

**MEETING MINUTES**

1. Call to Order
2. Roll Call: (Need 8 for quorum) (P) = Present / (A) = Absent  
Ethan Ash (P)                      Garvey, Dave (P)                      Stallkamp, Christian (P)  
Bacon, Matt (P)                      Jean, Bill (P)                      Tanguay, Dave (P)  
Boufford, Jeff (P)                      Kingsley, Scott (P)  
Canavan, Nicole (P)                      Lefebvre, Matt (P)  
Dano, Brian (A)                      Nesmith, Laura (P)  
DeMello, Kathy (P)                      Robinson, Joe (P)
3. Secretary's Report – D. Tanguay
  - a. **MOTION** to accept the minutes of the March 2024 Board of Directors meeting.  
**MOTION** was **SECONDED** and **APPROVED**.
4. President's Report – Ethan Ash
  - A. President's Update
    1. Board of Director Vacancy -Larry Hirsch Resigned – Term expires 12/31/24. Ethan said we needed to replace Larry. Jesse Hepler from SVN was interested. Kathy mentioned that she spoke to Jesse and he didn't commit. Kathy said that maybe we should send out a blast email to members. Bill said the approach used earlier to fill BOD positions was to look for candidates who are actively involved in committees. Matt B. echoed what Bill said. Matt B. expressed concerns about having too many people from one company on the board and that might be a good idea to have some different firms and different parts of the state. Ethan mentioned that we may always have certain brokerages who are more involved. Jeff said that we should consider affiliates in certain classes of businesses. Bill said that an Atty. Would be good possibly Laura Gandia who is an Atty. And was the Town of Londonderry Planner. She attends all the PPC meetings. Bill will approach Laura about this. Nicole would like the board to be more geographically diverse. Dave G. believes we should fill this with a REALTOR member since we are a REALTOR organization. Ethan would like recommendations for him to reach out to.  
  
Ethan asked us to add another committee report to the agenda: Strategic Planning Committee. Ethan mentioned that Matt L. was interested in being the chair. They will chat offline. No meetings at this point. Allison will look up in the minutes from last year who was interested in being on that committee.
  - B. Office Administration Report – A. Ropes
    - Since the meeting in March there have been 9 new applicants all REALTORS.

- The Commercial Inspection class for 2 credits is scheduled for April 30<sup>th</sup> 2-4 pm at KW office in Portsmouth, NH. It is only approved for in person. So far we have 12 who have registered.
- Continuing to work on the golf event. Sending out blasts and updates.
- ROTY/AOTY: I have sent out blasts for Realtor and Affiliate of the Year asking for nominations. It is also on the website. The awards will be presented at the BBQ on June 20<sup>th</sup>. So far I have received one nomination form for ROTY. If you all have any one you think should be considered, please fill out the form on the website. I can also send you a list of past ROTY / AOTY since 2011.
- NEREJ Summit is scheduled for May 9<sup>th</sup> 8:30 – Noon in Manchester, NH. I have asked Rick Kaplan if he could offer a discount to CIBOR members and this year he said he could only take \$ 10 off the price. The summit is on NHCIBOR's calendar and a blast has gone out...or will go out.
- Meet the Candidates: Ralph Valentine and the PPC have scheduled Meet the Candidates forum for June 13<sup>th</sup> and July 11<sup>th</sup>. They will take place in Matheson Education's Training room. It will be a free event, but RSVP required as there is limited seating. June 13<sup>th</sup> will host Senator Chuck Morse and Executive Councilor Warrington. July 11<sup>th</sup> will be Mayor Joyce Craig and Senator Kelly Ayotte. The events are on the website calendar. I have the blasts ready to go out....Ralph is just reviewing those.

### C. Committee Reports:

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley  
We have the BBQ on June 20<sup>th</sup> and Mixer on 8/8. Should we do business after hours in the fall? Paul McKinnon of Creative Office Resources was interested in hosting. Maybe late Sept or the end of March would be a good time? Scott referred to Joe for Golf.
- b) (Sponsorship) – J. Robinson  
Tracking slower than last year. Pushing for more sponsors. We are rolling out a social media campaign thanking the sponsors, etc...like and share, please.
- c) (Education) – B. Jean  
Hiring Ripaldi to teach the CORE class on June 7<sup>th</sup> and a Risk Management class on Sept. 13<sup>th</sup>. The courses will be in Bedford.
- d) (Finance) – J. Boufford
  - 1) The financials for March 2024 were reviewed and placed on file.
- e) (Grievance) – C. Stallkamp  
Nothing new to report.
- f) (Professional Standards) – *Need Liaison*  
*Christian agreed to be the liaison moving forward.*
- g) (Membership) – B. Jean
  - 1) MOTION to approve new provisional member applications subject to names

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

- h) (RPAC/IMF) – Ethan Ash  
Dues participation is down from last year.
- i) (Public Policy Committee/Government Affairs) – D. Garvey  
HB398 – same disclosures. Stripped down Housing passed Senate. OPLC option to have a dedicated staff person, but can't fill all positions. End of Lease doesn't mean the end of the lease – to define good cause – passed House, expected opposition in Senate.
- j) (NHCIBOR Cares) – Laura Nesmith  
Discussed who is looking for help ...we have a war chest to deploy more funds. Does anyone on the Board on nonprofits? We are looking to use the funds. We can authorize the money through email. Golf income is dedicated towards scholarships – seek to bolster scholarships and get more recognition. Looking to put a scholarship update on the website.
- k) (Forms) – B. Jean  
Nothing new to report.
- l) (NECPE: Transition to New Moody's/Catylist System) – Matt L.  
Brian Dano connected with an agent in CT regarding ECCN (East Coast Commercial Network) which is not looking to renew the Catylist contract. Looking into the possibility of NECPE absorbing those members....someone said that they were under the impression that ECCN was with Crexi Pro, but they currently have a Catylist contract with 440 members. Ethan will have a meeting with the current President regarding the reason to change? We will have to amend our current contract with Moody's. Matt L. said that the current transition from the old platform to the new platform includes some bumps in the process. Absorbing CT and RI we might be in a better position to negotiate. Matt B said that NECPE is a money generator for NHCIBOR. NECPE Task force is test driving the system. We had a meeting last week. We want to address some of the bugs in the program before we release. The committee is putting together a list of frequently asked questions. Committee is crafting a letter and next month we should have a timeline.

7. New Business:

8. Adjournment at 10:15 am.

Respectfully submitted,

Dave Tanguay  
Secretary