

Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Thursday, January 22 – 12:30 pm - BNAR**

Executive Committee: President, Joe Rivellino; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Dennis Dargavel, Shelia Ferrentino, Margaret Fisher, Peter Hunt, Mary Lou Mattioli, Curtis Neureuter, Rebecca VanDorn, Louis Vinci, Eric Winklhofer, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

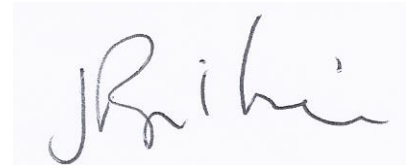
Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston

Past Presidents: Phil Aquila, Hugh Hartzberg, Mike Johnson, Gary Kenline, Jim Knight, Bob Winklhofer

Excused: President Elect, Sharon Ciminelli, Jim Lovallo, Elaine McCune, Jim Roberts, Christie Rothschild, Matt Whitehead

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- I. The meeting was called to order at 12:40 pm
 - II. The Pledge of Allegiance was said followed by a moment of silence for those who are not with us.
 - 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. Audit in progress – a report will be ready for the February Board meeting.
 - b. To avoid suspension all dues payments are due January 31st
 - VII. Action Items for Directors
 - a. E&O Insurance – A motion was made to decline additional coverage. Motion carried.
 - VIII. Dates and Reports
 - a. Next meeting date is Tuesday, February 24 at 9:00 am at BNAR and approval of January new applicants.
 - IX. Committee Reports
 - a. Public Affairs – written report emailed
 - b. RPAC – Larry Lentini reported that BNAR is at 60% of goal and it was noted that every Board member is expected to contribute.
 - X. Presidents Report – Limited Discussion
 - a. BNAR President, Joe Rivellino, reported on the very successful Incoming Officers and Directors Workshop and the Chair, Co Chair Vice Chair Organization Event. Mr. Rivellino added that we have strong leaders and he looks forward to working with them this year.
 - b. BNAR President, Joe Rivellino, thanked everyone who supported him by attending his Inaugural Event. There were about 180 in attendance and all seemed to enjoy the afternoon event, except for a few, who preferred a black tie, evening event.

- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi reported that the deadline for dues is January 31, 2015 – afterwards there will be suspension of services.
 - b. Chief Executive Officer, John Leonardi, reminded the Directors about NYSAR's professional standards training on January 29 in Batavia.
 - c. Mr. Leonardi announced that he will be emailing the itinerary for the upcoming State meetings in Albany.
 - d. Once again BNAR is partnering with the Buffalo Home & Garden Show and ten free tickets printed with the REALTOR logo will be distributed to BNAR members.
 - e. Chief Executive Officer, John Leonardi, announced that Alice Martin will be conducting our Strategic Plan, incorporating the Core Standards, on April 8 and 9 and asked them to watch their emails for a survey that will be sent by Alice which is necessary to complete for the plan.
 - f. Mr. Leonardi reported that NYSAR's Nominating Committee is meeting on March 23 and that he, Gary Kenline and Joe Rivellino will be attending to speak on behalf of Mike Johnson.
 - g. Mr. Leonardi reminded the Directors about the Economic Conditions in Upstate New York session on March 25 at 9:00 am at the Millennium Hotel. It is free and breakfast will be served. Guest speakers will be Richard Peach from the Federal Reserve Bank of New York, New York and Jaison Abel from the Federal Reserve Bank of New York, Buffalo.
 - h. Mr. Leonardi reiterated that he expects 100% participation in RPAC from the Board of Directors.
- XII. Other/New Business – none
- XIII. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana called attention to a handout on Fair Housing Law on “emotional assistance” or “support” animals.
- XIV. Adjournment - Meeting adjourned at 1:06 pm

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Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Tuesday, February 24 – 9:00 am - BNAR**

Executive Committee: President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Dennis Dargavel, Margaret Fisher, Eric Hauser, Jim LoVallo, Mary Lou Mattioli, Elaine McCune, Lou Vinci

BNAR Attorney: Excused

Staff: John Leonardi, Brian Woolston, Annette Fachko, Brian Woolston

Past Presidents: Phil Aquila, Mike Johnson, Jim Knight, Alice Miranda, Robert Winklhofer

Excused: Vice President, Dawn Brown, Shelia Ferrentino, Peter Hunt, Curtis Neureuter, Jim Roberts, Immediate Past President, Christie Rothschild; Rebecca VanDorn, Matt Whitehead, Ron Zaccagnino

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- I. The meeting was called to order at 9:22 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for those who are not with us.
 - 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. Michelle Sullivan from Freed Maxick reported on the Year End Statements. The review was approved.
 - b. The January P&L was reviewed. At present we have 2,610 paid members. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. NYSAR Education & Housing Foundation – A motion was made to recommend to the Board of Directors increasing the NYSAR Education and Housing Foundation contribution five hundred (\$500.00) each. Motion carried.
 - VIII. Dates and Reports
 - a. Next meeting date is Thursday, March 26 at 10:00 am at BNAR and approval of February new applicants.
 - IX. Committee Reports
 - a. Agents' Day – written report emailed
 - b. Forms & Contracts – written report emailed
 - c. Grievance – written report emailed
 - d. Membership written report emailed
 - e. Technology – written report emailed
 - f. YPN – written report emailed
 - g. Genesee Valley Advisory Committee – written report emailed
 - h. Public Affairs – written report handed out
 - i. RPAC – written report handed out
 - j. Get Wired'N – written report handed out

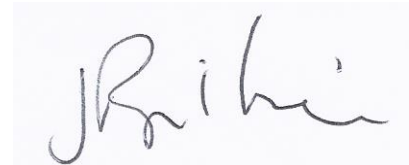
- X. Presidents Report – Limited Discussion
 - a. BNAR President, Joe Rivellino, reported on the NYSAR meetings at the Desmond in Albany. President Rivellino shared some infographics and Calls to Action Chart with the Officers. Mr. Rivellino also indicated that we are beginning to do more business with the foreign market and that maybe we could host a session on How to do Business with the Foreign Market.

- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
 - a. John Leonardi reported on the NYSAR meetings with much discussion centering on the Core Standards.
 - b. Chief Executive Officer, John Leonardi, announced that staff has been busy making sure all the tickets were distributed to BNAR members.
 - c. Mr. Leonard passed “Race for Relevance” books to the Directors to read and to comment on.
 - d. John Leonardi reminded the Directors that a survey has/or will be sent out by Alice Martin in preparation for the Strategic Plan/Core Standards session on April 8 & 9, 2015. Less than 20 members will be invited to attend the sessions.
 - e. Chief Executive Officer, John Leonardi, announced that Carl Calabrese will be speaking before the Board at the March meeting as well as well as Homeland Security.
 - f. A list of March meetings/events was distributed to the Board of Directors.

- XII. Other/New Business – none

- XIII. Legal – Limited Discussion – Charlie Martorana
 - a. None

- XIV. Adjournment - Meeting adjourned at 1:06 pm

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Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Thursday, March 26 – 10:00 am - BNAR**

Executive Committee: President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Dennis Dargavel, Shelia Ferrentino, Eric Hauser, James LoVallo, Mary Lou Mattioli, Elaine McCune, Jim Roberts, Rebecca VanDorn, Louis Vinci, Eric Winklhofer, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

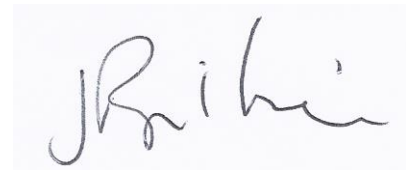
Staff: John Leonardi, Debbie Norman, Brian Woolston, Annette Fachko, Brian Woolston, Dan Locche

Past Presidents: Michael Johnson, Jim Knight, Alice Miranda, miriam treger, Amy Winklhofer

Excused: Margaret Fisher, Peter Hunt, Curtis Neureuter, Matt Whitehead

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- I. The meeting was called to order at 10:05 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for those who are not with us at most recently Marlene DeCarlos husband, Mike Julianos father, and Lynn Shiesley.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – The agenda was approved as handed out.
 - V. Specials Guests, Any Shaevel and Kevin Keenan from the Mensch Group did a presentation on the Amherst Westwood Project. A pdf version of the information will be posted on the BNAR website.
 - VI. Minutes of the Previous Meeting - no changes were made to the minutes of the previous meeting.
 - VII. Operation & Financial Report
 - a. Larry Lentini reported on the February P&L. There is 102 REALTOR Emeriti. All looks well at this time. The P&L was received and filed.
 - VIII. Action Items for Directors
 - a. None
 - IX. Dates and Reports
 - a. Next meeting date is Wednesday, April 22 at 10:00 am at BNAR and approval of March new applicants.
 - X. Committee Reports
 - a. Agents' Day – written report emailed
 - b. Forms & Contracts – written report emailed
 - c. Housing Opportunities – written report emailed
 - d. REALTOR Issues – written report emailed
 - e. YPN – written report emailed
 - f. Public Affairs – written report handed out
Dan Locche reported that Diane Benczkowski is running for Cheektowaga Town Supervisor and that her fundraiser was well attended. In addition Lobby Day is June 9&10 which the Directors are invited to attend, but to please let him know asap so that arrangements can be made.
 - g. RPAC – Currently we are at 72% of goal which represents \$32,153 and 842 contributors. Our goal is \$44,195.00 and 933 contributors.

- XI. Presidents Report – Limited Discussion
- a. BNAR President, Joe Rivellino, reported on the meeting with Meals on Wheels. We will be running fundraisers for them, marketing their events and encouraging volunteers. The organization serves 1,800 meals a day that must be delivered within a certain time frame
 - b. Debbie Norman reported that 75 attended the Key Communicator Kick Off which is the usual amount of attendees even though we have 420 offices. We came under budget on the event and each one received a copy of Key Dates and all flyers for any of our events etc. are posted on a special Key Communicator page at the BNAR website so they can print and distribute in their offices.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, reported that the deadline is May 22 for those wishing to volunteer for a NAR committee.
 - b. John Leonardi informed the Directors that BNAR received a \$15,000 Housing Opportunities grant from NAR, thanks to Dan Locche who submitted the application. The money will be used in the Fillmore area, conduct nighttime tour of Buffalo and for a 1st time homebuyer seminar.
 - c. Mr. Leonardi reported that the Economic Forecast was an overall success. BNAR sold Meals on Wheels plates for a total of \$200 at the event. The plates will be hung in the BNAR office reception area.
 - d. Chief Executive Officer, John Leonardi, reminded the Officers and Directors of the upcoming Strategic Plan/Core Standards sessions on April 8 & 9.
 - e. Mr. Leonardi reported that BNAR's Investments review will be at the April Executive meeting.
- XIII. Other/New Business
- a. Rebecca VanDorn reminded the Directors about the June 12 golf event and auction to benefit Mercy Flight Western New York and Central and that sponsorships, basket donations and golfers are needed. The event is being held at Terry Hills in Batavia.
- XIV. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana reported on “habitable space” and “certificates of occupancy” and circulated decisions from the Department of State, Division of Licensing. The issue will be discussed at the next Executive Committee meeting.
- XV. Adjournment - Meeting adjourned at 11:55 a

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Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, April 22 – 10:00 am - BNAR**

Executive Committee: President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Shelia Ferrentino, Margaret Fisher, Eric Hauser, James Lovallo, Mary Lou Mattioli, Elaine McCune, Curtis Neureuter, Rebecca VanDorn, Louis Vinci, Matt Whitehead, Eric Winklhofer

BNAR Attorney: Charlie Martorana

Staff: Debbie Norman, Annette Fachko

Past Presidents: Phil Aquila, Margaret Hartman, Alice Miranda, miriam treger

Excused: John Leonardi, Peter Hunt, Ron Zaccagnino, Dennis Dargavel

Absent: Jim Roberts

- I. The meeting was called to order at 10:10 am
- II. The Pledge of Allegiance was said followed by a moment of silence for those who are not with us and most recently Thomas Eevee, Realtor Emeritus.
- 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. Larry Lentini reported on the March P&L. All looks well at this time. The P&L was received and filed.
- VII. Action Items for Directors
 - a. Public Affairs – A motion was made to approve in written form the key BNAR legislative issues and defined positions for those issues. Copy of Pamphlet attached. Motion carried.
 - b. Executive – A motion was made to approve the Strategic Plan, which will also be submitted to NAR for the Core Standards. Motion carried.
 - c. Public Affairs – A motion was made to change the name of the Public Affairs Committee to Government Affairs Committee. Motion carried.
- VIII. Dates and Reports
 - a. Next meeting date is Wednesday, May 27 at 10:00 am at BNAR. The Board approved all applicants, and referred to the Executive Committee a request for information on admission of former members.
- VIII. Committee Reports
 - a. Realtor Issues – written report emailed
 - b. YPN – Shelia Ferrentino reported that there the YPN held an event at Jacks Place and there were 30 in attendance. Next session for YPN'rs is April 29th with a special session on LinkedIn. Currently there are sixty nine members in the YPN.

- c. RPAC – Margaret Hartman spoke on behalf of RPAC indicating there is a pledge form with Pay as you go and the need for major investors. Curtis Neureuter presented his check for \$100 to RPAC.
- d. Public Affairs – written report handed out.

XI. Presidents Report – Limited Discussion

- a. BNAR President, Joe Rivellino, reported that Meals on Wheels Realtor Awareness Day has been planned for May 21 at the James Casey Drive location and all are invited to attend. The complete agenda for the May 21st event was included in their Board packet. In addition Meals on Wheels is having their annual flower sale as their fundraiser. A copy of the order form was distributed.
- b. Congratulations went out to Margaret Hartman who was asked to participate in the National Association of Realtors Code of Excellence Presidential Advisory Group, which she respectfully accepted.

XII. Chief Executive Officers Report – Limited Discussion – John Leonardi – in absence of Mr. Leonardi, who was attending meetings in Dallas, President Rivellino gave the report.

- a. Mr. Rivellino reminded the Directors that May 22nd was the deadline to submit requests for committee service for those wanting to volunteer for a NAR committee.
- b. Derby Day has been cancelled due to lack of registrants.
- c. As part of Realtor Safety, the Border Patrol is offering a Citizens Academy class for Realtors on April 30 at the BNAR. This is just the overview but the detailed class is about six sessions.
- d. President Rivellino reminded the Directors of the Realtor Emeritus Luncheon taking place on May 6 at the Buffalo Launch Club.
- e. WNYREIS recently had their elections and the officers are President Bob Winklhofer, Secretary Treasurer Phil Aquila and Vice President Ann Edwards.
- f. Joe Rivellino stated that an agenda will be sent out by email for those attending the NAR Legislative meetings in Washington, DC.
- g. miriam treger briefly reported that the Education Committee is in the process of offering online education with 20% percent coming back to the BNAR.
- h. A copy of NYSAR's Community Service Award application was distributed to the directors. The award is given for Realtor service in the community. The deadline is June 15, 2015.

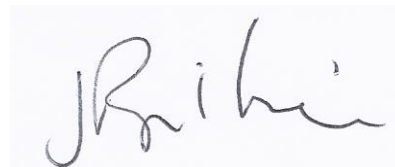
XIII. Other/New Business

- a. Mark your calendars for Fun in the Sun on the rooftop of Templeton Landing – June 17 from 1:00 pm – 3:00 pm. Mr. Rivellino's band "Hard Cider" will be the entertainment.
- b. Golf Event and Auction to benefit Mercy Flight West and Central on Friday, June 12 at Terry Hills in Batavia. Sponsorships, auction items and golfers needed.
- c. Ann Aquilina thanked everyone for their heartwarming words before and after her surgery.
- d. A session on RPR will be presented at the Genesee Valley Office on May 7.
- e. Debbie Norman presented Margaret with a photo of her receiving the Lawrence B. Caldwell RPAC Service Award at the NYSAR meetings in February. The award is given to recognized individuals who have demonstrated financial support for RPAC and leadership.

XIV. Legal – Limited Discussion – Charlie Martorana

- a. Nothing to report at this time

XV. Adjournment - Meeting adjourned at 11:00 am



Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, May 27 – 10:00 am - BNAR**

Executive Committee: President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Dennis Dargavel, Shelia Ferrentino, Margaret Fisher, Eric Hauser, Peter Hunt, James LoVallo, Elaine McCune, Curtis Neureuter, Christie Rothschild, Rebecca VanDorn, Matt Whitehead, Eric Winklhofer, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Mike Johnson, Gary Kenline, Jim Knight, Alice Miranda, miriam treger, Amy Winklhofer, Robert Winklhofer

Excused: Mary Lou Mattioli, Jim Roberts, Lou Vinci

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- I. The meeting was called to order at 10:06 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for those who are not with us.
 - 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. Larry Lentini reported on the April P&L. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. Executive Finance – A motion was made to recommend to the Board of Directors to increase our investments by one hundred thousand (\$100,000.00) dollars. Motion carried.
 - b. Executive Finance – A motion was made to recommend to the BNAR Board of Directors to go from 80/20 (bond/equities) up to 60/40 (bond/equities). Motion carried.
 - c. Executive Finance – A motion was made to recommend to the BNAR Board of Directors to increase the current international investments from 6% up to 10%. Motion carried. It was recommended to have a financial policy in place for reserves, investments, etc. and to also provide more detailed information on the balance sheet.
 - d. Professional Standards – A motion was made to approve the Professional Standards Hearing Panels decision in Case 1e2015(a). Motion carried.
 - e. Professional Standards – A motion was made to approve the Professional Standards Hearing Panels decision in Case 1e2015(b).
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, June 24 at 10:00 am at BNAR and approval of May new applicants.

VIII. Committee Reports

- a. Buffalo Home & Garden Show – written report emailed
- b. Government Affairs – written report handed out
- c. RPAC – written report handed out – Board members were encouraged to contribute
- d. Grievance – written report emailed
- e. REALTOR Issues – written report emailed
- f. Technology – written report emailed – Get Wired’N scheduled for February; New MLS possible roll out in December
- g. YPN – Shelia Ferrentino reported that the YPN is sponsoring a seminar on Geo-Caching on May 29 with an actual field trip taking place at Chestnut Ridge Park on June 5. All are invited to attend. The YPN currently has 70 members.
- h. Housing Opportunities – Ann Aquilina reported on the upcoming Continuing Education class on Affordable Grants & Programs on Thursday, June 25 from 9:00 am – 12:00 pm at the Millennium Hotel Walden Avenue. The class is only \$15 for three hours of CE credit.

XI. Presidents Report – Limited Discussion

- a. BNAR President, Joe Rivellino, reported on the highlights of the NAR meetings in Washington, DC. The Buffalo contingency met with government officials to discuss the REALTORS agenda. The biggest issue at the meetings was Patent Trolling, people or companies that misuse patents as a business strategy, especially on “stock photos.”
- b. President Rivellino stated that the Meals on Wheels Realtor Day has been postponed.
- c. Mr. Rivellino and Rebecca VanDorn reminded the Directors of the upcoming Golf/Auction event to benefit Mercy Flight Central and WNY on Friday, June 12 – sponsorships and golfers needed.
- d. Also coming up in June is the Fun in the Sun on the Rooftop of Templeton Landing on Wednesday, June 17 from 1 – 3 pm. Joe’s band “Hard Cider” will be the entertainment.

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

- a. Chief Executive Officer, John Leonardi, reported that he met with many vendors while at the NAR meetings in Washington, DC as well as increased money for RPR and project upstream, giving control back to brokers.
- b. Mr. Leonardi reported on another successful Realtor Emeritus event. BNAR now has 100 REALTOR Emeriti. Mr. Leonardi added the Realtor Emeritus will be billed half price MLS dues if they are using the system.
- c. John Leonardi reminded the Directors of the Border Patrol Citizens Academy starting Tuesday, July 21 for six weeks.
- d. Chief Executive Officer, John Leonardi, reported that press release have been sent, our Managers have been notified and ads are now running in the 2FindYourHome Publication for the BNAR/CE Shop 75 Hour Salespersons Qualifying Course.
- e. Mr. Leonardi also called attention to the seminar Monday, June 22 from 9:30 until 11:30 am at the Millennium Hotel on the HUD1 form which goes into effect August 1.
- f. Chief Executive Officer, John Leonardi, that NYSAR has reviewed our Core Standards and have been sent to NAR for approval. Kudos to staff who worked on the detailed project.

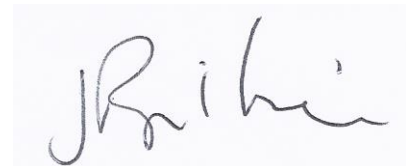
XIII. Other/New Business

- a. None

XIV. Legal – Limited Discussion – Charlie Martorana

- a. BNAR Attorney, Charlie Martorana, distributed information on Realtors and the Unauthorized Practice of Law and Duty of Disclosure Case.

XV. Adjournment - Meeting adjourned at 11:00 am

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Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, June 24, 2015 – 10:00 am - BNAR

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Board of Directors: Ann Aquilina, Shelia Ferrentino, Margaret Fisher, Eric Hauser, Peter Hunt, Mary Lou Mattioli, Curtis Neureuter, Rebecca Van Dorn, Louis Vinci, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

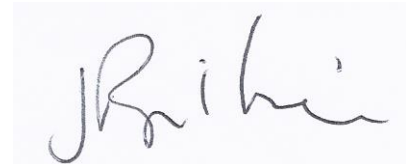
Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston, Dan Locche

Past Presidents: Phil Aquila, Margaret Hartman, Michael Johnson, Alice Miranda, miriam treger, Robert Winklhofer

Excused: Dennis Dargavel, Jim Lovallo, Elaine McCune, Matt Whitehead, Eric Winklhofer

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 - 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. Larry Lentini reported on the May P&L. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. State of Emergency-Flooding Perry/Warsaw NY – no action at this time but will do research and see what the community needs
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, July 29 at 10:00 am at BNAR and approval of June new applicants. NYSAR Director elections will take place at the July 29 Board meeting.
 - VIII. Committee Reports
 - a. Agents' Day – Mary Lou reported that the theme this year is Fall Fiesta and currently have three major sponsors.
 - b. Education – miriam reported on a new logo for the tagline BNAR...Your Home for Education. She also said that a survey will be given to each student after every class asking them how the class was and if there is something else we can offer. And besides the 75 hrs SPQ Course, BNAR now offers continuing education classes online.
 - c. Housing Opportunities – Ann Aquilina reported on the upcoming Continuing Education class on Affordable Grants & Programs on Thursday, June 25 from 9:00 am – 12:00 pm at the Millennium Hotel Walden Avenue. The class is only \$15 for three hours of CE credit.
 - d. Membership – Debbie Norman reported that plans are underway for the upcoming Member Forum on Wednesday, August 26 from 2-4 pm at the Seneca Niagara Casino.
 - e. RPAC – Contributions to date is \$37,042 with goal at \$44,195; Contributors to date is 848 with goal at 933. We may need to push harder this year to obtain goal.
 - f. YPN – Shelia Ferrentino reported that the YPN is sponsoring a Buffalo Bisons vs. Syracuse game on July 23 for only \$9.95 per ticket. It was suggested to raise the price and use the money toward RPAC. Shelia stated she will bring it up to the committee.

- XI. Presidents Report – Limited Discussion
- a. BNAR President, Joe Rivellino, reported that 22 members attended Lobby Day and met with most of the seventeen Assembly and Senate representatives. Mr. Rivellino stated that this was his first Lobby Day and was impressed with it.
 - b. President Rivellino happily announced that the Mercy Flight Fundraising raised \$13,000 and thanked everyone for their participation, and although it rained, Mercy Flight was still able to land their helicopter and join us. Kudos to Rebecca VanDorn and Lynn Gleason.
 - c. Fun in the Sun – Joe Rivellino reported that we had one hundred fifty members attend the Fun in the Sun event on the rooftop of Templeton Landing. Besides being such an awesome event that everyone attending was grateful for, the weather cooperated and he was still able to give a short State of the BNAR address.
 - d. Nominating Committee – Mr. Rivellino announced that Christie Rothschild is Nominating Chairperson this year and that four other Realtors will be appointed to serve on the committee. The first up is for NYSAR Director. Anyone submitting a nomination form for NYSAR Director will be automatically on the ballot. NYSAR will be sending our Director entitlement in mid July. Currently there are two positions open unless we gain a position.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, reported that only half the Boards in New York State Core Standards were approved.
 - b. Mr. Leonardi announced that BNAR received a five thousand (\$5,000.00) dollar grant for updating our Strategic Plan.
 - c. Mr. Leonardi also announced that BNAR received a fifteen thousand (\$15,000.00) dollar grant to work with the Broadway/Fillmore area of the City.
 - d. Investment Policy – The Directors briefly discussed the differences between the Finance and an Investment Committee. A motion was made to appoint a PAG on Investments. Motion carried.
 - e. Mr. Leonardi reiterated that NYSAR Director elections will be at our next Board meeting.
 - f. Realtor Honor Society applications were distributed to the Directors. The deadline is August 15, 2015.
 - g. Mr. Leonardi indicated that the Matrix conversion will be sometime in January. Annette Fachko added that there will be testing ahead of time and that when we convert, MLXchange will be gone.
 - h. A copy of the July and August calendar was distributed to the Directors.
- XIII. Other/New Business
- a. None
- XIV. Legal – Limited Discussion – Charlie Martorana
- a. BNAR Attorney, Charlie Martorana, distributed the Aurora Loan Services LLC vs. Taylor, Court of Appeals Decision. Mr. Martorana said that he will also email Industries Best Practices: Inspections, Securing and Maintaining Vacant and Abandoned Properties in New York.
- XV. Adjournment - Meeting adjourned at 11:12 am



Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, July 29, 2015 – 10:00 am - BNAR

Executive Committee: President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Past President, Christie Rothschild, Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Margaret Fisher, Eric Hauser, Peter Hunt, Jim Lovallo, Mary Lou Mattioli, Elaine McCune, Curtis Neureuter, Louis Vinci Eric Winklhofer

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Jim Knight, Alice Miranda, miriam treger, Amy Winklhofer, Robert Winklhofer

Excused: Dennis Dargavel, Shelia Ferrentino, James Roberts, Rebecca VanDorn, Matt Whitehead, Ron Zaccagnino

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- I. The meeting was called to order at 10:05 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for those who are not with us also BNAR and NYSAR Past President Jim Webb who 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. Larry Lentini reported on the June P&L. The P&L was received and filed.
 - b. John Leonardi announced that the Investment Policy PAG will be on August 20 at 11:00 am at BNAR.
 - VII. Action Items for Directors
 - a. A motion was made to approve the 2015 Nominating Committee: Christie Rothschild, Chairwoman, Joe Rivellino, Ann Aquilina, Margaret Fisher and Mary Lou Mattioli. Motion carried.
 - b. A motion was made to approve the appointment of the Tellers for the NYSAR Director elections: Jim Knight, miriam treger and Charlie Martorana. Motion carried.
 - c. Christie Rothschild, Nominating Committee Chair, announced the slate for NYSAR Director: Alice Miranda and Amy Winklhofer. There were no nominations from the floor. Since there was no opposition one vote was cast by the Secretary/Treasurer and Alice Miranda and Amy Winklhofer were elected as NYSAR Directors for a term of three years each.
 - d. President Rivellino appointed himself as NYSAR Director for one year to fulfill Sharon Ciminellis term since she automatically is a Director by virtue of being a local Board President. Mrs. Ciminelli will resume her term in 2017. The Board approved the appointment.
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, September 30 at 10:00 am at BNAR and approval of July new applicants.

IX. Committee Reports

- a. Grievance Committee – written report emailed – nothing else to report
- b. REALTOR Issues – written report emailed – nothing else to report
- c. RPAC – Dan Locche reported that there is \$5219.00 in pledges which bring us only \$1511.00 short of goal with an unofficial extra \$1500 in pledges which would bring us only \$11 short of goal. Mr. Locche also added that the LRS balance is \$1834.
- d. Public Affairs – Dan Locche reported that Mike Johnson is running for Niagara County Legislator and Diane Benczkowski for Cheektowaga Supervisor. In addition he is rallying to have Buffalo be the destination for the GAD conference in 2018. Mr. Locche also added that the sprinkler system legislation has been postponed. Current issue is the National Fuel Pipeline in Pendleton, NY and a Water Treatment Tour is being planned.

X. Old Business - None

XI. Presidents Report – Joe Rivellino - Limited Discussion

- a. BNAR President, Joe Rivellino, reported that thirteen thousand dollars was raised for Mercy Flight Central and Mercy Flight Western New York and the check presentation was on July 21. There was a good showing of members and we were able to tour the Lear Jet and the helicopter and meet the flight staff, pilots and administrators. Each received \$6500.00
- b. Larry Lentini reported that the NYSAR Western Region meeting will take place at the Public House on the Lake, Lakeshore Road, Hamburg NY. Mr. Lentini reported that he chose that location to showcase our area as well as being a bit closer to our Southern tier guests.

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

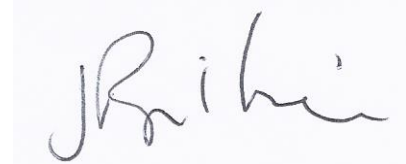
- a. Mr. Leonardi called attention to a HUD Affirmatively Furthering Fair Housing requirement that members will be made aware of. miriam treger added that agents need to be aware of Fair Housing at all times.
- b. Chief Executive Officer, John Leonardi, reported that the Governance Task Force will be meeting after our Board meeting adjourns.
- c. Agents' Day is Wednesday, September 16 and that we will have sixty plus vendors this year.
- d. Mr. Leonardi announced that the YPN will be collecting school supplies for St. Luke's and that we will be raising funds for equipment that Meals on Wheels so desperately need.
- e. Calendars were distributed to the Directors with elections, deadlines and event/meeting dates highlighted.

XIII. Other/New Business

- a. Annette Fachko stated that if anyone has suggestions regarding the MLS to contact her. Implementation for the new system will be early in 2016. The old system will be gone about 45 days after the new system is implemented. The new system is easier to use. RETS feeds will be done ahead of time as well as Broker requirements so there will be no disruptions.

XIV. Legal – Limited Discussion – Charlie Martorana – no report at this time

XV. Adjournment - Meeting adjourned at 10:45 am

A handwritten signature in cursive script, appearing to read "JRivellino", is written in black ink on a light-colored background.

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

Executive Committee: President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Past President, Christie Rothschild, Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Shelia Ferrentino, Margaret Fisher, Eric Hauser, Petere Hunt, Jim Lovallo, Mary Lou Mattioli, Elaine McCune, Curtis Neureuter, Rebecca VanDorn, Louis Vinci, Eric Winklhofer, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Gary Kenline, Jim Knight, Alice Miranda, miriam treger, Amy Winklhofer, Robert Winklhofer, Charlene Zoratti

Excused: Dennis Dargavel, Jim Roberts, Matt Whitehead

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- I. The meeting was called to order at 10:05 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for Eleanor Mastrangelo who most recently passed away and previous friends and family who we have lost.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – The agenda was approved with Safety added.
 - V. Minutes of the Previous Meeting - no changes were made to the minutes of the previous meeting.
 - VI. Operation & Financial Report
 - a. Larry Lentini reported on the August P&L. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. A motion was made to approve the 2016 budget. The budget was approved as handed out. Motion carried.
 - b. A motion was made to contribute two thousand five hundred (\$2,500.00) dollars to the REALTOR Relief Fund. Motion carried.
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, October 28 at 4:30 pm at Russells and approval of September new applicants.
 - IX. Committee Reports
 - a. Agents' Day Committee – There were 64 exhibitors and 410 agents in attendance at this year's Agents' Day. So far only 83 responded to the evaluation survey. There is no report on the financials until all the bills are accounted for. The Directors briefly discussed members consuming alcohol and disrupting the other attendees.
 - b. Education – written report emailed – miriam added that there will be an Office Manager Networking Breakfast on December 3 at the Millennium Hotel to market BNAR and our services, the new Matrix software and the new Education Offerings.

- c. Housing Opportunities – written report emailed - Ann reported that there is a Affordable Grants seminar scheduled for October 21 at 9:00 am at the Millennium Hotel and is good for three hours of continuing education credit.
- d. Technology – written report emailed
- e. YPN – written report emailed
- f. Nominating Committee – Christie Rothschild, Chairperson of the Nominating Committee, presented the slate for BNAR Director and Officer for the upcoming elections. Director slate is Ann Edwards, Bill Higgins, John Kopera, Ellen Leader, Donna Littlefield, Karen Mock, Deb Zych. Officer slate is Larry Lentini and Dawn Brown for the office of President Elect; Rebecca VanDorn for the office of Secretary/Treasurer and Eric Winklhofer for the office of Vice President. In addition Christie reported that Candidate Interviews took place this year with all the candidates grateful for the opportunity to speak before the committee. The committee also revamped the Director Candidate Nomination Form for 2016.
- g. Realtor Safety – miriam added that the next Realtor Safety class is on October 15. Discussion took place on education homeowners on the importance of locking up drugs, guns, jewelry and other items.

X. Old Business - None

XI. Presidents Report – Joe Rivellino - Limited Discussion

- a. Agents Day covered in committee reports.
- b. Governance Committee – President Rivellino reported that there will be recommendations from the committee at the October meeting.
- c. NYSAR Western Region Meeting Report – NYSAR Regional Vice President Larry Lentini and BNAR President Joe Rivellino thanked the Directors for their support by attending the meeting.
- d. President, Joe Rivellino, announced that a another meeting has been scheduled with Meals On Wheels to see what else we can do for them.

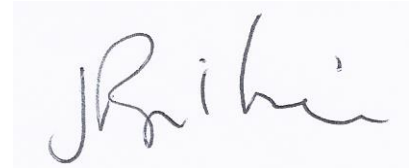
XII. Chief Executive Officers Report – Limited Discussion – John Leonardi

- a. Mr. Leonardi presented a copy of a BNAR Dashboard showing BNAR statistics on some of our programs (attached) and plans to update and distribute it to the Directors each month. In addition he passed out information the Housing Report. Both documents will be posted on the BNAR website.
- b. Kudos to staff – Breast Cancer and Support our Troops Awareness Ribbon Riders are now available to attach to your real estate signs. The cost is only \$7.00 each with all proceeds staying locally and distributed to the respective charity.
- e. Chief Executive Officer, John Leonardi, reported on Diane Benczkowski in her quest for Town of Cheektowaga Supervisor Both NAR and NYSAR supported her campaign.
- f. Mr. Leonardi asked the Directors to watch their emails. A one question survey will be going out asking Realtors what their perceived value is in the real estate transaction. The results will be used for Realtor value ads that will be printed in 2FindYourHome.
- g. August new members were approved by email since there was not an August meeting.
- h. For those attending the NYSAR meetings, an itinerary will be going out by email.
- i. An October/November color coordinated calendar was distributed by email indicating Election dates and other important dates coming up.
- j. BMonitored is a NAR approved Safety App. The information on it will be added to the Safety Resource Page at the BNAR website. Another software program allows you to locate where the nearest real estate office is so that you have safe harbor if necessary.
- k. Investment Policy – Mr. Leonardi reported that the Investment Policy is currently being drafted.

XIII. Other/New Business

- a. Annette Fachko reported that it looks like the cutover for Matrix may be in February.

- XIV. Legal – Limited Discussion – Charlie Martorana
 - a. Charlie Martorana reported on the TRID that goes into effect on October 3.
- XV. New Business - None
- XVI. Adjournment - Meeting adjourned at 10:45 am

A handwritten signature in black ink, appearing to read "J. R. Ricci", is centered on the right side of the page. The signature is written in a cursive, flowing style.

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, October 28, 2015– 4:30 pm – Russells, Transit Road

Executive Committee: President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Past President, Christie Rothschild, Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Dennis Dargavel, Shelia Ferrentino, Margaret Fisher, Eric Hauser, Mary Lou Mattioli, Elaine McCune, Rebecca VanDorn, Louis Vinci, Matt Whitehead, Eric Winklhofer, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko

Past Presidents: Marlene DeCarlo, Margaret Hartman, Tom Hollander, Gary Kenline, Jim Knight, Mike McDonough, Alice Miranda, John Riordan, miriam treger, Amy Winklhofer, Robert Winklhofer

Excused: Peter Hunt, James Lovallo, Jim Roberts

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- I. The meeting was called to order at 4:35 pm
 - II. The Pledge of Allegiance was said followed by a moment of silence who are not with us any longer.
 - 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. Larry Lentini reported on the September P&L. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. President Rivellino appointed Tom Hollander, Charlie Martorana and John Riordan as tellers for this years' elections.
 - b. Christie Rothschild reported that a copy of the Officer Election guidelines were distributed to the Board of Directors.
 - c. **Office of President** – Due to the automatic ascension of the President Elect to President, Secretary/Treasurer Larry Lentini cast one vote and Sharon Ciminelli was elected to the office of President.
 - d. **Office of President Elect** – Christie Rothschild, Nominating Committee Chair, announced Dawn Brown and Larry Lentini as the slate for BNAR President Elect. There were no nominations from the floor. On the first ballot Dawn Brown was elected as President Elect.
 - e. **Office of Secretary/Treasurer** – Christie Rothschild, Nominating Committee Chair, announced Rebecca VanDorn as the slate for Secretary/Treasurer. There were no nominations from the floor. Having no opposition, Secretary/Treasurer, Larry Lentini, cast one vote and Rebecca Van Dorn was elected as Secretary/Treasurer.
 - f. **Office of Vice President** – Christie Rothschild, Nominating Committee Chair, announced Eric Winklhofer as the slate for Vice President. There were no nominations from the floor. Having no opposition, the Secretary/Treasurer, Larry Lentini, cast one vote and Eric Winklhofer was elected as Vice President.

- g. Education Faculty – A motion was made to recommend to the BNAR Board of Directors revising the Standing Rules to add a policy for new instructors. Motion carried.
- h. Governance Task Force – A motion was made to recommend to the BNAR Board of Directors approval of changing the Bylaws – Article XIII, Section 5 – Strategic Planning Committee as handed out. Motion carried.
- i. Governance Task Force – A motion was made to recommend to the BNAR Board of Directors approval of restructuring the BNAR committees as handed out. Motion carried.
- j. Governance Task Force – A motion was made to recommend to the BNAR Board of Directors approval of the BNAR Nominations Process as handed out

VIII. Dates and Reports

- a. Next meeting date is Wednesday, December 16 at 4:30 pm – place t/b/d and approval of October new applicants.
November new applicants will be emailed for approval since there will not be a November Board of Directors meeting.

IX. Committee Reports

- a. Agents' Day Committee – Mary Lou Mattioli reported that Agents' Day had a two thousand (\$2,000.00) dollar profit. With 88 responses coming back from the Agents' Day Survey, overall the event was a success however the committee is recommending a new venue for next year. A written report was handed out.
- b. Annual Meeting & Election Event – written report emailed
- c. Government Affairs/RPAC – written report emailed
- d. REALTOR Issues – written report emailed
- e. YPN – written report handed out

X. Old Business

- a. None

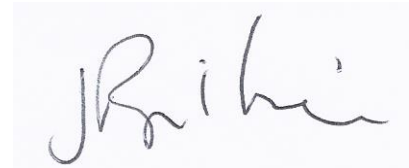
XI. Presidents Report – Joe Rivellino - Limited Discussion

- a. Although not present, President Rivellino, congratulated the winners of the Director Election event: Ann Edwards, Bill Higgins, John Kopera and Donna Littlefield.
- b. NYSAR Meeting Report – Joe Rivellino reported that he has been appointed to the PAG on the Nominations Process at NYSAR.

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

- a. John Leonardi reported that NYSAR will be funding a meeting and a facilitator for MLS Executive and MLS Presidents to meet to discuss the future of the MLS's
- b. Mr. Leonardi highlighted the upcoming November December events. A copy of the November December calendar was distributed to the Directors.
- c. A copy of the "Benefits of BNAR Membership" was handed out to the Directors and Mr. Leonardi asked them to copy and distribute in their offices.
- d. Mr. Leonardi announced that he will be preparing a year end BNAR dashboard and quarterly from thereafter.
- e. Realtor Honor Society – Chief Executive Officer, John Leonardi, congratulated Larry Lentini and Rebecca VanDorn for being inducted into the REALTOR Honor Society and presented them with a certificate and pin.

- XIII. Other/New Business - None
- XIV. Legal – Limited Discussion – Charlie Martorana
Charlie Martorana reported on the Polhman v. Madia Opinion Letter that was distributed to the Board of Directors.
- XV. New Business - None
- XVI. Adjournment - Meeting adjourned at 5:40 pm

A handwritten signature in black ink, appearing to read "J. R. Ricci". The signature is written in a cursive style with a large initial "J" and "R".

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, December 16, 2015– 4:00 pm – Country Club of Buffalo

Executive Committee: President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Larry Lentini; Vice President, Dawn Brown; Past President, Christie Rothschild, Presidential Advisor, Judy Winklhofer

Board of Directors: Ann Aquilina, Dennis Dargavel, Shelia Ferrentino, Margaret Fisher, Eric Hauser, Mary Lou Mattioli, Elaine McCune, Curtis Neureuter, Christie Rothschild, Rebecca VanDorn, Louis Vinci, Eric Winklhofer, Judy Winklhofer, Ron Zaccagnino

Incoming Directors: Ann Edwards, Bill Higgins, John Kopera, Donna Littlefield, John Wallin

BNAR Attorney: Charlie Martorana

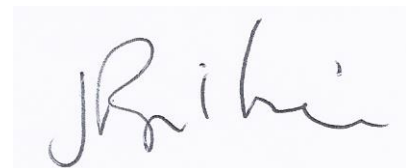
Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston, Dan Locche, Sheryl Kaiser

Past Presidents: Phil Aquila, Margaret Hartman, Tom Hollander, Mike Johnson, Gary Kenline, Jim Knight, Mike McDonough, Pete Peterson, miriam treger, Amy Winklhofer, Robert Winklhofer

Excused: Peter Hunt, James Lovallo, Jim Roberts, Matt Whitehead

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- I. The meeting was called to order at 4:30 pm
 - II. The Pledge of Allegiance was said followed by a moment of silence for those not with us any longer and also for those fighting for our freedom.
 - 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. Larry Lentini reported on the November P&L. Our membership is over three thousand. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. Governance – A motion was made to recommend to the Board of Directors approval of the year 2016 Committee Liaisons and Committee/Task Force Chairpersons. Motion carried.
 - b. NYSAR Regional Vice President – Joe Rivellino appointed Charlie Martorana, Robert Winklhofer and Phil Aquila to conduct the NYSAR Regional Vice President election. The elections will be conducted as we do with NYSAR Directors. There will be no nominations from the floor, and there are no absentee ballots. Those with the most votes will be elected.
 - c. Christie Rothschild, 2015 Nominating Committee Chair, presented the candidates for the NYSAR RVP elections: Joe Rivellino, Linda Simons and Louis Vinci. Ballots were handed out and Louis Vinci was elected as the nominee for NYSAR Regional Vice President.
 - VIII. Dates and Reports
 - a. Next meeting date is Wednesday, February 17 at 10:00 am at the BNAR and approval of the December new applicants. It was noted that the November new applicants were approved by email.

- IX. Committee Reports
- a. Government Affairs – written report emailed
 - b. RPAC- written report emailed
 - c. YPN – Shelia Ferrentino reported that the YPN as over 70 members. In addition 40 gift bags of goodies were donated to St. Lukes Mission of Mercy School of Hope students.
- X. Old Business
- a. None
- XI. Presidents Report – Joe Rivellino - Limited Discussion
- a. Joe Rivellino reported on the highlights of the NAR meetings that were held in November.
 - b. President, Joe Rivellino, gave his closing remarks and outlined our accomplishments during his year.
 - c. Certificates to the retiring Officers/Directors were handed out as well as thanking them for their dedication and commitment: Retiring Directors are Dennis Dargavel, Louis Vinci, Ron Zaccagnino. Jim Roberts and Jim LoVallo were not present to receive their certificates. Retiring from the Executive Committee was Larry Lentini and Judy Winkhofer.
 - d. 2015 President Joe Rivellino passed the gavel to incoming President Sharon Ciminelli.
- XII. Incoming Presidents Remarks – Sharon Ciminelli – Limited Discussion
- a. 2016 BNAR President, Sharon Ciminelli, welcomed the incoming Directors and stated that she is looking forward to her year and working with all of the Board members and our committee leaders. In her remarks, Mrs. Ciminelli reported that she is appointing Elaine McCune as Regional Director representing Niagara County and John Wallin as Regional Director representing the Genesee Valley region. Her Advisor will be Phil Aquila and she named the SPCA Serving Erie County as her charity.
- XIII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi reported that on behalf of staff and himself, he too is looking forward to the new year.
 - b. Mr. Leonardi stated that he received positive reviews from the Office Manager Sessions with plans to host a few more in the coming year.
 - c. Chief Executive Officer, John Leonardi, indicated that an itinerary for the upcoming NYSAR meetings in Albany will be generated by email.
 - d. Our market is good and the Fed raised the interest rate by one quarter point.
 - e. John Leonardi reminded the Directors that travel reports are due by the end of next week and wished everyone a Healthy Happy New Year.
- XIV. Other/New Business - None
- XV. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana reported that there were no objections to the BNAR Bylaws changes from the membership. A motion was made to approve the changes and update our Governing Documents. Motion carried.
 - b. Mr. Martorana reported on the M&T Bank versus Mallinckrody case which was distributed to the Directors.
- XVI. New Business - None
- XVII. Adjournment - Meeting adjourned at 5:35 pm

A handwritten signature in cursive script, appearing to read "JRivellino", is written in black ink on a light-colored background.