

New England CPE
Board of Directors
March 19, 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 (A)	Gandia, Laura (A)
Ash, Ethan (P)	Culver, Rose (A)	James, Bob (P)
Bacon, Matt (P)	Dano, Brian (P)	Lefebvre, Matt (P)
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 Jan. 2026 meeting. **MOTION** was **SECONDED** and **APPROVED**.

2. President's Report – B. Dano

Expressed some concern going with a new platform. Lease Up reached out. David C. did present our RFP to Prime MLS.

Brice mentioned that a deduction may help ease the conversation. Keep people focused. Maybe we offer a discount. Are we comfortable with giving a discount? Allison and Jeff will model scenarios with a \$ 55 and \$ 75 dollar discount. And assume we lose 10% of members.

Matt B. said we should gather info at LeaseUp. Maybe a way to potentially offer a "light version." Offering memberships for multi-family only membership level. You can list without becoming a full member. Offer unlimited only in multi-family? Once the application is launched set up a strategic planning meeting and look into a light version membership. Kathy mentioned that we will lose our exclusivity. Matt said we wouldn't do this immediately but mention coming soon in a year we will have a light version. Tossing this idea out for future platform. This vendor wants to create a robust product.

Bob J. said that most likely there is always going to be something that we draw on that we don't know the cost of it. He believes we should keep the membership fee the same.

3. **Treasurer's Report** – J. Boufford

The financials for Jan. and Feb. 2026 will be put on file.

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

Since the last meeting in January, there have been 12 inquiries into NECPE – NH 6, ME 5 and MA 1.

As usual, always working on additions, deletions and withdrawing of listings, forwarding requests to help desk for photo uploads, etc.

Moodys has fixed some of the administrative issues I was having such as adding the company addresses in the scroll down menu and fixing the excel download issues.

5. **New Business**

No new business.

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

Respectfully submitted,

Allison Ropes
NHCIBOR/NECPE Executive Officer