

MEETING MINUTES

1. Call to Order
2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent
Ethan Ash (P) Hirsch, Larry (P) Robinson, Joe (P)
Bacon, Matt (P) Jean, Bill (P) Stallkamp, Christian (P)
Boufford, Jeff (P) Johnson, Star (P) Tanguay, Dave (P)
Forte, Scott (P) Kingsley, Scott (P)
Foy, Leonard (P) Lefebvre, Matt (P)
Garvey, Dave (P) Martin, Doug (P)

GUESTS: Lydia Foley and Joe Friedman to review Education/Commercial Designation

Joe and Lydia joined in at 9:15 am. Lydia explained that Designation and Education committee joined forces end of 2022. In the past we usually held 6 classes a year 3 Quarterlies at 3 credits each and 2 PDS at 2 credits each. We have run into the problem that we are picking from the same pool for speakers. Joe went over the spreadsheet of possible designation classes. There are no classes set in stone for 2023.

Conversation around original intent of the designation. The intent was to increase the level of expertise to a certain level and to make a case for commercial licensure in NH. A separate license may be a by-product of that. NAR is opposed to commercial licensure, but they will give us a designation. What does the Board want to do? Continue on with the designation or not?

There is money in the budget for designation which we could possibly use for education. If we pay the instructors – this might be more incentive. Larry Hirsch suggested we have a conference call. Joe and Lydia will get together a list of professionals who might be interested in teaching the courses. Next month the committee will suggest requests and recommendations for education courses, etc.

3. Secretary's Report – D. Tanguay
 - a. **MOTION** to accept the minutes of the February 2023 Board of Directors meeting.
4. President's Report – M. Bacon
 - a. President's Update:
 - 1) NECPE Task Force – Catylist Contract Negotiations – Updates
Moody's discussion after negotiating for months. Scott Forte said that they will be limiting important stuff for listings – advertising, photos, etc will be prohibited. After the meeting yesterday, they got their proposed language the committee was looking for. Len Foy will take a look at the contract. We will not be forced into a multi-year contract without a one year. We got Moody's to not sell that data in the future. We are also not forced onto a new platform without testing it. We are free to choose and there is no time limit for us. While doing the transition – video training system – play with on an

individual basis. Once 50-60% of the members have done this that will be a good time for a transition. (Matt B. will circulate the memo about this.)

Matt will form a committee in which Scott and Ethan will join to continue with the work of getting the new contract underway. Nicole will be on it, maybe Ralph.

- 2) Request for volunteers to help out with the Education committee, in particular this year.

Matt asked the Board members and/or if they have any one they know who would like to join the committee. It is a great way to get into leadership.

5. Office Administration Report – A. Ropes

- Since the meeting in January there have been 6 new applicants – 3 Realtors and 3 Affiliates.
- The Seacoast Marketing meeting is tomorrow. The venue has changed from Insurcomm to Keller Williams in Portsmouth.
- NHCIBOR Membership renewals are still coming in.
- Starting to work on the Golf tournament – getting it on the website, etc.
- Lone Wolf is working on the second edits to the forms. They will send that over for one last review by the Forms committee before finalizing.

6. Committee Reports:

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley
Starting to crank up work on Summer Mixer, etc. Scott has an idea to put on an event for the BOD to socialize and get to know each other and their spouses. Scott thought it would be a BYOB and own appetizer, it will be on the water on the Lake at a Yacht Club in Gilford. It will be midweek. Scott will send out info on that.
- b) (Sponsorship) – J. Robinson
The golf tournament is starting up. There are a few new faces on the committee. A lot of the sponsorship right now is being absorbed by the golf in the beginning of the year. The committee will also look into typing something up about the benefit of web tiles, etc. sponsoring. Jeff said Kristina could do that.
- c) (Education / Commercial Designation) – L. Hirsch/B. Jean
This was discussed during the meeting while the guests were with us.
- d) (Finance) – J. Boufford
 - The financials for January 2023 were approved to put on file.
- e) (Grievance) – S. Johnson
Nothing new to report. Star explained to the Board that it is important the Board attend the Professional Standards class being offered by NHAR. The board has a duty to ratify

decisions of Professional Standards hearings and also will be called upon in case of an Appeal.

f) (Professional Standards) – L. Hirsh: Nothing new to report.

g) (Membership) – Bill Jean

1) MOTION to approve new provisional member applications subject to names being published as per CIBOR bylaws—**APPROVED**

2) Membership Update

h) (RPAC/IMF) – Ethan Ash – Nothing new to report

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

You should have all received an email from NHAR on Tuesday that summarized everything that is going on. Things are very active now.

j) (NHCIBOR Cares) – D. Martin:

We had our quarterly meeting this week. We have plenty of money in the bank. Bill Jean and Marie Bodi are connecting with the community college system to see how they vet scholarships. We received more money in from Tower of Toys and it has been distributed.

k) (Forms) – L. Foy

Len mentioned he is interested in the BOD Social. Len said he has season tickets and parking for the Red Sox and he will donate his tickets for the mixer. Scott and Len met regarding the forms. The P&S is finalized. The next form to look at will be the property disclosure form.

7. New Business: No new business

8. Adjournment at 10:03 am

9. Executive Session started at 10:03 and adjourned at 10:25.

Respectfully submitted,

Dave Tanguay
Secretary