan Ash (P) | Garvey, Dave (A) | Stallkamp, Christian (P) |
| Bacon, Matt (P) | Jean, Bill (P) | Tanguay, Dave (P) |
| Boufford, Jeff (P) | Kingsley, Scott (P) | |
| Canavan, Nicole (A) | Lefebvre, Matt (P) | |
| Dano, Brian (A) | Nesmith, Laura (P) | |
| DeMello, Kathy (P) | Robinson, Joe (A) | |
| Gaffney, Kyle (P) | | |

Guest: Kim Reagan (P) – Berkshire Hathaway Home Services Verani Commercial Division – NHCIBOR Board of Director 2025.

3. Secretary's Report – D. Tanguay

- a. **MOTION** to accept the minutes of the November 2024 Board of Directors meeting. **MOTION** was **SECONDED** and **APPROVED**.

4. President's Report – Ethan Ash

a. President's Update

Nothing of major significance to report. Next year there will be more work on NECPE. Additional online pieces of training will be provided for NECPE. We will be looking into the new Pro Version, but no commitments yet.

5. Office Administration Report – A. Ropes

- Since the meeting in November, there have been 9 new applicants – 7 REALTORS and 2 Affiliates.
- The holiday party was on December 4th at the Manchester Country Club. I had 94 signed up and I am guessing that about 75/80 showed up. I had a few walk-ins. Income at \$9,080.00 less expenses at \$8,385.55 for a profit of \$694.45.
- I have invoiced RI NECPE Members. Their fees will be due by Dec. 31st for the year Jan 1 – June 30, 2025. They will be charged the prorated fee at \$290.00. I have had two people pay the dues and am working with RI to get the word out to those members.
- There was an Education meeting December 11th in which we planned out 2025. I will let Bill go over that. As soon as those classes are confirmed I will get them on the website calendar.
- All the renewal invoices have gone out electronically and in the mail. The renewals are coming in.

6. Committee Reports:

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

The summer mixer in 2025 will be a little earlier – the first Thursday in August. Birchwood said they would never charge us for the event. The BBQ at TFMoran is in June and Marie Bodi agreed to have an After Hours on the Seacoast. The After Hours will be in October.

b) (Sponsorship) – J. Robinson - Absent

c) (Education) – B. Jean

We are working on the strategy for 2025. We are working on 8 courses most likely, a couple of CORE classes. We are working with Ripaldi again. We will also have the 1031 course again.

d) (Finance) – J. Boufford

1) Financials for Nov. 2024 – were reviewed and will be placed on file.

The balance sheet in order and is consistent with last year. Budget vs. Actual – income at 95% in November and expenses at 75%. The Board was happy with Penchansky's review of the financials. The financials will be placed on file.

e) (Grievance) – C. Stallkamp

Nothing new to report. Matt Bacon agreed to be the liaison in 2025.

f) (Professional Standards) – C. Stallkamp

Nothing new to report. Matt Bacon agreed to be the liaison in 2025.

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

Membership is robust and numbers up from a year ago. Across all boards in NH, 32% down in Affiliate membership and 4% down in Realtor membership.

h) (RPAC/IMF) – Ethan Ash

Nothing new to report.

i) (Public Policy Committee/Government Affairs) – D. Garvey – Absent. Matt B. Reported

Matt Bacon reported that a lot is going on. Matt reached out to the board asking anyone willing to serve to do so. Jan. 6, 7, and 8 there will be sub-committee meetings to review legislation. There are about 150 legislative pieces to review. The PPC committee is active from this week in December to June. There is proactive legislation regarding the Appeal Process and Planning. Working on a 30-day standard, in some towns it can be 30 days or 6 months to appeal.

j) (NHCIBOR Cares) – Laura Nesmith

Last month we approved toy shopping donations. Doug and I went shopping for those we were donating to. We just approved another donation this week.

k) (Forms) – B. Jean

Talked to Matt Johnson and Chris Norwood. There are minor changes being worked on by Matt. Changes to PFAS and Flood.

- l) (NECPE: Transition to New Moody's/Catylist System) – Matt L. Absent
No update beyond what was said earlier. A handful of members are experiencing issues
There will be some online training by Shane mid to end of January.

- m) (Strategic Planning Committee) – Matt B.
Nothing new to report.

7. New Business:

Christian Stallkamp said that he has been on the NHAR Communications Committee with Doug Martin and Matt Bacon for a while. Matt renewed for another year. We need representation on this committee. Ethan said he was happy to step up. At the last meeting all residential and commercial needs represented. Podcasts started. Trying to get commercial into the podcast. Bob Quinn and Matt B. talking about the commercial world. The intent is to return commercial to a spot in the podcast.

8. Adjournment at 9:41 am.

Respectfully submitted,

Dave Tanguay
Secretary