

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 (P)
Bacon, Matt (P) Jean, Bill (P) Tanguay, Dave (A)
Boufford, Jeff (P) Kingsley, Scott (P)
Canavan, Nicole (P) Lefebvre, Matt (P)
Dano, Brian (P) Nesmith, Laura (P)
DeMello, Kathy (P) Reagan, Kim (P)
Gaffney, Kyle (P)

GUESTS: Chris Norwood (P) and Ralph Valentine (P) – Update on Form

It will take the balance of the summer to review the forms. Worked on disclosure. Ayotte signed the disclosure on underground oil tanks. Always in flux.

The P&S from 2018 was last revised in 2022/2023. There were lots of large revisions to P&S. We couldn't come to the root of where the changes were. We had set a time frame for title. Standards changed. Christian Stallkamp noticed the gaps. The NH REC reviewing the Disclosure Form. One form in OPLC with green logo and red logo. They are changing the text.

3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of June 2026 Board of Directors meeting was made. **MOTION** was **SECONDED** and **APPROVED**.
4. President's Report – B. Dano
 - a. President's Update
Been focusing on NECPE and the feedback has been mostly positive.
5. Office Administration Report – A. Ropes
 - Just a reminder that there are no BOD meetings in August. It is recess time.
 - Since the meeting in May there have been 8 new applicants – 1 Affiliate and 7 Realtors.

- The BBQ was held June 25th at TFMoran 5:30-7:30 pm. We had about 90 people sign up. I am guessing there were about 70 in attendance. The ROTY is Connor Morisseau and AOTY is Frank Urro.
- The summer mixer is up and running on the website. Working on sending invoices where necessary and keeping the website up to date, sending confirmations, etc. As of yesterday we have 26 sponsors and 69 attendees.
- The next class is Sep. 25th...The Core class hybrid at TFMoran.
- I have been collecting NECPE dues and have paid LeaseUp the \$ 92,500 without having to borrow money. I will have to pay Moodys final bill of \$ 74,000 and am not sure if I will have to borrow money for that or not. To date I have collected about 40% of the dues. I will be sending out reminders to those who haven't paid by end of this week giving them another week to pay before they are shut off.
- Lease Up is still working on my dashboard. Particularly on the csv download of membership. Right now it doesn't show who is with what group, includes

Committee Reports:

- a) (Strategic Planning Committee) – Matt B. – Late to meeting, no report.
- b) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
We have had 4 meetings. I have met with the Birchwood staff. The owner lives in CA. Sponsorships are still available or you can consider a silent auction item. We had 34 sponsors last year.
- c) (Sponsorship) – J. Robinson
We made just under \$ 30,000 on the golf event. Did a great job sponsoring this year.
- d) (Education) – B. Jean
We met this week. The calendar is set for 2026. Looking to set up additional classes in 2027. We have been speaking with Rob Nahigian regarding teaching a class in 2027.
- e) (Finance) – J. Boufford

- 1) Financials for June 2026 were reviewed and will be put on file.

Balance sheet is in line. Budget vs. Actual June income just under 80%. Expenses at 50%. We are getting higher interest at Rockland Trust \$ 50,000. Will wait until end of the year to move TD Bank CD to increase to \$ 100,000.

Kyle would like to ask our CPA for clarity how much should we keep in our operating account. A **Motion** was made to get a recommendation from CPA how much we should keep in CIBOR's operating Account. **Motion** was **Seconded** and **Approved**.

f) (Grievance) – M. Bacon

No grievance complaints.

g) (Professional Standards) – M. Bacon - Absent

No complaints.

h) (Membership) – B. Jean - Absent

- 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

State is at 50% fundraising.

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

Nothing new to report.

k) (NHCIBOR Cares) – Laura Nesmith

Fantastic job at golf. Summer Mixer will be a success. We made one donation in July. Dave Silva left St. Mary's bank. Amy Cassin now in charge of the Scholarship Committee

l) (Forms) – B. Jean

An update was made by Chris and Ralph.

m) (NECPE: Update) – Matt L.

Last week Kurt sent out NECPE email. We aren't getting all the information from Moodys. Will see quite a few changes next few weeks. RPR connection. Scott Forte is now doing consulting work for Lease Up.

7. New Business:

There is a draft version of the CIBOR website that the Board will be able to review. Allison will circulate it to the Board once it is complete.

8. Adjournment at 9:40 am.

Respectfully submitted,

Allison Ropes
Executive Officer