

**MEETING NOTES FINAL
NH CIBOR
Board of Directors
March 19, 2026**

Zoom Meeting
9:00 – 10:00 AM

MEETING MINUTES

1. Call to Order
2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent

Ethan Ash (P)	Garvey, Dave (P)	Robinson, Joe (A)
Bacon, Matt (P)	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 (A)	
Gaffney, Kyle (P)		
3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of the Feb. 2026 Board of Directors meeting.
MOTION was **SECONDED** and **APPROVED**.
4. President's Report – B. Dano
 - a. President's Update
 - Brian left the meeting at 9:30; Matt L. assumed leadership.
 - **Forms Issues:** C. Norwood reported ongoing review. NECPE is awaiting a response from Prime MLS.
 - **Seacoast Marketing Meeting Chair:** Discussion regarding succession as David Choate transitions toward retirement. Andy expressed interest in taking over before year-end; David prefers to remain involved. Consensus: allow them to resolve the transition collaboratively.
 - **HB631:** Appears to have passed, allowing multifamily development in commercial zones effective July 1. Anticipated increase in development interest, though some municipalities are creating barriers. Question raised regarding RPAC's position; matter deferred to Chris Norwood. Brian will reach out to Chris and invite him to a future board meeting.
5. Office Administration Report – A. Ropes
 - **Membership:** Since February's meeting, 15 new applicants (5 Affiliates, 11 REALTORS®). Year-to-date: 34 new members. Budget expectations for membership income look strong.
 - **Education – Cost Segregation Class (March 6):** Held at TFMoran, in-person only. 16 registered; 6 no-shows due to weather. Income: \$420. No expenses.

- **Upcoming Class – Wire Fraud (April 3):** Scheduled 10 AM–1 PM at Keller Williams Portsmouth. Approved for NH & ME CE. Currently in-person only; Zoom approval pending. Nine registrants so far.
- **Golf Event:** Planning underway.

Committee Reports:

- a) (Strategic Planning Committee) – Matt B.
Nothing new to report
- b) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
Business After Hours is scheduled at Finnegan Fence for **May 14**, combined with their grand opening.
- c) (Sponsorship) – J. Robinson
Absent
- d) (Education) – B. Jean
 - Peter Metsch performing well as chair.
 - Ongoing discussions with CE Shop regarding potential partnership and possible free education offerings for members. No formal proposal yet
- e) (Finance) – J. Boufford
 - February 2026 Financials reviewed and placed on file.
 - Exploring higher-yield interest options; considering moving an additional \$40,000 to reach \$100,000 total. More information expected at the next meeting.
 - Reviewing membership partner opportunities.
- f) (Grievance) – M. Bacon
Nothing new to report.
- g) (Professional Standards) – M. Bacon
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 **APPROVED**
- i) (RPAC/IMF) – Ethan Ash
 - Current participation rate: **14%**
 - Contributions: approx. **\$1,825**
 - Goal estimated at **\$3,000–\$4,000**
 - Considering a year-end RPAC fundraiser.
- j) (Public Policy Committee/Government Affairs) – D. Garvey
 - No meeting since last report.
 - Most bills have died in committee.
 - Snow-shoveling legislation: ongoing collaboration between tenant and landlord groups.

- One or two items remain active at the Senate level.

k) (NHCIBOR Cares) – Laura Nesmith

- February donations totaled **\$2,100** to Bedford PTG, Ave’s Hope, and Annie’s Angels.
- Scholarship initiative progressing; two cycles available through NH Community Colleges.
- Amy Cassin is leading the scholarship effort

l) (Forms) – B. Jean

Nothing new to report. Addressed in President’s report.

m) (NECPE: Update) – Matt L.

- Significant progress made.
- Board voted to move forward with **LeaseUp**.
- Transitioning to a flat-rate structure, potentially reducing fees by **25–30%**.
- Final redlines forthcoming; 90-day implementation runway.
- **LeaseUp** offering live and virtual office visits.

7. New Business:

- Allison advised that forms rules should not be placed in the Bylaws, but instead in the policy manual.
- Kathy and Kim will draft a fee schedule for misuse; Kathy will circulate for review and discuss next month.
- Discussion about posting rules online and requiring member acknowledgment.
- Allison raised concerns regarding enforcement.

8. Adjournment at 10:00 am.

Respectfully submitted,

David Tanguay
Secretary