

**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 (A)     Johnson, Star (P)     Tanguay, Dave (P)  
Forte, Scott (P)       Kingsley, Scott (P)  
Foy, Leonard (A)      Lefebvre, Matt (A)  
Garvey, Dave (P)      Martin, Doug (P)

Guest: Ralph Valentine (A)

3. Secretary's Report – D. Tanguay

- a. **MOTION** to accept the minutes of the April 2023 Board of Directors meeting.  
**MOTION** was **SECONDED** and **APPROVED**.

4. President's Report – M. Bacon

- a. President's Update:

1) Mid-Year Meeting Debrief and Report (with Ralph Valentine)

Ralph couldn't make the meeting so Matt gave the report. NAR has put out items to focus on from Waters US Act to monetary policy. Ralph, Matt B. and Gerry O'Connell attended the Mid-Year.

It was reported at the Mid-Year that we are in a recession – leading indicator business spending declines, slowing growth in residential rents. It is growing, but controlled. Lawrence Yun expects inflation will subside. There is conflicting data – residential housing lowers?? 3% not influence, others say impacting. Office expect to stay slow. Repurposing office space into housing – detrimental to downtown. Urging people to stay on outskirts – buildings that make sense. Advocacy – NAR working on stuff with IMF....butting up against Housing issues - \$ is there. Investment RE experiencing expense ?? growth – impacting valuation. NAR budgeting 15% reduction in membership. I don't think we are going to see the same thing. Matt B. will circulate a report next month in the President message.

2) NECPE Task Force – Contract Update

Will be signing the contract today if no objections. There is 1 change in which a reference was incorrect.

5. Office Administration Report – A. Ropes

- Since the meeting in April there have been 7 new applicants – 5 Realtors and 2 Affiliates.

- The Golf tournament is winding down with registrations, etc. Almost sold out for golfers.
- Now getting geared up for Summer Mixer. I have added the Mixer on the website and have started up the shared spreadsheet. I will start sending out blasts on that.
- The BBQ is starting to fill up. Have about 50 who have signed up so far. It is a free event on June 8<sup>th</sup>, Thursday 5 to 7:30 pm. We will award the ROTY and AOTY. I plan on having an RPAC gift raffle basket like I have every year.
- The CORE class is up and running on the website. We have 10 signed up so far – 8 in person and 2 online. We can take total 20 in person and 20 online. CORE Class is June 23<sup>rd</sup>.
- The new member orientation was held April 26<sup>th</sup> both in person and online. We had 9 in person and 10 online.
- The updated Purchase and Sales Agreement has posted on ZipForms.
- I am working with the Education Committee on a couple of classes. Working through the new requirements for getting classes and instructors accredited.

6. Committee Reports:

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley  
 Golf Tournament-Little slow on sponsors but they were able to fill most of those before the deadline.  
 TF Moran cookout on June 8<sup>th</sup>  
 Golf Tournament on June 19<sup>th</sup>  
 August Mixer at Birchwood Vineyards  
 Board of Directors-Social Mixer at Like Winnie
- b) (Sponsorship) – J. Robinson  
 The golf tournament is moving on successfully. The sponsorships were a little slow but should be greater than year 1.
- c) (Education / Commercial Designation) – L. Hirsch/B. Jean  
 Larry and Bill both attended education meeting, filling up calendar for events courses until end of the year. OPLC has new policy for approving classes and instructors. Commercial Due Diligence course is tentatively scheduled for October. Starting to talk about 2024. NAR with conjunction with CCIM plans to roll out some type of plan. Nothing more known.
- d) (Finance) – J. Boufford (Matt B. for J. Boufford)
  - The financials for April 2023 were reviewed and placed on file.
- e) (Grievance) – S. Johnson  
 Nothing new to report.
- f) (Professional Standards) – L. Hirsh

Nothing new to report.

g) (Membership) – B. Jean

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

2) Membership Update

h) (RPAC/IMF) – Ethan Ash

Nothing new to report though Ethan will give a short presentation at the BBQ regarding RPAC and IMF. We will have a gift basket raffle to benefit RPAC/IMF.

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

The meeting was cancelled yesterday. Senate is taking up the budget – reduced the grant program – getting nervous on multi-family reductions. NHAR news on game cameras – all contest on camera and permission to be put on land.

j) (NHCIBOR Cares) – D. Martin

NHCIBOR Cares quarterly meeting is coming up. Kicking off the scholarship initiative. Send a check to Ava's Hope. We are looking forward to the Golf Tournament scholarship.

k) (Forms) – L. Foy

No report – L. Foy Absent

7. New Business:

Committee meeting today to pick the ROTY / AOTY.

Matt B. mentioned that he thought we should take a look at our mission statement and strategic plan as we move out of PPC. Toward the end of the year take a look at it before Ethan starts as President. Maybe there are things we can do better as an association to further the commercial practice. We can perhaps set up a task force to review it.

8. .Adjournment at 9:35 am

Respectfully submitted,

Dave Tanguay  
Secretary