

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, February 17, 2016 – 10:30 am - BNAR

Executive Committee: President, Sharon Ciminelli; President Elect, Dawn Brown; Secretary/Treasurer, Rebecca VanDorn; Vice President, Eric Winklhofer; Past President, Joe Rivellino

Board of Directors: Ann Aquilina, Ann Edwards, Shelia Ferrentino, Margaret Fisher, Eric Hauser, Bill Higgins, John Kopera, Donna Littlefield, Mary Lou Mattioli, Elaine McCune, Curtis Neureuter, Christie Rothschild, John Wallin

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston, Dan Locche

Past Presidents: Michael Johnson, Jim Knight, Mike McDonough, miriam treger, Louis Vinci, Robert Winklhofer

Excused: Presidential Advisor, Phil Aquila; Peter Hunt; Matt Whitehead

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- I. The meeting was called to order at 10:11 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for those not with us any longer and for military serving our country.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – The agenda was approved with one addition: Cheektowaga Sump Pump Law.
 - V. Minutes of the Previous Meeting – approved with one correction – SPCA serving Erie County
 - VI. Operation & Financial Report
 - a. Freed Maxick was presented the 2015 year end audited financials report. A motion was made to approve the report. Motion carried. The report was received and filed.
 - VII. Action Items for Directors
 - a. Strategic Plan – a motion was made to approve the Strategic Plan as handed out. Motion carried.
 - b. Volunteer Recruitment Task Force – a motion was made to approve a Volunteer Recruitment Task Force. Members to be named. Motion carried.
 - c. Nominating Committee – a motion was made to approve the members of the BNAR Nominating Committee – Chairperson Joe Rivellino and members Jim Knight, Alice Miranda, Joseph Whittington and Rebecca VanDorn. Motion carried. Members were chosen based on our new Nominations process.
 - d. CEO Review Committee – A motion was made to approve the members of the BNAR CEO Review Committee – Immediate Past President serves as the Chairperson, Joe Rivellino; the President Elect, Dawn Brown serves as Vice Chair, CEO appointed Margaret Hartman, BNAR President appointed Dennis Dargavel and WNYREIS appointed Bob Winklhofer. Motion carried.members.

VIII. Dates and Reports

- a. Next meeting date is Wednesday, March 30 at 10:00 am at the BNAR and approval of the February new applicants. It was noted that the January new applicants were approved by email.

IX. Committee Reports

- a. Government Affairs – Lobby Day is May 23 and 24 and those wishing to attend should notify Dan. No action at this time will be taken on the Pendleton Compressor Station. Guest speaker at the next meeting will be Jocelyn Gordon, Executive Directors at the Buffalo Erie Niagara Land Improvement Corporation.
- b. RPAC Contributions to date are \$31,720 which represents 72% of goal and 759 participants which represents 75% of goal. Discussion took place on pin distribution.
- c. Agents Day Report – Bill Higgins reported that Agents' Day will be on October 13 at the Adams Mark Hotel.
- d. Governance Task Force – John Leonardi reported that the Task Force has been making progress and another meeting will be scheduled soon.
- e. CEO Review – Joe Rivellino reported that of the 30 or so surveys that were sent out, 19 were completed. The Committee will be meeting and recommendations will be given to the Board prior to May.

X. Old Business

- a. None

XI. Presidents Report – Sharon Ciminelli - Limited Discussion

- a. President Ciminelli reported on the highlights of the NYSAR meetings in Albany.
RPAC – phone a friend seems to work the best
NYSAR will be raising dues \$10.00 in 2017
Legal Update included Teams and Coming Soon listings
Fair Housing laws to include domestic violence victims and families
- b. BNAR's Inaugural event is Friday, February 19 and Mrs. Ciminelli is looking forward to the event.
- c. Key Communicator Kick Off is scheduled for Wednesday, March 2nd at 9:15 am at Riverworks.
- d. Sharon Ciminelli proudly announced that the NAR Tech Event will be on September 15 at the Adams Mark Hotel. This is the first ever event in New York State and we plan to invite our northern neighbors

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

- a. John Leonardi also reported on NYSARs legal update and what an unlicensed assistant can and cannot do.
- b. The committee liaisons meeting went very well and our liaison are very enthusiastic about learning new areas of the BNAR. The intent of the new structure is to foster new leadership.
- c. The Year End Dashboard is in progress and will be forwarded by email.
- d. Mr. Leonardi announced that once again we will be declining to purchase additional liability insurance.
- e. Chief Executive Officer, John Leonardi, announced that dues are on track. The office managers in the room asked if BNAR could make them aware of the status of partial or unpaid members in their offices.
- f. Mr. Leonardi reported that not only have we received \$15,000 housing opportunity grant but shall be receiving another in late March to help pursue redevelopment in the Broadway Fillmore area of the City.
- g. John Leonardi reminded the Directors about confidentiality, anti trust and conflict of interest.

- XIV. Other/New Business
 - a. Cheektowaga Sump Pumps – Louis Vinci reminded the Directors about the Sump Pump Law in reference to closings in the Town of Cheektowaga that becomes effective on March 1, 2016.
- XV. Legal – Limited Discussion – Charlie Martorana
 - a. Charlie Martorana reported that the BAEC Real Estate Committee will be reviewing our Contract of Sale to review and integrate new practices.
- XVI. New Business - None
- XVII. Adjournment - Meeting adjourned at 12:18 pm

Sharon Ciminelli

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, March 30, 2016 – 10:00 am - BNAR

Executive Committee: President, Sharon Ciminelli; President Elect, Dawn Brown; Secretary/Treasurer, Rebecca VanDorn; Presidential Advisor, Phil Aquila

Board of Directors: Ann Aquilina, Ann Edwards, Shelia Ferrentino, Margaret Fisher, Eric Hauser, William Higgins, John Kopera, Mary Lou Mattioli, Curtis Neureuter, Christie Rothschild

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Dan Locche

Past Presidents: Margaret Hartman, Jim Knight, Mike McDonough, miriam treger, Louis Vinci, Robert Winklhofer

Excused: Vice President, Eric Winklhofer; Past President, Joe Rivellino; Peter Hunt; Donna Littlefield; Elaine McCune, John Wallin, Matt Whitehead

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- I. The meeting was called to order at 10:07 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for Alice Miranda and her family; Alice's granddaughter passed away suddenly..
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – 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. Rebecca VanDorn reported on the February P&L. Currently there are 3001 BNAR members, with 103 being Realtor Emeritus and no extraordinary expenses were to report. The report was received and filed.
 - VII. Action Items for Directors
 - a. BNAR Investment Policy – a motion was made to approve the Investment Policy that was handed out. Motion carried.
 - b. Amherst Letter – a motion was made to approve the letter to the Town of Amherst in response to an Amherst Code Enforcement Letter that was received by a member. Motion was approved with change of salutation in the letter.
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, April 27, 2016 at 11:30 am at the BNAR and approval of the March new applicants.
 - IX. Committee Reports
 - a. Forms & Contracts – written report emailed
 - b. Realtor Issues – written report emailed
 - c. CEO Review – will be meeting in May

- d. Government Affairs – Eric Hauser reminded the Directors of the Meet n Greet with Lt. Governor Kathy Hochul on April 8 at the Ramada Inn & Conference Center. Buffet lunch will be served. Dan Locche also stated that Lobby Day is May 23 & 24 this year and strong representation is needed. Anyone wishing to go is to contact him. Also a copy of Key Legislative Issues was handed out to those present.
 - e. RPAC – Margaret Hartman reported that we are 84% of goal representing 767 participants. Only two hundred thirty nine more members need to contribute to make 100% participation goal. Margaret thanked John Leonardi for his one thousand (\$1,000.00) dollar contribution to RPAC and also thanked Tom Mazzone who upgraded to Sterling R at the Key Communicator Kick Off. Margaret also reported on the Congressmen Higgins event that took place a week earlier but was disappointed in the turnout.
 - f. Housing Opportunities – Ann Aquilina updated the Directors on the NAR grants for the Broadway Fillmore Project which and one for the making of a video to promote walkable communities in the downtown area. In addition a meeting took place with Mayor Byron Brown to discuss his position on development.
- X. Presidents Report –Sharon Ciminelli - Limited Discussion
- a. President Ciminelli thanked the Directors and Past Presidents for their support and attendance at her inauguration.
 - b. Sharon Ciminelli announced that May 18 is the REALTOR Emeritus luncheon and that she expected all to attend the event that is being held at the Launch Club in Grand Island.
 - c. President Sharon Ciminelli proudly announced that Louis Vinci was chosen as the Regional Vice President for the New York State Association of REALTORS. But on another note she sadly announced that Mike Johnson did not receive NYSAR's nomination for Secretary/ Treasurer.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, announced that he and key staff attended the Associate Executives Institute in San Antonio. He reported that he took the CEO track and that staff members met with their counterparts and attended many educational sessions.
 - b. Mr. Leonardi announced that staff is currently working on the Core Standards that are due by the end of the month.
 - c. The NAR REALTOR Party meetings in Washington, DC is May 9 through the 14th.
 - d. John Leonardi reported that Duncan MacKenzie received the Bud Smith Award for being a leader and contributor to the industry and the profession as well as innovator and mentor for the Association Executive community. Please wish him congratulations when you see him.
 - e. The Governance Task Force will be meeting on April 6 at 12:45 pm at the BNAR. Mary Byers, co-writer for the book Race for Relevance will be guest speaker (via phone).
 - f. BNAR Chief Executive Officer, John Leonardi, announced that the MLS is moving to Matrix with implementation date being April 4th. Classes are being scheduled and cutoff for Fusion and MLXchange will be May 18, 2016.
- XII. Other/New Business
- a. Cheektowaga Sump Pumps –Ann Aquilina reminded the Directors about paying attention to the maps and applying for sump pump certification way in advance of closing.
- XIII. Legal – Limited Discussion – Charlie Martorana
- a. Brief discussion took place on due diligence and using licensed Home Inspectors and Appraisers.
- XIV. New Business - None
- XV. Adjournment - Meeting adjourned at 11:37 am

Sharon Ciminelli

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, April 27, 2016 – 10:30 am - BNAR

Executive Committee: President, Sharon Ciminelli; President Elect, Dawn Brown; Secretary/Treasurer, Rebecca VanDorn; Vice President, Eric Winklhofer; Immediate Past President, Joe Rivellino; Presidential Advisor, Phil Aquila

Board of Directors: Ann Aquilina, Ann Edwards, Shelia Ferrentino, Margaret Fisher, William Higgins, Peter Hunt, John Kopera, Donna Littlefield, Mary Lou Mattioli, Elaine McCune, John Wallin

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Brian Woolston, Dan Locche

Past Presidents: Mike Johnson, Jim Knight, Mike McDonough, miriam treger, Louis Vinci, Robert Winklhofer, Charlene Zoratti

Excused: Matt Whitehead, Christie Rothschild, Annette Fachko

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- I. The meeting was called to order at 11:39 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for all of our members and the real estate industry.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – 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. Rebecca VanDorn reported on the March P&L. Expenses are on track and we are ahead of budget. The report was received and filed. A recommendation was made to include investment tracking.
 - VII. Action Items for Directors – None
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, May 25 at noon the BNAR and approval of the April new applicants.
 - IX. Committee Reports
 - a. Education – written report emailed
 - b. Forms & Contracts – written report emailed – changes to the contract of sale and some riders were highlighted and included with the minutes.
 - c. Government Affairs/RPAC – Dan Locche reported that Stefan Mychajliw has been invited to speak at the next Government Affairs Committee. RPAC contributions to date total \$37,138 which represents 84% of goal. RPAC NYS pins are available for \$25.00 each.
 - d. Realtor Issues – written report emailed
 - e. YPN – written report emailed – Shelia Ferrentino reported that she felt this was the best meeting of the YPN and gave kudos to Mike Ciminelli for all his enthusiasm. The YPN members are really excited about working in the community.

- X. Presidents Report –Sharon Ciminelli - Limited Discussion
- a. President Ciminelli reported that BNAR Chief Executive Officer, John Leonardi, received a very cordial message from the Town of Amherst Commissioner of Building, Brian Andrejewski, PE, and apologized profusely for the manner in which the code violation letter was written and said it will never happen again.
 - b. Mrs. Ciminelli stated that the Executive Committee approved supporting our NAR Presidents charity, Boys and Girls Club of America by donating seven hundred (\$750.00) dollars to our local club.
 - c. BNAR President Sharon Ciminelli announced that the Executive Committee approved a radio ad campaign on WBEN and Rob Lucas in the morning sponsoring her charity, the SPCA Serving Erie County which would also serve as PR for the REALTOR at a cost of three thousand nine hundred (\$3,900.00) dollars.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, announced that the cutover date for Matrix implementation may be been extended due to RETS feeds being behind. The Alliance is on board with the new date and we will soon be offering hands-on training.
 - b. John Leonardi reported that WNYREIS Class B directors elected was Ann Edwards and Karen Mock. Officers are Phil Aquila President, Ann Edwards Secretary Treasurer and Barry Chubb Vice President
 - c. Mr. Leonardi informed the Directors that we were the first in New York State, and possibly in the country that has submitted their Core Standards, and have already been approved.
 - d. John Leonardi asked those present to save the date, June 15, 2016, for our NYSAR Western Region Lunch Meeting.
 - e. Mr. Leonardi called attention to the Ombudsman's Poster that was distributed and asked the Directors to post them in their offices.
 - f. The BNAR Year End Dashboard was handed out that shows education stats, income and expenses, professional standards cases, RPAC goals and MLS stats.
 - g. Mr. Leonardi announced that Chris Jacobs' fundraiser was later today.
- XII. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana distributed information on Ader v. Guzman and also the Department of State Division of Licensing against Parenti.
- XIII. New Business – None
- a. The Directors briefly discussed the STAR program changes.
 - b. Sharon Ciminelli announced that the SPCA Wine and Wags event is on June 8, 2016 from 5:30 pm until 8:00 pm at Buffalo Harbor State Park. In addition the REALTOR Emeritus event is coming up on May 18, 2016.
 - c. The following were recognized for their RPAC contributions: Curtis Neureuter, Margaret Fisher, Mary Lou Mattioli and Rebecca Van Dorn. Miriam treger pledged one thousand dollars.
- XIV. Adjournment - Meeting adjourned at 11:37 am

Sharon Ciminelli

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, May 25, 2016 –12:00 pm - BNAR

Executive Committee: President, Sharon Ciminelli; President Elect, Dawn Brown; Secretary/Treasurer, Rebecca VanDorn; Vice President, Eric Winklhofer;; Presidential Advisor, Phil Aquila

Board of Directors: Ann Aquilina, Shelia Ferrentino, Margaret Fisher, Eric Hauser, William Higgins, John Kopera, Donna Littlefield, Mary Lou Mattioli, Elaine McCune, Christie Rothschild, John Wallin

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston, Dan Locche

Past Presidents: Michael Johnson, Jim Knight, Alice Miranda, Louis Vinci, Robert Winklhofer

Excused: Immediate Past President, Joe Rivellino; Ann Edwards, Peter Hunt, Curtis Neureuter, Matt Whitehead

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- I. The meeting was called to order at 12:09 pm
 - II. The Pledge of Allegiance was said and there was a moment of silence for Ann Edwards who was undergoing a medical procedure and Past President Thomas Blaine who had passed away.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – 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. Rebecca VanDorn reported on the April P&L and added that information on investments will be included with the financials. There are 101 REALTOR Emeriti and currently BNAR is financially strong. The report was received and filed.
 - VII. Action Items for Directors – there were no action items this month.
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, June 29 at 10:00 am at the BNAR and approval of the May new applicants.
 - IX. Committee Reports
 - a. Agents' Day – Bill Higgins reported that Agents' Day is on Thursday, October 13 at the Adams Mark Hotel with the theme being "A Day in the Movies" with seminars having movie titles.
 - b. Education – written report emailed
 - c. Government Affairs – Dan Locche reported on the issues that were on the agenda for Lobby Day. Twenty eight BNAR members attended Lobby Day and the legislative agenda will be posted at the BNAR website.
RPAC – to date we have collected \$40,589 which represents 91% of goal and 779 participants which represents 83% of goal. Checks are always welcome.

- d. Grievance – written report emailed
 - e. Nominating – the committee met but is waiting to see if the recommendations to the Board of Directors from the Governance Task Force will be approved before taking any action.
 - f. REALTOR Issues – written report emailed
 - g. YPN – written report emailed
- X. Presidents Report –Sharon Ciminelli - Limited Discussion
- a. President Ciminelli reported on the highlights of the NAR Meetings in Washington, D.C. The Presidents and President Elects roundtable included leadership training as a pre-requisite before running for office and may take the place of the Leadership Academy.
 - b. Sharon Ciminelli stated that the Committee Liaisons meeting will be taking place later today.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, distributed information that he brought back from the Strategic Issues Work Group at the NAR meetings: “Unleashing the Power of Real Estate Data”, the impact of data analytics, agent teams and millennials in an on-demand world.
 - b. Mr. Leonardi announced that Matrix is on track for July and that continuing education classes have been added.
 - c. NYSAR’s Western Region Meeting will be held on Wednesday, June 15 at 11:30 am at the Lexus Club in First Niagara Center.
 - d. Mr. Leonardi handed out the first quarter BNAR Dashboard which shows income vs. expenses, supra stats, membership totals, RPAC contributions, education stats and sales and dollar volume.
- XII. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana distributed information on “Broker’s Duty to Disclose”
- XIII. New Business – None.
- XIV. Adjournment - Meeting adjourned at 1:16 pm

Sharon Ciminelli

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, June 29, 2016 –10:00 am - BNAR

Executive Committee: President, Sharon Ciminelli; President Elect, Dawn Brown; Secretary/Treasurer, Rebecca VanDorn; Vice President, Eric Winklhofer; Presidential Advisor, Phil Aquila

Board of Directors: Ann Edwards, Shelia Ferrentino, Margaret Fisher, Eric Hauser, Bill Higgins, Peter Hunt, John Kopera, Donna Littlefield, Mary Lou Mattioli, Elaine McCune, Curtis Neureuter, Christie Rothschild, John Wallin

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston, Dan Locche

Past Presidents: Margaret Hartman, Jim Knight, Alice Miranda, Louis Vinci, Amy Winklhofer, Robert Winklhofer

Excused: Immediate Past President, Joe Rivellino; Ann Aquilina, Matt Whitehead

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- I. The meeting was called to order at 10:19 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for Joe Rivellino's mom.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – The agenda was approved with action items modified.
 - V. Minutes of the Previous Meeting – no changes were made to the minutes of the previous meeting.
 - VI. Operation & Financial Report
 - a. Rebecca VanDorn reported on the May P&L. Currently we are at 3,114 members and ahead of budget because of the increase in local dues and processing fees. The report was received and filed.
 - VII. Action Items for Directors
 - a. The Executive Committee met with Charlie Martorana prior to the meeting to review the action items as they relate to the BNAR Bylaws.
 - b. A motion was made to table the action items until the July meeting since the Board of Directors had not received the Bylaw recommendations ten days prior to this meeting. Motion carried.
 - VIII. Dates and Reports
 - a. Next meeting date is Thursday, June 28 at 9:30 am at Banchetti's by Rizzo on North French Road and approval of the June new applicants.
 - IX. Committee Reports
 - a. Education – a copy of the Education Brochure was distributed to the Board of Directors. Enough copies were dropped off/mailed for each agent in each office.
 - b. REALTOR Issues – written report distributed at the meeting.
 - c. Government Affairs – Dan Locche reported on the Calls to Action and also handed out information on the STAR program that is also published on the BNAR website. Mr. Locche stated that he is still in the progress of setting up a meeting with Lieutenant Governor Hochul prior to the elections. Debbie Norman added that those attending the Orientation Classes will be prompted to take out their phones and subscribe to the mobile alert Calls to Action.

- d. RPAC – Margaret Hartman reported that BNAR is at 93% of goal and only 226 members are needed to contribute to make our participation goal. Board members were encouraged to ask their agents to contribute their fair share or to purchase the \$25.00 Empire Pin.
- X. Presidents Report –Sharon Ciminelli - Limited Discussion
- a. President Ciminelli reported on the SPCA's Wine & Wags event. Although it was a cold and windy day, the vendors were fabulous and the fundraiser was very successful.
 - b. Mrs. Ciminelli reported that she, along with John, Debbie and Doreen, toured the Boys Girls Club on Babcock Street and presented them with a check. Christie Nelson, Treasurer for the Club, was also present for the photo. BNAR will solicit volunteers to work a day or two at the club.
 - c. President, Sharon Ciminelli, reported on the Committee Liaisons meeting that took place. After much discussion it seems that our structure may need a little tweaking.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, gave accolades to Larry Lentini, NYSAR Western Region Vice President, for the NYSAR meeting that took place in the Lexus Room at First Niagara Arena. There was a great turnout and the food and venue was perfect.
 - b. Matrix Update – Due to agent comments and concerns about the time frame, Matrix Cutover will be on September 7, 2016.
- XII. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana distributed information on HUD and NAR Fair Housing Policies and Practices in relation to criminal history.
- XIII. New Business – None.
- XIV. Adjournment - Meeting adjourned at 11:19 am

Sharon Ciminelli

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Thursday, July 28, 2016 –9:30 am – Banchetti's by Rizzo, North French Road

Executive Committee: President, Sharon Ciminelli; President Elect, Dawn Brown; Secretary/Treasurer, Rebecca VanDorn; Vice President, Eric Winklhofer; Immediate Past President, Joe Rivellino; Presidential Advisor, Phil Aquila

Board of Directors: Ann Aquilina, Ann Edwards, Shelia Ferrentino, Margaret Fisher, Eric Hauser, Peter Hunt, John Kopera, Donna Littlefield, Mary Lou Mattioli, Elaine McCune, Christie Rothschild, John Wallin

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston, Dan Locche

Past Presidents: Margaret Hartman, Mike Johnson, Jim Knight, Mike McDonough, Alice Miranda, miriam treger, Robert Winklhofer, Charlene Zoratti

Excused: Bill Higgins, Curtis Neureuter, John Wallin, Matt Whitehead

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- I. The meeting was called to order at 9:43 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for the police officers killed in the line of duty.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – The agenda was approved with moving NYSAR Director Elections to the first item on Action Items.
 - V. A motion was made to approve paper ballots for voting on the Action Items. Motion carried.
 - VI. Minutes of the Previous Meeting – no changes were made to the minutes of the previous meeting except for next meeting date – Thursday, July 28 not Wednesday.
 - VII. Operation & Financial Report
 - a. Rebecca VanDorn reported on the May P&L. Currently BNAR is still ahead of budget. The report was received and filed.
 - VIII. Action Items for Directors
 - a. NYSAR Director Elections – President Ciminelli appointed Bob Winklhofer, Charlie Martorana and Jim Knight as tellers for this years' election.

Joe Rivellino, Nominating Committee Chair, announced that Sharon Ciminelli will resume her term as NYSAR Director in 2017 since she was automatically a director by virtue of being a NYSAR Director in 2016.

President Ciminelli announced that since Lou Vinci is an automatic director by virtue of being the NYSAR Regional Vice President, she is appointing Joe Rivellino to fill his term for 2017.

Joe Rivellino, Nominating Committee Chair, announced that the NYSAR Director Election Guidelines have been passed out to the voting directors.

Mr. Rivellino announced that BNAR has been notified that one position is open for NYSAR Director. There are no nominees on the ballot for NYSAR Director and since there is no slate, a paper ballot was passed out for any nominations from the floor.

Eric Winklhofer and Eric Hauser were nominated from the floor. After announcing three times if there were any nominations from the floor, ballots were passed out and each voting director was asked to write both names on their ballot. Voting was then declared closed.

Mike McDonough substituted for Bob Winklhofer for the election. Ballots were collected by the tellers and on the first ballot; Eric Winklhofer was elected as NYSAR Director for a three year term (2017-2019).

- b. A motion was made to recommend to the directors to amend Article XI – Amendments –

Section 2 (b) in the Bylaws for better clarity. Motion carried.

“Except as provided in subsection 2(a) of this Article, the Board of Directors may amend any provision of these Bylaws, upon a vote of two-thirds (2/3) of the entire Board of Directors, provided that: (i) a written notice with a concise statement of the proposed amendment and the reason therefore, shall be delivered to each member of the Board of Directors at least ten (10) days prior to the date of the meeting or action by the Board of Directors; and (ii) a written notice with a concise statement of the amendment and the reason therefore, as adopted by the Board of Directors, shall be delivered to each Member of the Association, qualified to vote pursuant to these Bylaws, providing such Members an opportunity to approve or reject such amendment. The amendment shall become effective, without any further action, upon the passage of ten (10) days after delivery such notice, unless a majority of the Association Members qualified to vote elect to reject such amendment.”

- c. A motion was made to recommend to the Board of Directors to add NYSAR Regional Vice President Election Procedure to Election of State Directors and to also allow absentee ballots or these positions up until 10:00 am the day of the election event by US Mail, in person or electronically. Motion carried.
- d. A motion was made to recommend to the Board of Directors to modify Article 11, Section 8 of the BNAR Bylaws to allow absentee ballots for Officer Elections up until 3:00 pm the day of the election event by US Mail, in person or electronically. Motion carried.
- e. A motion was made to recommend to the Board of Director to amend the Bylaws to meet a minimum of six (6) times per year instead of ten (10) times per year. Motion carried.
- f. A motion was made to recommend to the Board of Directors to eliminate the Regional Director(s) position on the BNAR Board of Directors, however, if appointed in any given year, maintain that position in the BNAR Bylaws. Motion defeated.
- g. A motion was made to recommend to the Board of Directors to eliminate the Second Past Presidents position as a voting member on the Board of Directors. Motion defeated.
- h. A motion was made to recommend to the Board of Directors to change Article 11, Section 7, E2 – to change from four to three elected Directors. Motion defeated.
- i. A motion was made to recommend to the Board of Directors, during 2016, the provisions to nominate and elect new REALTOR directors, set forth in Bylaws, Article XI, Section 7 be waived and suspended and to be recommenced in 2017 in accordance with the Bylaws. The Directors voted to send this back to committee.

- IX. Dates and Reports
 - a. Next meeting date is Wednesday, September 21 at 10:00 am at BNAR and approval of the July new applicants.

- IX. Committee Reports
 - a. Agents' Day – written report emailed to the Directors
 - b. Government Affairs – Dan Locche reported that Amber Small, Democrat, running for NYS Senate will be guest speaker at the next meeting and Chris Jacobs will be invited to one of their future meetings
 - c. RPAC – Margaret Hartman reported that we have collected \$40,904 to date and with pledges should make our \$44,195 goal for RPAC. She thanked Ann Edwards for her contribution and who also purchased the Empire Pin.

- X. Presidents Report –Sharon Ciminelli - Limited Discussion
 - a. President Ciminelli reported that she has appointed Jim Knight as Bylaws Chairman. Other members of the committee will be John Kopera, Larry Lentini and Alice Miranda.
 - b. President Ciminelli also stated that Joe Whittington is heading an Appraisal Committee.

- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
 - a. Chief Executive Officer, John Leonardi, stated that he will be having a second meeting with a representative from NCCC regarding an outline for leadership training. Mr. Leonardi added that SUNY is offering 90% of the costs in scholarships.

- XII. Legal – Limited Discussion – Charlie Martorana
 - a. No report

- XIII. New Business
 - a. Annette Fachko stated that Administrative (add, edit) training for Matrix will be available shortly. Mrs. Fachko added that photos need to be cropped prior to submission for Matrix.

- XIV. Adjournment - Meeting adjourned at 12:02 pm

Sharon Ciminelli

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, October 5 – 4:30 pm - Russells

Executive Committee: President, Sharon Ciminelli; President Elect, Dawn Brown; Secretary/Treasurer, Rebecca VanDorn; Vice President, Eric Winklhofer; Immediate Past President, Joe Rivellino; Presidential Advisor, Phil Aquila

Board of Directors: Ann Aquilina, Ann Edwards, Margaret Fisher, Eric Hauser, Bill Higgins, John Kopera, Donna Littlefield, Mary Lou Mattioli, Elaine McCune, Curtis Neureuter, John Wallin

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston, Dan Locche

Past Presidents: Marlene DeCarlo, Margaret Hartman, Mike Johnson, Mike McDonough, John Riordan, Louis Vinci, Robert Winklhofer

Excused: Shelia Ferrentino, Peter Hunt, Christie Rothschild, Matt Whitehead

- I. The meeting was called to order at 9:50 pm
- II. The Pledge of Allegiance was said followed by a moment of silence for Norman Kraus, Henry Kossowski and Dawn Cain who all recently passed away.
- III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
- IV. Agenda Approval – The agenda was approved with one addition: Nominating Committee Report
- V. Minutes of the Previous Meeting – no changes were made to the minutes of the previous meeting.
- VI. Operation & Financial Report
 - a. Rebecca VanDorn reported on the September P&L. The report was received and filed.
- VII. Action Items for Directors
 - a. 2017 BNAR Budget – BNAR staff was excused for this portion of the meeting. A motion was made to approve the budget as handed out. Motion carried. There was no dues increase for 2017.
 - b. Bylaws/Standing Rules – A motion was made to eliminate language regarding absentee ballots in the Bylaws and Standing Rules for BNAR Officers, NYSAR Directors and NYSAR Regional Vice Presidents. Absentee ballots are not allowed in New York State for non profits. Motion carried.
 - c. Bylaws – Minimum Directors meetings and Bylaw Amendment Clarification – The Board of Directors approved the changes to the Bylaws – voting members had no comment on the changes.
- VIII. Dates and Reports
 - a. Next meeting date is Wednesday, October 26 at 4:30 pm at Ristorante Lombardo at 4:30 pm

IX. Committee Reports

- a. Nominating Committee – Nominating Committee Chair, Joe Rivellino, reported that the slate for BNAR Director is Kathy Crissy, Brendan Cunningham, Margaret Hartman and Lynne Logan. Our Attorney, Charlie Martorana, suggested we go forward and conduct the election, even though there is no real contest, but members still have to vote. The Annual Meeting & Election Event is on Wednesday, October 19 from 5-7 pm at Salvatores Italian Gardens. Mr. Rivellino also announced the Slate for BNAR officer;
Dawn Brown will automatically ascend to the position of President
Office of President Elect – Bill Higgins and Rebecca Van Dorn
Office of Secretary/Treasurer – Eric Winklhofer and Shelia Ferrentino
Office of Vice President – Eric Hauser and Ann Aquilina
Election of Officers will take place on Wednesday, October 26 at 4:30 pm at Ristorante Lombardo - anyone wishing to run for an Officers position will have to come off the floor and a copy of the Candidate Nomination form to be distributed to the 19 voting directors.
- b. Agents' Day – written report emailed – Bill Higgins announced that Agent's Day is next week and we need to heavily promote it.
- c. Appraisal – written report emailed
- d. Education – written report emailed
- e. Education Faculty – written report emailed
- f. REALTOR Issues – written report emailed
- g. Technology – written report emailed
- h. YPN – written report emailed
- i. Government Affairs – written report emailed. Dan Locche reported that Amber Small, Democrat, running for NYS Senate will be guest speaker at the next meeting
- j. RPAC – Margaret Hartman reported that we have met goal. She added that 784 members contributed but we need the rest to contribute their Fair Share (\$15)

X. Presidents Report –Sharon Ciminelli - Limited Discussion

- a. President Ciminelli reported on the highlights of the fall NYSAR meeting which included Coming Soon listings, and Code Enforcement. In addition she met with other Association Presidents and they conduct quarterly membership meetings and also offer an education ticket package.
- b. Sharon Ciminelli thanked everyone who attended the SPCA fundraiser at the Bedrock Golf Course and thanked Joe Rivellino and his band for the entertainment. The event raised one thousand plus dollars.
- c. President Sharon Ciminelli also reported on her Letter to the Editor article in the Buffalo News. on September 21. Debbie will disseminate a copy.

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

- a. Chief Executive Officer, John Leonardi, stated that he attended the NYSAR Legislative Steering Committee and one of the issues was mooring on the Hudson River. NYSAR feels it would cause congestion and reduce property values and will support the local associations. Mr. Leonardi also announced that the RPAC Trivia Night raised \$37,500, the most ever. Other highlights of the meetings was NYSAR giving Associations \$500 for a bus to take members to Triple Play in Atlantic City and soon having one hour continuing education classes on agency.
- b. Mr Leonardi announced that Leadership Training begins on Friday, October 7 from 1-4 pm at the BNAR. He also stated that he has started a library of books on leadership.
- c. John Leonardi reported that the August and September new member applicants were approved by email.
- d. Information on the Painless 1099 program was distributed to those present and Mr. Leonardi encouraged everyone to participate in it.
- e. Mr. Leonardi reported that the person impersonating a real estate agent has been arrested. Kudos to Annette who worked with the DA on this issue. Mrs. Fachko added that registered keyboxes to listings helped to aid her in her capture. She encouraged agents to register their keyboxes to their listings. Ann Aquilina added that a REALTOR Safety Course is coming up which she suggested all members to attend.

- XII. Legal – Limited Discussion – Charlie Martorana
 - a. Charlie Martorana informed the Directors that a Zombie Properties law is coming up and that he will be sending a summary to them.
- XIII. New Business
 - a.
- XIV. Adjournment - Meeting adjourned at 5:49 pm

Sharon Ciminelli