

**New England CPE
Board of Directors
Jan. 15, 2026**

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

1. Secretary's Report – R. Culver

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

2. President's Report – B. Dano

- a. Sat down with M Lefebvre. Shane has reached out to get us to go with the supreme package. Hoping that other evaluates will come to fruition. Spoke to leader of CT, expressed same concerns about Moodys as RI, would potentially be interested in joining NECPE if we get a new platform. Top priority is to resolve this issue as it affects membership.
- b. M Bacon – had extensive discussions with CIBOR whose representatives are wondering what is being done at this level. Would like to be able to report to CIBOR board what is being done to encourage confidence.
- c. Need to get Mike an update to report to MCAR; Cheri Bonawitz is the President of MCAR.
- d. M Cobb would also like something for Maine.

3. Treasurer's Report – J. Boufford

- a. Question last meeting/ conversation with CIBOR as to whether enough money in balance sheet to invest to another CD account. E Ash: less likely for NECPE.
- b. Budget vs Actual income at 92%. Expenses on track.

- c. The financials for Nov. and Dec. were reviewed and will be put on file.

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

- a. Since the last meeting in November, there have been 6 inquiries into NECPE: 1 NH, 1 MA and 5 ME.
- b. A Ropes has been dealing with the daily deletions, adding members, etc.

5. **New Business**

- a. R Culver had a buyer agent who wasn't an NECPE member and she wanted to add that person as the buyer agent on a closed deal, but can't. I asked Ethan about it and he replied, *To put someone of record they need to have a profile and I am not sure we want to create profiles for non-members so the public can search them. I guess there may be a path to create an inactive profile but we are not tracking them so not sure if it is worth our time to do. Can we create a dummy profile called Non-member so that we can show there was another side to the transaction?* It was suggested to leave it blank after some discussion.
- b. A member wrote to A Ropes: *I am experiencing Very low traffic counts. On my listings with Moody. Some getting 0 looks. On other sites that counts are 5 or 10 times higher. Is anybody else experiencing this? Is Moodys really getting? Any meaningful? Visibility.* How for Allison to respond to such inquiries? K DeMello – put together boilerplate response, such as aware of this issue and working on it, asking people to hang in there. M Bacon- due to magnitude of challenge, committee is working diligently to put forth the best platform and currently assessing options given that it is the number one priority. B Dano suggested using chatgpt. E Ash said in terms of SEO, we actually set up a committee to start addressing this issue; it is a long process to start improving. Only going to get more difficult the longer we wait. studying other options and we should have a report by end of the first quarter. Please hang in there with us. We should probably be able to work on the SEO for under \$ 1,000 a month. We own the domain. It is a separate function/issue than the platform as a whole. M Bacon concurred.
- c. B Dano – two quotes, from LeaseUP, one from Lisa @ Petrolabs. Also meeting with Resimplify soon. Would like to call special board meeting to vote on these. Would also like to meet with PrimeMLS before making a decision, makes sense to at least have a conversation. E Ash thought it would be helpful to meet with them because may come up with some issues that we are not focusing on. Meeting scheduled on the 19th of February at 10 a.m. B James was on board of PrimeMLS for 10 years, is very familiar with their capabilities. Board has 59 members, difficult to get things done. As they brought in new territories would add new member and alternate. PrimeMLS doesn't have any developers – they outsource. Paragon is the front end and they have a database

contract with a company in CA to take the data inhouse. The front end doesn't meet our needs. B James indicated would be happy to sit in on meeting with them. K DeMello agreed with E Ash that we need to at least out of courtesy meet with PrimeMLS.

- d. B James just recently reviewed the membership agreement for NECPE. One related to reporting sales. One issue related to reporting sales - Section 5.4 says that we are responsible for putting in price, both for listings and sold/leased. Section 6.3 indicates that sold signs prior to closing not representing property accurately. Just putting it out there to see if there are any changes that need to be made. K DeMello suggested addressing this in March. E Ash can require that there is a checkbox to hide information from public while also making sure the information put in is accurate. However, how to enforce? M Bacon – better clarification to bylaws should be done. Need to ensure that any preferences of clients are being followed.

- 6. A **MOTION** to adjourn the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:42 am.

Respectfully submitted,

Rose Culver
Secretary NECPE