

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 (P) Tanguay, Dave (P)
Boufford, Jeff (P) Kingsley, Scott (A)
Canavan, Nicole (A) Lefebvre, Matt (A)
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 Dec. 2025 Board of Directors meeting.
MOTION was **SECONDED** and **APPROVED**.
4. President's Report – B. Dano
 - a. President's Update

Matt L. did review of strategic plan and updated the text side of it. Brian reached out to the committee chairs. NAR has updated their plan.
NECPE is an important item. CPE concerns not jumping for joy to deeper entangled.
Matt L. is on technology committee for CPE. There are other options to review in the coming months. We need to fortify the SEO so people can find it. In addition to NECPE, we have money allocated to revamp the Cibor website. It would be nice for a one or two person committee to be involved. Jeff B. will assist.
5. Office Administration Report – A. Ropes

Since the last meeting in November, there have been 6 inquiries into NECPE: 1 NH, 1 MA and 5 ME.

All the classes and events for 2026 are on the website.

Continuing to collect dues and send out reminders.

Committee Reports:

 - a) (Strategic Planning Committee) – Matt B. – Absent at the Time

Matt B. was absent at the time. See Pres. Report above.

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

Brian spoke to Scott two days ago and it is business as usual.

c) (Sponsorship) – J. Robinson

Business as usual. A web tile was sold to an affiliate member.

d) (Education) – B. Jean

Had meeting earlier this week. A blast was sent out with all the dates of events/courses. We are reimplementing the PDS series – pursuit of a commercial designation. Revisiting 101 and 102 introductory courses. Kathy mentioned that CE Shop has a commercial course with CEUs. Also NAR has a book Commercial 101 which could be used as a reference.

e) (Finance) – J. Boufford

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

Balance sheet good. P&L consistent from last year. Budget vs. Actual income is up and expenses are 5 ½ percent below.

Matt L. thought we could make our money work for us. Maybe move the CD and get .5 percent more. Maybe we could forecast how much we could move?

f) (Grievance) – M. Bacon – Absent at the time

Allison mentioned that Gerry O’Connell has agreed to Chair the Grievance committee.

g) (Professional Standards) – M. Bacon – Absent at the time.

Allison mentioned William Johnson has agreed to chair the Professional Standards committee.

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

No numbers for 2026 yet. Looking into doing a fund raiser.

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

Dave deferred to Matt B. The PPC Committee got through an entirety of bills. On the legislative side there are a batch of bills to repeal or modify from ADUs to development and commercial zones. The public can go to the hearings at the State House – we need them to go. Ban to “Nimby”.

k) (NHCIBOR Cares) – Laura Nesmith

Applications are coming in. Sent out funds to Derry Coop. \$ 8,700 this month. From 2018 to 2025 we paid more than \$ 190,000 to charities. Our next meeting is Feb. 3rd.

l) (Forms) – B. Jean

Will follow up with Ralph and Matt. Allison mentioned that the forms are completed but one form needs to have some edits for Lone Wolf. They should be sent in to Lone Wolf in the next few weeks.

m) (NECPE: Update) – Matt L.

See President Report for Update.

7. New Business:

We need to be more active in NHAR’s reporting at the BOD meetings and in NHAR’s Realtor Magazine. At the state level they should hear all that Cibor/Cibor Cares is doing. All the community involvement. Maybe include the President’s report along with Cibor Cares into communications with NHAR.

8. Adjournment at 10:03 am.

Respectfully submitted,

David Tanguay
Secretary