

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, February 23, 2022 – 11:00 am - BNAR

Executive Committee: President Joel HusVar, President Elect Rosalind Burgin, Secretary/Treasurer Vienna Laurodi, Vice President Kelly Spurlock, Immediate Past President Amber Wesser and Presidents Advisor Eric Winkhofer

Board of Directors: Marcy Dexheimer, Stephanie Fiorentino, Margaret Fisher, J. Gerard Green, Margaret Hartman, Eric Hauser, Donna Littlefield, Bill Soffel, David Van Schoonhoven

Staff: Debbie Norman, Annette Fachko, Kathy Schmitz, Danielle Melchione, Brenda Alesii

Attorney: Charlie Martorana via phone

Past Presidents: Dawn Brown, Sharon Ciminelli, miriam treger

Special Guests: Ann Aquilina, Nathanael Budde, Deanna Zavah, Constance Caldwell

Excused: Peter Hunt, Nan Malysza, Shannon McNichol, Jonathan Orlow

- I. The meeting was called to order at 11:15 am
- II. The Pledge of Allegiance was recited and a moment of silence was taken for those not with us, our front line workers, military and service members and any other special intentions.
- III. The Anti-Trust, Confidentiality and Conflict of Interest forms were passed out to sign.
- IV. The agenda was approved as mailed out.
- V. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
- VI. Operation & Financial Report
 - a. Michelle Sullivan from Freed Maxick presented the year end financials.
- VII. Action Items for Directors
 - a. BNAR Strategic Plan – A motion was made to re-affirm the BNAR Strategic Plan. Motion carried.
- VIII. Dates and Reports
 - a. Next meeting date is Wednesday, April 13 at 11:00 am at the BNAR and approval of the February new members.
 - b. January new members were approved by email.
- IX. Committee/Task Force Reports – Limited Discussion
 - a. DEI – written report emailed – Brenda Alesii reported that the group is working on their mission statement. A few samples were included in the DEI minutes.
 - b. Government Affairs – Government Affairs Director, Brenda Alesii, stated that Erie County Clerk Mickey Kearns and Kate Lochart from the WNY Law Center were guest speakers at their meeting and discussed zombie home and foreclosures.
 - c. Margaret Hartman reported on RPAC. Our goal this year is \$74,603 and expects 100% participation from all of our leaders including committee members.

- X. Presidents Report – Limited Discussion – Joel HusVar
 - a. Joel HusVar reported on some of the highlights of the NYSAR Mid-Winter Meetings: an increase in hours for licensing for brokers and salespersons and adding implicit bias training continuing education.
 - b. President HusVar thanked those that attended his inaugural event at Jazzboline. We had to keep it relatively small and also kept costs down. We look forward to more in-person meetings.
 - c. Kudos to those inducted in the RPAC Hall of Fame and congratulations to Margaret Hartman who was inducted to the NAR RPAC Hall of Fame for contributions at the \$50,000 level. Her induction will take place at the NAR Legislative Meetings in May.
 - d. President HusVar reminded everyone of two important charity events June 2, 2022 will be a high end cocktail party and fundraising event and July 25, 2022 will be our golf outing. Mr. HusVar indicated he has a lofty goal.

- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
 - a. Chief Executive Officer, John Leonardi, announced that he has been appointed to sit on the DEI panel with Tamika Murphy.

- XII. Legal – Limited Discussion – Charlie Martorana
 - a. Charlie Martorana briefly spoke on fair housing in the City of Buffalo and that if any one receives a letter to contact John Leonardi. Mr. Martorana also that MERS, Mortgage Electronic Registration opens the door to the status on loans, taxes and foreclosure and will keep us updated on it.

- XIII. New/Other/Old Business
 - a. None

- XIV. Adjournment - Meeting adjourned at 12:36 pm

Joel HusVar

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, April 13, 2022 – 11:00 am - BNAR

Executive Committee: President Joel HusVar, President Elect Rosalind Burgin, Secretary/Treasurer Vienna Lauredi, Vice President Kelly Spurlock, Immediate Past President Amber Wesser and Presidents Advisor Eric Winklhofer

Board of Directors: Marcy Dexheimer, Stephanie Fiorentino, Margaret Fisher, J. Gerard Green, Margaret Hartman, Eric Hauser, Peter Hunt, Donna Littlefield, Nany Marlysza, Jonathan Orlow, David VanSchoonhoven

Staff: Debbie Norman, Annette Fachko, Kathy Schmitz, Danielle Melchiore, Brenda Alesii

Attorney: Charlie Martorana via zoom

Past Presidents: Sharon Ciminelli, Jim Knight

Special Guests: Ann Aquilina, Nathanael Budde, Deanna Zavah, Constance Caldwell

Excused: Vice President, Kelly Spurlock, Shannon McNichol, Bill Soffel

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- I. The meeting was called to order at 11:11 am
 - II. The Pledge of Allegiance was recited and a moment of silence was taken for those not with us.
 - III. The Anti-Trust, Confidentiality and Conflict of Interest forms were passed out to sign.
 - IV. The agenda was approved as mailed out.
 - V. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
 - VI. Operation & Financial Report
 - a. The February P&L was reviewed. A motion was made that by the next meeting, Executive review policy on the cash reserves and investments. Motion carried. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. Professional Standards Case # 111721e – A motion was made to uphold the Hearing Panels decision in the case of Shea vs. Daly/Taborda; to take an in-person Agency class within the next six months. The motion was amended to “take a BNAR in-person/zoom Agency class within the next six months. Amended motion carried.
 - b. Professional Standards Case # 111721c – A motion was made to uphold the Hearing Panels decision in the case of Paolucci vs. Raines: to receive a letter of warning. Motion carried.
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, June 29 at 4:30 pm at Acqua Restaurant. at 11:00 am at the BNAR and approval of the April new members.

- IX. Committee/Task Force Reports – Limited Discussion
- a. REALTOR Issues – written report emailed
 - b. Technology – written report emailed
 - c. Government Affairs – written report emailed
 - d. DEI – written report emailed
 - e. RPAC – Margaret Hartman reported that that we are at \$41,723 representing 56% participation. Fair share contributions are \$25.00 and commented on how great the presentation on RPAC and Advocacy that Lauren Colicelli from the National Association of REALTORS gave at the town hall.
 - f. Amber Wesser, Chair of the CEO Review Committee announced that the surveys are closed and the review committee will be meeting on May 19, 2022.
- X. Presidents Report – Limited Discussion – Joel HusVar
- a. Joel HusVar challenged everyone to the Fair Housing challenge this month which includes only two training components: [Fairhaven: A Fair Housing Simulation Fairhaven.realtor](#), which takes about 90 minutes and Bias Override: Overcoming Barriers to Fair Housing video <https://www.nar.realtor/videos/bias-override-overcoming-barriers-to-fair-housing> which is about an hour long. And please let us know if you completed them so that you can be recognized.
 - b. President HusVar announced the dates for his two fundraisers: June 2nd at 500 Pearl and July 25th a golf fundraiser. In addition, as a fundraiser, we are selling hats with the R logo and Evan Wood Fund logo for \$35.00 with all proceeds going to the fund.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, announced that he has been appointed to sit on the NYSARs DEI Committee chaired by Jennifer Stevenson.
 - b. NAR legislative meetings are taking place May 1-6 in National Harbor. An itinerary will be emailed.
 - c. Mr. Leonardi announced that Lobby Day is on May 10 and the bus is completely full.
- XII. Legal – Limited Discussion – Charlie Martorana
- a. Mr. Martorana reported that he had rewritten the memo from NYSAR regarding disclosures and Fair Housing policy. The letter was sent to all of BNAR's broker owners and managers.
- XIII. New/Other/Old Business
- a. Harold Cardwell, from the Fair Housing officer for the City of Buffalo, harassed one of our members on the phone regarding a fair housing matter. Fair Housing stickers are available and members may want to keep some of them in their vehicle in case they need to attach them one of their signs. Mr. Martorana suggested that members should take inventory of all their advertising/marketing materials to make sure their materials are in compliance of the laws.
- XIV. Adjournment - Meeting adjourned at 12:09 pm

Joel HusVar

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, June 29, 2022 – 4:30 pm – AcQua, Niagara Street

Executive Committee: President Joel HusVar, President Elect Rosalind Burgin, Secretary/Treasurer Vienna Laurendi, Vice President Kelly Spurlock, Immediate Past President Amber Wesser and Presidents Advisor Eric Winklhofer

Board of Directors: Marcy Dexheimer, Stephanie Fiorentino, J. Gerard Green, Margaret Hartman, Eric Hauser, Peter Hunt, Donna Littlefield, Nany Marlysza, Shannon McNichol, Jonathan Orlow, Bill Soffel, David VanSchoonhoven

Staff: Debbie Norman, Annette Fachko, Kathy Schmitz, Danielle Melchiorre, Brenda Alesii

Attorney: Charlie Martorana

Past Presidents: Dawn Brown, Sharon Ciminelli, Jim Knight, miriam treger, Louis Vinci, Amy Winklhofer, Robert Winklhofer, Charlene Zoratti

Excused: Margaret Fisher

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- I. The meeting was called to order at 4:32 pm
 - II. The Pledge of Allegiance was recited and a moment of silence was taken for the victims and their families of the Tops mass shooting, BNAR employee Pam Nalbone and others who are no longer with us.
 - III. The Anti-Trust, Confidentiality and Conflict of Interest forms were passed out to sign.
 - IV. The agenda was approved as e-mailed out.
 - V. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
 - VI. Operation & Financial Report
 - a. The May P&L was reviewed, received and filed.
 - b. Michelle Sullivan of Freed Maxick gave an overview on BNAR reserves. A motion was made to have the Executive Committee do a full analysis of the reserve numbers with Michelle Sullivan and Charlie Martorana and provide a comfortable reserve proposal to the Board of Directors.
 - VII. Action Items for Directors
 - a. Professional Standards Case #091521c – A motion was made to uphold the Hearing Panels decision in the case of Mr. Ali Mahmood vs. Samantha Muscato/Keller Williams – no cause for action. Motion carried.
 - VIII. Dates and Reports
 - a. Next meeting date is Tuesday, July 26 at 4:30 pm place at Giancarlo and approval of the new members.
 - IX. Committee/Task Force Reports – Limited Discussion
 - a. Agents' Day – written reports emailed
 - b. DEI – written reports emailed
 - c. Education – written reports emailed
 - d. Forms & Contracts – written report emailed
 - e. Government Affairs – written report emailed – Brenda Alesii gave a brief report and reminded the Directors about voting in August and encourage others to Get Out & Vote.
 - f. REALTOR Issues – written report emailed

- g. Technology – written report emailed
 - h. CEO Review RPAC – Amber Wesser reported that the CEO Review committee met and discussed the results with John Leonardi, and 97% meeting or exceeding expectations and recommended a bonus.
 - i. Margaret Hartman reported that BNAR is currently at \$46,476; a bowling fundraising event at Transit Lanes is being planned for some time in October. Marcy Wangelin reported that the Womens Council of REALTORS is planning a corn hole tournament for RPAC in conjunction with a Bills Tailgate Party from 2:00 – 8:00 pm on Saturday, August 13 at the CD Party Barn in Lancaster.
- X. Presidents Report – Limited Discussion – Joel HusVar
- a. Joel HusVar stated that he attended the Presidents Roundtable and other meetings as well as visiting the Hill during the NAR legislative meeting.
 - b. President HusVar informed us about the great representation we had for Lobby Day in Albany with our main agenda being in opposition of Good Cause Eviction and Telemarketing Restrictions.
 - c. Mr. HusVar reported that the Upstairs/Downstairs event at 500 Pearl was a success – everyone had a great time and we raised \$20,000 for The Evan Wood Fund benefiting John R. Oishei Children' Hospital.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, announced that he has been appointed to NAR's Fair Housing Committee, along with Alexia Smokler and Bryan Greene from NAR, and is working with the National Police Department on dealing with situations.
 - b. Mr. Leonardi also stated that there are 13,000 zombie homes in Buffalo and the Builders are having a hard time building due to codes, restrictions and compliances.
- XII. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana indicated that the trends on Good Cause Eviction have become pro-tenant not pro-landlord with a backlog of evictions. Mr. Martorana also reminded everyone of fair housing fines and to check that all their marketing materials include the fair housing logo.
 - b. The Directors briefly discussed the jointly approved Escalation Clause.
- XIII. New/Other/Old Business - None
- XIV. Adjournment - Meeting adjourned at 5:47 pm

Joel HusVar

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Tuesday, July 26 – 4:00 pm – Giancarlo’s Steak Hoouse

Executive Committee: President Joel HusVar, President Elect Rosalind Burgin, Secretary/Treasurer Vienna Laurendi, Vice President Kelly Spurlock, Immediate Past President Amber Wesser and Presidents Advisor Eric Winklhofer

Board of Directors: Marcy Dexheimer, Stephanie Fiorentino, Margaret Fisher, J. Gerard Green, Margaret Hartman, Eric Hauser, Peter Hunt, Nany Malysza, Jonathan Orlow, David VanSchoonhoven

Staff: Debbie Norman, Kathy Schmitz, Danielle Melchiorre, Brenda Alesii

Attorney: Charlie Martorana

Past Presidents: Phil Aquila, Sharon Ciminelli, Mike Johnson, Jim Knight, Louis Vinci

Special Guest: Kevin Roche of Key Investments

Excused: Donna Littlefield, Shannon McNichol, Jonathan Orlow, Bill Soffel

- I. The meeting was called to order at 4:44 pm
- II. The Pledge of Allegiance was recited and a moment of silence was taken for our military and those not with us.
- III. The Anti-Trust, Confidentiality and Conflict of Interest forms were passed out to sign.
- IV. The agenda was approved as mailed out.
- V. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
- VI. Operation & Financial Report
 - a. The June P&L was reviewed. The P&L was received and filed.
 - b. Special guest, Kevin Roche of Key Investments, gave an update on BNAR investments. A motion was made to amend BNAR’s Investment Policy to 60% in equities and 40% in mixed based on advisors recommendations and gives us more latitude. Motion carried.
- VII. Action Items for Directors
 - a. President HusVar appointed Charlie Martorana, Eric Winklhofer and Louis Vinci as tellers for the NYSAR Director elections.
 - b. Amber Wesser, Nominating Committee Chair, reported there is one position open for NYSAR Director and presented Joel HusVar as the slate. There were no nominations from the floor. Being no opposition one vote was cast by the Secretary/Treasurer and Joel HusVar was elected as NYSAR Director for a three year term.
- VIII. Dates and Reports
 - a. Next meeting date is Wednesday, September 21 at 10:30 am at the BNAR (budget meeting) and approval of new applicants.

- IX. Committee/Task Force Reports – Limited Discussion
 - a. Technology – High Tech High Touch Event is September 15
 - b. Agents Day – October 12 – Banchetti’s by Rizzos – Theme “Let’s Go Buffalo”
 - c. RPAC Report – Relax, Win & Roll RPAC Fundraiser – October 20 – Transit Lanes
Margaret Hartman reported we are at \$47,460 representing 991 members; our participation goal is 1261. It was noted that BNAR Directors should be setting an example and reminded them that monies can be taken monthly instead of a lump sum.

- X. Presidents Report – Limited Discussion – Joel HusVar
 - a. President HusVar stated that Tamika Murphy will be representing BNAR on the NYSAR DEI Committee.
 - b. President Joel HusVar reported that the golf event was very successful. There were 97 golfers and we sold 63 mulligans with those proceeds going directly to Oishei’s Children’s Hospital. The dinner was very good and we had 50 additional who attended just the dinner.

- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
 - a. Chief Executive Officer, John Leonardi, announced that Patti Jo Bushley left the BNAR and there is a need to backfill Pam Nalbones position.
 - b. Mr. Leonardi reported that committees are regularly meeting at the BNAR unless there is no business to conduct.
 - c. Chief Executive Officer, John Leonardi, stated that he has called for a special Government Affairs and RPAC Committee to go over our advocacy efforts and challenges.

- XII. Legal – Limited Discussion – Charlie Martorana
 - a. Mr. Martorana reported on the Good Cause Eviction that was voided on the local level but that we need to keep watch of it going forward
 - b. Mr. Martorana called attention to an amended Human Rights Law and reasonable accommodations.

- XIII. New/Other/Old Business

- XIV. Adjournment - Meeting adjourned at 6:07 pm

Joel HusVar

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, September 21, 2022 – 11:00 am - BNAR

Executive Committee: President Joel HusVar, President Elect Rosalind Burgin, Secretary/Treasurer Vienna Laurendi, Vice President Kelly Spurlock, Immediate Past President Amber Wesser and Presidents Advisor Eric Winklhofer

Board of Directors: Marcy Dexheimer, Stephanie Fiorentino, Margaret Fisher, J. Gerard Green, Margaret Hartman, Eric Hauser, Donna Littlefield, Jonathan Orlow, David Van Schoonhoven

Staff: John Leonardi, Debbie Norman, Kathy Schmitz, Danielle Melchiorre, Brenda Alesii, Annette Fachko, Neils Wagener

Attorney:

Past Presidents: Dawn Brown, Sharon Ciminelli, Jim Knight, miriam treger, Louis Vinci

Special Guest: Deanna Zavah, Suzanne Tomasello, Nathanael Budde

Excused: Peter Hunt, Shannon McNichol, Bill Soffel, Nan Malysza, Charlie Martorana

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- I. The meeting was called to order at 11:10 am
 - II. The Pledge of Allegiance was recited and a moment of silence was taken for those we lost.
 - III. The Anti-Trust, Confidentiality and Conflict of Interest forms were passed out to sign.
 - IV. The agenda was approved as mailed out.
 - V. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
 - VI. Operation & Financial Report
 - a. The August P&L was reviewed. The P&L was received and filed.
 - b. Rosalind Burgin presented the 2023 BNAR budget. There will be no local dues increase and BNAR will be offering free continuing education. A motion was to approve the budget as presented. Motion carried.
 - VII. Special Guests
 - a. The Accelerate Group, Nathanael Budde, Suzanne Tomasello, Deanna Zavah and Hope Young Watkins gave a power point presentation on their history, their mission and strategies going forward to find out what members really want.
 - VIII. Action Items for Directors
 - a. Forms & Contracts – Owners Offer Submission Directive Form – sent to Charlie Martorana for review.
 - IX. Dates and Reports
 - a. Next meeting date t/b/d and approval of new applicants.

- X. Committee/Task Force Reports – Limited Discussion
 - a. Agents' Day – written report emailed
 - b. Education – written report emailed
 - c. Forms & Contracts – written report emailed
 - d. REALTOR Issues – written report emailed
 - e. Technology – written report emailed
 - f. Nominating Committee – Amber Wesser reported that Officer Nomination forms are due October 21 and BNAR Officer Elections will take place at the next Board of Directors meeting.
 - g. RPAC – Margaret Hartman reported that we are still about \$20,000 short of goal and reminded those present of the upcoming RPAC fundraising event on October 20.

- XI. Presidents Report – Limited Discussion – Joel HusVar
 - a. President Joel HusVar reported that the mobile raffle and mobile auction for the Evan Wood Fund benefitting John O'Shei Children's Hospital date was extended to October 12, 2022 and the winners will be drawn at Agents' Day.
 - b. Mr. HusVar reminded the Directors of the upcoming events with the expectations of everyone attending:
 - Agents' Day & Trade Show – October 12 – Banchetti's by Rizzo
 - Annual Meeting and Director Election Event – October 19 – Salvatore's
 - RPAC Fundraiser – October 20 – Transit Lanes Entertainment Center

- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
 - a. Chief Executive Officer, John Leonardi, stated that an itinerary for the NYSAR meetings in Saratoga will be sent by email.
 - b. Mr. Leonardi congratulated Rosalind Burgin who was named one of the Power 200 Women with Buffalo Business First.
 - c. Chief Executive Officer, John Leonardi, called attention to the REALTORS Honor Society form. Anyone wishing to apply needs to send the completed NYSAR report form to the BNAR by November 15, 2022.
 - d. Chief Executive Officer, John Leonardi, expressed his disappointment on the amount of member that did not participate in "Fairhaven". A link was emailed to the BNAR Directors.
 - e. Why are we Directors? – the BNAR Directors had a lengthy discussion on why the Directors are Directors – their reasons, responsibilities, etc.

- XIII. Legal – Limited Discussion – Charlie Martorana
 - a.

- XIV. New/Other/Old Business

- XV. Adjournment - Meeting adjourned at 11:37 am

Joel HusVar

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, November 2, 2022 – 4:30 pm – Park Country Club

Executive Committee: President Joel HusVar; President Elect Rosalind Burgin; Secretary/Treasurer Vienna Laurendi; Vice President Kelly Spurlock; Immediate Past President Amber Wesser and Presidents Advisor Eric Winklhofer

Board of Directors: Marcy Dexheimer, Stephanie Fiorentino, Margaret Fisher, J. Gerard Green, Margaret Hartman, Eric Hauser, Peter Hunt, Donna Littlefield, Nan Malysza, Shannon McNichol, Jonathan Orlow, David Van Schoonhoven

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Danielle Melchiorre, Brenda Alesii

Past Presidents: Phil Aquila, Dawn Brown, Mike Johnson, Jim Knight, Mike McDonough, miriam treger, Louis Vinci, Amy Winklhofer, Robert Winklhofer, Charlene Zoratti

Excused: Kathy Schmitz, William Soffel

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- I. The meeting was called to order at 4:40 pm.
 - II. The Pledge of Allegiance was said followed by a moment of silence for those that could not be with us today.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. The agenda was approved as handed out.
 - V. Minutes of the Previous Meeting - No changes were made to the minutes of the previous meeting.
 - VI. Operation & Financial Report
 - a. Secretary/Treasurer, Vienna Larendi, highlighted items in the P&L and balance sheet. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. Appointment of Tellers – President Joel HusVar appointed Mike Johnson, Jim Knight and Charlie Martorana as tellers for the upcoming Officer elections.
 - b. Officer Elections:

Office of President - Through automatic ascension of the President Elect to President one vote was cast by the Secretary/Treasurer and Rosalind Burgin was elected as 2023 BNAR President.

Office of President Elect – Amber Wesser, Nominating Committee Chair presented Vienna Laurendi as the slate for President Elect. There were no nominations from the floor. The Secretary/Treasurer cast one vote and Vienna Laurendi was elected as 2023 President Elect.

Office of Secretary Treasurer – Amber Wesser, Nominating Committee Chair presented Jonathan Orlow as the slate for Secretary/Treasurer. Kelly Spurlock was nominated from the floor. Ballots were collected and Kelly Spurlock was elected as 2023 Secretary/Treasurer.

Office of Vice President – Amber Wesser, Nominating Committee Chair presented Margaret Fisher, Eric Hauser and David VanSchoonhoven as the slate for Vice President. There were no nominations from the floor. Ballots were collected and the candidate with the lowest amount of votes, per the Bylaws election guidelines, was eliminated. On the second ballot Margaret Fisher and Eric Hauser was on the slate. There were no nominations from the floor. Ballots were collected and Margaret Fisher was elected as 2023 Vice President.

VIII. Dates and Reports

- a. Next meeting date is Wednesday, December 7, 2022 at the Country Club of Buffalo and new applicants.

IX. Committee/Task Force Reports – Limited Discussion

- a. Annual Meeting – written report emailed
- b. DE&I Sub Committee – written report emailed
- c. Technology – written report emailed
- d. RPAC – verbal – Margaret Hartman thanked everyone who supported the RPAC Fundraiser. We are closing in on goal with current amount of \$71,883. Discussion took place on sending out communications to members about RPAC and candidates and issues that were supported. Brenda Alesii, Government Affairs Director, gave a summary of the races in this year's elections. Charlie Martorana informed them that information can be found on the Erie County Board of Elections website.

X. Presidents Report - Limited Discussion –Joel HusVar

- a. President HusVar reported on the Annual Meeting and Director Election event and was looking forward to working with our incoming Directors Tamika Murphy, Brian Miller, Marcie Delgaty and Lori Adams.
- b. Mr. HusVar thanked everyone who supported his charity this year The Evan Wood Fund.
- c. President Joel HusVar reminded the Directors that our Volunteer Thank You Event is on November 30 from 5:00 until 7:00 pm at Giancarlo's.

XI. Chief Executive Officers Report – Limited Discussion – John Leonardi

- a. Chief Executive Officer John Leonard congratulated the incoming Officers.
- b. John Leonardi reported that the Core Standards have been reviewed by our President and President Elect and submitted to NYSAR for pre-approval.
- c. Mr. Leonardi reported that the itinerary for the upcoming NAR meetings in Orlando will be sent by email.
- d. John Leonardi reminded the Directors of the upcoming events:
Holiday Brunch – December 11, 2022 from noon until 4:30 at Giancarlos.
- e. Incoming Leadership Workshop - Wednesday, January 18th at the BNAR from 10:00 until approximately 2:00 pm.
- f. Save the Date for Rosalind's Black Tie Inauguration which will be held at the Admiral Room on January 20, 2023.

XII. Legal – Limited Discussion – Charlie Martorana

- a. BNAR Attorney, Charlie Martorana reported Disability Act lawsuits in reference to computer access and hotel accommodations. In addition he also reminded everyone to be careful using emails to create obligatories.

XIII. New/Other/Old Business - None

XIV. Adjournment - Meeting adjourned at 5:46 pm

Joel HusVar

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, December 7, 2022 – 4:30 pm – Park Country Club

Executive Committee: President Joel HusVar; President Elect Rosalind Burgin; Secretary/Treasurer Vienna Laurendi; Vice President Kelly Spurlock; Immediate Past President Amber Wesser and Presidents Advisor Eric Winkhofer

Board of Directors: Marcy Dexheimer, Stephanie Fiorentino, Margaret Fisher, J. Gerard Green, Margaret Hartman, Eric Hauser, Donna Littlefield, Nan Malysza, Bill Soffel, David Vanschoonhoven

Incoming Directors: Lori Adams, Marcie Delgaty, Richard Dentinger, Brian Miller, Tamika Murphy,

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Kathy Schmitz, Danielle Melchiorre, Brenda Alesii

Past Presidents: Phil Aquila, Dawn Brown, Sharon Ciminelli, Gary Kenline, Jim Knight, Mike McDonough, Pete Peterson, miriam treger, Amy Winkhofer, Robert Winkhofer, Charlene Zoratti

Excused: Peter Hunt, Vienna Laurendi, Shannon McNichol, Jonathan Orlow

- I. The meeting was called to order at 4:36 pm.
- II. The Pledge of Allegiance was said followed by a moment of silence for Alice Miranda who recently passed, others who could not be with us today and our military.
- III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
- IV. The agenda was approved as handed out.
- V. Minutes of the Previous Meeting - No changes were made to the minutes of the previous meeting.
- VI. Operation & Financial Report
 - a. No financials – audit in progress.
- VII. Action Items for Directors
 - a. Professional Standards Case #040721e – to refer the case to the New York State Association of REALTORS. The complainant notified the BNAR that it would not obtain a fair hearing from the BNAR panel or the Rochester Association panel. Motion carried.
 - b. Committee Leaders – a motion was made to approve the Committee Chairs, Co-Chairs and Vice Chairs for 2023 as handed out. Motion carried.
- VIII. Dates and Reports
 - a. Next meeting date is Wednesday, February 22 at 10:00 am at BNAR and approval of new applicants.
- IX. Committee/Task Force Reports – Limited Discussion
 - a. DE&I Sub Committee – written report emailed
 - b. Government Affairs – written report emailed
 - c. RPAC – Margaret Hartman reported that we made goal with 14 major investments. Our participation amount was 1,022.

- X. Presidents Report - Limited Discussion –Joel HusVar
- a. Joel HusVar reported on some of the highlights from the NAR meetings which included grant information for a Broker Summit and Small Broker Committee.
 - b. President Joel HusVar reminded the Directors on the upcoming Year End Town Hall on December 7 at 9:00 am.
 - c. President Joel HusVar presented Certificates of Appreciation and thanked our retiring officers Amber Wesser and Eric Winklhofer, and retiring directors Eric Hauser, Donna Littlefield and Bill Soffel for their dedication and service.
 - d. President Joel HusVar stated that most of the accomplishments were summarized in our last town hall. He liked all the Presidents Roundtables and found being a President a great learning experience. He enjoyed working with everyone and at this time passed the gavel to incoming president, Rosalind Burgin.
- XI. Incoming Presidents Remarks – Rosalind Burgin
- a. 2023 BNAR President Rosalind Burgin stated that she is grateful and excited to work alongside her Executive team, Vienna, Kelly, Margaret, Joel and Charlene and the Board of Directors. She welcomed the new Directors: Lori Adams, Marcy Delgaty, Brian Miller and Tomika Murphy and is appointing Richard Dentinger to serve as Regional Director. She announced that her charity is 8 Days of Hope and her Presidential Advisor will be Charlene Zoratti. Miss Burgin reported that there will be free continuing education in 2023, broker training and her theme is Moving Us Forward. She also wanted to congratulate once again our REALTOR of the Year Amy Winklhofer and REALTOR-ASSOCIATE of the Year Lynne Logan.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer John Leonardi reported that the DEI/Fair Housing event was well received with more seminars and videos to come.
 - b. Mr Leonardi congratulated the incoming Officers and Directors and also is looking forward to working with them.
 - c. John Leonardi reported that the Core Standards have been approved by NAR.
 - d. John Leonardi reminded the Directors of the upcoming events:
 - * Holiday Brunch – December 11, 2022 from noon until 4:30 at Giancarlo's.
 - * Incoming Leadership Workshop - Wednesday, January 18th at the BNAR at 10:00 to 2:00
 - * Rosalind's Black Tie Inauguration which will be held at the Admiral Room on January 20
 - * Thank You to our Event Supporters will be held February 1st at 5:30 pm at Giancarlos
 - * RPAC Fundraiser will be held March 8 at the Transit Lanes Entertainment Center
 - e. Chief Executive Officer announced that the Accelerate Team will be contacting broker and office managers with some survey questions about BNAR to help improve services.
 - f. Mr. Leonardi congratulated Robert Winklhofer who is retiring from WNYREIS.
 - g. Chief Executive Officer, John Leonardi, wished everyone a happy and healthy holidays.
- XIII. Legal – Limited Discussion – Charlie Martorana
- a. BNAR Attorney, Charlie Martorana, reported on the lead in drinking water and the Water Authority is working on ways to eliminate lead in service lines.
- XIV. New/Other/Old Business - None
- XV. Adjournment - Meeting adjourned at 5:46 pm

Joel HusVar