

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) | Hirsch, Larry (A) | Stallkamp, Christian (P) |
| Boufford, Jeff (P) | Jean, Bill (P) | Tanguay, Dave (P) |
| Canavan, Nicole (P) | Kingsley, Scott (P) | |
| Dano, Brian (A) | Lefebvre, Matt (A) | |
| DeMello, Kathy (P) | Nesmith, Laura (P) | |

Guest: Ralph Valentine (P)

3. Secretary's Report – D. Tanguay

- a. **MOTION** to accept the minutes of the February 2024 Board of Directors meeting. **MOTION** was **SECONDED** and **APPROVED**.

4. President's Report – Ethan Ash

- a. President's Update
- Ethan went to NHAR's board meeting. They talked about the proposed lawsuit settlement and buyer agency. It is important to remember at this point it is proposed. The judge has to approve it. Right now, there is no change in how business is transacted. There are videos on NHAR's website. NHAR is hosting the Leadership Symposium and we need to find two to attend. Cibor has set aside money in the budget for this. You can read about it in Allison's office administration report. Allison will send out an email with information to the BOD. NAR's end-of-year meeting in November is in Boston this year. NHAR will be doing an event at the Prudential Center...5K.
- b. Ralph Valentine Guest: Cibor owns one vote on the Prime MLS board. 1 vote out of 29. Prime MLS is the 35th largest MLS. The landscape is shifting quickly. Ralph is the alternate BOD for CIBOR. Have spent \$ 400,000 on updating the technology. We all see Paragon on the front end. Adding Flex as a second front end. We are getting to a point where we can eat or be eaten. We have 11,000 members (for example 180,000 in CA). Dues went up a couple of years ago to build a war chest as the landscape changed to fund tech updates. To change the shareholder agreement requires 100% vote of all shareholders. The group voted to make changes to the Shareholder agreement: Name change, address change, electronic signature, and change 100% vote to 70 votes. Generally get 60-70% at the meetings. Motion passed on the vote to change 100 to 70%. I recused myself at that time. 70% will make it easier and more nimble. We are the last board to vote. 28 boards voted yes. If you approve it, it will go electronically to Ethan to sign. A motion was made to approve the change from 100% to 70%. The motion was seconded and approved.

5. Office Administration Report – A. Ropes

- Since the meeting in January there have been 7 new applicants 5 REALTORS and 2 Affiliates.
- I missed the Education meeting on March 12th as I was at AEI. Last I heard was that the Social HQ was unable to do the class on March 22nd. I had sent in all the paperwork with explanations for them, but never heard back about whether or not they are interested in applying for approvals. I am waiting to hear from the chair as to next steps and what was discussed at the meeting.
- Continuing to work on the golf event. Sending out blasts and updates.
- I did have a Zoom call with Shane on Feb. 29th over the back end changes on NECPE. I have access to that. It doesn't look too bad. Just a few differences in the program for me on the back end. He was hoping we could come up with a date when the full transfer will take place so that we can work backwards and get zoom trainings in and then in person training. We discussed a possible Oct/Nov start date? That way members could access the test drive in August/Sept timeline...and Zoom calls. And possible in person training when it starts in October ideally. I would have to book the venues, etc. ahead of time as possible.
- NHAR Leadership Symposium is April 17th and 18th at NHAR office in Concord. The NHAR Leadership Symposium will provide current and future leaders, at both the state and local level, the essential information needed to perform effectively in the complex and challenging role as an officer or committee chairperson. This symposium will provide participants with leadership skills that can be applied in all leadership situations, whether in a corporate or not-for-profit environment. NHAR has saved two seats for each board. RSVP needs to be made by April 5th. I need to know first if anyone on the board would like to attend? If Not, do you know anyone else who may benefit? NHCIBOR pays the bill to attend.

6. Committee Reports:

(Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley

Jeff said the golf event is on 6/10. Sponsors are coming a little slower than last year. Scott mentioned the BBQ is on 6/21 and Summer Mixer on 8/8. Scott mentioned if we should have another social event for free? Discussions around meet and greets. Nicole Canavan was interested in hosting a business after hours of some sort, north of Concord. Nicole and Scott will talk offline.

a) (Sponsorship) – J. Robinson
Absent

b) (Education / Commercial Designation) – L. Hirsch/B. Jean
Bill did not attend the meeting. Allison spoke to this in her office admin report.

c) (Finance) – J. Boufford
1) The financials for February 2024 were reviewed and placed on file.

d) (Grievance) – C. Stallkamp
Nothing new to report.

e) (Professional Standards) – L. Hirsh
L. Hirsch was absent. Allison reported nothing new to report.

f) (Membership) – B. Jean

1) MOTION to approve new provisional member applications subject to names

being published as per CIBOR bylaws—**APPROVE**

2) Membership Update – Ethan reported that NHAR reported the state is overall down 3% in membership...they thought it would be 6%.

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

h) (Public Policy Committee/Government Affairs) – D. Garvey
PPC will be hosting two meetings...one on June 13th and July 11th where there will be two candidates, Republican and Democratic at each meeting. We will get RSVPs to the meeting. Hope to fit 50 to attend.
Bob Quinn is in discussions with OPLC. There are more than 7,000 realtors in NH.
Reciprocity is somewhat protected. It is difficult to get OPLC staff and to keep staff. Septic Bill
HB 1113 is moving forward.

i) (NHCIBOR Cares) – Laura Nesmith
We had a meeting yesterday. We are cutting checks for donations approved.

j) (Forms) – B. Jean
Nothing new to report.

k) (NECPE: Transition to New Moody's/Catylist System) – Matt L.
The data policy task force has been disbanded and have formed this new committee.
We are going to review the timeline for transition. Most likely we will put the test drive for all members in April and we will cut over in July/August or September. We are drafting a letter for input.

7. New Business:

Kathy mentioned that in NH Realtors magazine Cibor isn't mentioned. No exposure in that magazine. NHAR now has a studio of its own. Maybe we could get exposure in podcasts. Ethan will talk with Dave Cummings about it.

8. Adjournment at 10:00 am.

Respectfully submitted,

Dave Tanguay
Secretary