

Buffalo Niagara Association of REALTORS®, Inc.
Board of Directors
Wednesday, January 26 –9:00 am – BNAR

Executive Committee: President, Alice Miranda; President Elect, Amy Winklhofer; Secretary/Treasurer, Louis Vinci; Vice President, Ron Zaccagnino; Presidential Advisor, Michael Johnson

Board of Directors: Ann Aquilina, Lisa Avery, Margaret Fisher, Connie Holovics, Debbie Kilbourn, John Kopera, Chuck Miller, Joe Rivellino, Christie Rothschild, Robert Scholz, Dan Symoniak, Rebecca VanDorn, Judy Winklhofer, Dave Weitzel

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

Past Presidents: Phil Aquila, Gary Kenline, miriam treger, Bob Winklhofer

Excused: Past President, Bobbie Kagle, Peter Hunt, Mary Ann Kustich, Elaine McCune

- I. The meeting was called to order at 9:14 am.
- II. The Pledge of Allegiance was said followed with a moment of silence for Bobbie Kagle's sister, Hugh Hartzbergs wife, miriam tregers grandmother, members and their families who are not with us today, for the military and any other special intentions.
- III. Anti Trust, Confidentiality and Conflict of Interest Form was circulated and signed. A short NAR Anti-Trust video was shown.
- 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. Operations & Financial Report
 - a. A bank account has been opened and money has been moved to the NAR Federal Credit Union.
 - b. The 2010 audit is in progress and the year-end report will be given at the February Board meeting
- VII. Action Items for Directors
 - a. NYSAR Directors – A motion was made to approve the following NYSAR Director appointments for 2011: Bobbie Kagle to replace Charlene Zoratti since Charlene Zoratti is moving up to Regional Vice President; Amy Winklhofer to replace Alice Miranda since Alice Miranda automatically is a NYSAR Director by virtue of local Board President and miriam treger to replace Margaret Hartman since Margaret Hartman is moving up as a NYSAR Officer. Motion carried.
 - b. Regional Directors – A motion was made to approve the following Regional Director appointments for 2011: Elaine McCune/Niagara County and Joe Rivellino and Rebecca VanDorn/Genesee Valley. Motion carried.

Buffalo Niagara Association of REALTORS®, Inc.
Board of Directors
Wednesday, May 25, 2011– 9:00 am – Ramada, North Forest Road

Executive Committee: President, Alice Miranda; President Elect, Amy Winklhofer;
Secretary/Treasurer, Louis Vinci; Presidential Advisor, Michael Johnson; Past President, Bobbie Kagle

Board of Directors: Ann Aquilina, Lisa Avery, Margaret Fisher, Connie Holovics, Debbie Kilbourn,
John Kopera, Mary Ann Kustich, Elaine McCune, Chuck Miller, Alice Miranda, Joe Rivellino, Christie
Rothschild, Dan Symoniak, Rebecca Van Dorn, Dave Weitzel, Judy Winklhofer

Staff: John Leonardi, Annette Fachko, Debbie Norman, Sheryl Kaiser

Attorney: Charlie Martorana

Past Presidents: Phil Aquila, Tom Hollander, Mike McDonough, miriam treger, Bob Winklhofer

Excused: Vice President, Ron Zaccagnino; Peter Hunt, Bob Scholz

- I. The meeting was called to order at 9:12 am
- II. The Pledge of Allegiance was said followed with a moment of silence for members and their families who are not with us today, for the military and any other special intentions.
- 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. Operations & Financial Report
 - A. April P&L – It was noted that membership is down, the Niagara Falls office will be closing at the end of May and the Education Budget may have to be revised due to cancellation of classes.
- VII. Action Items for Directors
 - A. BNAR Travel – A motion was made to approve the proposed travel budget for the remainder of 2011. Motion carried.
- VIII. Consent Agenda
 - A. The consent agenda was approved - May new applicants
- IX. Other Business
 - A. Discussion took place on
 - a. Cooperation and timeliness of returned calls, emails, etc. for showings
 - b. City of Buffalo smoking band and second hand smoke relating to tenants
 - c. Town of Amherst letter that was sent to President Alice Miranda regarding habitable space and permits
 - d. Addition of rural forms such as agricultural disclosure, septic, well, etc.
- X. Meeting adjourned at 10:15 pm

Board of Directors Open Meeting
Wednesday, May 25, 2011 – 10:30 am – Ramada, North Forest Road

Executive Committee: President, Alice Miranda; President Elect, Amy Winklhofer;
Secretary/Treasurer, Louis Vinci; Presidential Advisor, Michael Johnson; Past President, Bobbie Kagle

Board of Directors: Ann Aquilina, Lisa Avery, Margaret Fisher, Connie Holovics, Debbie Kilbourn,
John Kopera, Mary Ann Kustich, Elaine McCune, Chuck Miller, Alice Miranda, Joe Rivellino, Christie
Rothschild, Dan Symoniak, Rebecca Van Dorn, Dave Weitzel, Judy Winklhofer

Staff: John Leonardi, Annette Fachko, Debbie Norman, Sheryl Kaiser

Attorney: Charlie Martorana

Past Presidents: Phil Aquila, Tom Hollander, Mike McDonough, miriam treger, Bob Winklhofer

Excused: Vice President, Ron Zaccagnino; Peter Hunt, Bob Scholz

Guests: Anne Kader, Carol Call, Diane Strawbrich, Cathy Crissy, Mary Certo, Christie Nelson, Joe
Leone and Larry Bartolomei

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- I. The meeting was called to order at 10:40 am
 - II. Welcome & Introductions of guests. The intent of this meeting is to have an open board meeting to invite those interesting in moving up the ladder or to learn more about the process at Board of Directors meetings.
 - II. The Pledge of Allegiance was said followed with a moment of silence for members and their families who are not with us today, for the military and any other special intentions.
 - III. Anti Trust, Confidentiality and Conflict of Interest Form was circulated and signed. Mr. Leonardi reviewed the form with the attendees.
 - IV. Agenda Approval - the agenda was approved as handed out.
 - V. Action Items for Directors
 - a. Genesee Valley Chapter Guidelines – A motion was made to approve the Genesee Valley Chapter Guidelines with the following amendments: removal of WNY Association since the name change was not approved and that dissolution of the Chapter by consent of the Advisory Committee shall consist of a majority vote of the Advisory Committee Members or the BNAR Board of Directors. Motion approved as amended.
 - VI. Consent Agenda (Board approves the following without discussion)
 - a. Next meeting date is on Wednesday, June 29 at 9:00 am at the BNAR
 - VII. Committee Reports – Limited Discussion
 - a. Agent's Day – written report emailed
 - b. Education – written report emailed
 - c. Forms & Contracts – written report emailed

- d. Green – written report emailed – miriam treger reported that the committee is investigating values of green components and gathering information for green fields in the MLS
 - e. Housing Opportunities – written report emailed – in addition HOP, Chairperson, Christie Nelson, reported that the committee will be translating the contract of sale in Spanish as an information piece and not to be used as a legal document.
 - f. Membership – written report emailed
 - g. REALTOR Issues – written report emailed
 - h. Young Professionals - written report emailed
 - i. Public Affairs - Lobby Day was held last week and the issues were highlighted
 - j. RPAC – Lisa Avery reported that the BNAR is \$5000 away from reaching goal. A wine tour on July 21st is being planned to raise money for RPAC
 - k. Nominating Committee – Bobbie Kagle, Chairperson, reported that the committee consists of Christie Rothschild, Margaret Fisher, Elaine McCune, Rebecca Van Dorn, Bob Scholz, and Debbie Kilbourn. Bobbie added that the requirements to run for Director is being a member of BNAR or a NAR affiliate for at least 3 years, be a REALTOR member prior to the election and have served on at least 2 committee. Candidate Nomination Forms were available to those who wished a copy
- X. Old Business
- a. None
- XI. Presidents Report – Alice Miranda
- a. Highlights of NAR Meetings – Mrs. Miranda reported that the NAR dues issue was pushed through quickly and NAR is raising dues \$40. HUD gave their views on housing and said people should be renting before buying. On another grim note it was reported that the United State is rated third for bankruptcy following Greece and Japan.
 - b. Food Bank of WNY – Alice reported that we will be collecting canned vegetables in the month of June.
 - c. Salvation Army – Our commitment with the Salvation Army will continue in the Fall by feeding the Homeless for a couple of hours each week. A sub-committee was formed earlier this year to sort clothes and toys at the Salvation Army headquarters on Main Street.
 - d. Habitat for Humanity – President Miranda announced that BNAR is participating with Habitat for Humanity every Tuesday and to watch the BNAR calendar for updates. Currently we are working on Northland Avenue.
- XII. Chief Executive Officer Report - John Leonardi
- a. Highlights from the NAR meetings:
 - John Leonardi reported that the BNAR name change to Western New York Association of REALTORS was denied. President Miranda will form a President's Advisory Group to investigate alternative names.
 - MLS Issues – MLS's are being sued and settlement arrangements are taking place.
 - Professional Standards – the Code of Ethics is being updated for 2012
 - b. Mr. Leonardi reported that a President's Advisory Group has been formed to investigate Realtor and Realtor-Associate membership categories
 - c. BNAR Bylaws are currently being reviewed and changes will be made. Mr. Leonardi reminded the Directors that Bylaw changes can be voted on by the BNAR Board of Directors, the process being a 2/3 vote of the majority and with notice to the membership. The Bylaw changes are being assisted with BNAR Attorney, Charlie Martorana, to bring them up to New York State Law and the way we do business.

- d. The BNAR Genesee Valley Golf Outing is on Monday, June 6 at the Batavia Country Club with proceeds going to Mercy Flight Central
 - e. The New York State Association of REALTORS, hosted by NYSAR Regional Vice President, Charlene Zoratti, will be holding a meeting on Friday, June 10 at the Westwood Country Club. Directors and Committee Chairs were invited to attend.
- XIII. Legal Update – Charlie Martorana
- a. Attorney, Charlie Martorana, gave a presentation on the “Additional Terms and Conditions” and the amount of original signed contract of sales needed. He reported that according to New York State regulations originals need to be given to each party.
- XIV. Other Business
- a. NYSAR Housing Foundation – Bobbie Kagle reported that the NYSAR Housing Opportunities Foundation is celebrating Housing Opportunities Month and asking members to donate their coffee cash, lunch money or spare change to the Foundation. It is tax deductible and helps the Foundation award first-time homebuyer grants to applicants working with a Realtor to be used toward their down payment and closing costs. An application for those wishing to apply for the grants can be found at the BNAR website.
- XV. Meeting adjourned at 11:03 am.



Signature

Buffalo Niagara Association of REALTORS®, Inc.
Board of Directors
Wednesday, April 27 – 9:00 am - BNAR

Executive Committee: President, Alice Miranda; Vice President, Ron Zaccagnino; Presidential Advisor, Michael Johnson; Past President, Bobbie Kagle

Board of Directors: Ann Aquilina, Lisa Avery, Margaret Fisher, Debbie Kilbourn, John Kopera, Mary Ann Kustich, Elaine McCune, Joe Rivellino, Christie Rothschild, Bob Scholz, Rebecca Van Dorn, Dave Weitzel

Staff: John Leonardi, Annette Fachko, Debbie Norman, Sheryl Kaiser, Pete Cimino

Attorney: Charlie Martorana

Past Presidents: Phil Aquila, Gary Kenline, Mike McDonough, miriam treger, Joe Whittington

Excused: President Elect, Amy Winklhofer; Secretary Treasurer, Louis Vinci; Connie Holovics, Peter Hunt, Chuck Miller, Dan Symoniak, Judy Winklhofer

- I. The meeting was called to order at 9:12 am
- II. The Pledge of Allegiance was said followed with a moment of silence for members and their families who are not with us today, for the military and any other special intentions.
- 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. Operations & Financial Report
 - A. March P&L – the March P&L was received and filed.
- VII. Action Items for Directors
 - A. BNAR Travel - A motion was made to reduce the Director travel line item to \$65,000. Action was postponed until next month. It was sent back to Executive for more details.
 - B. NAR Dues Increase – A motion was made to send a letter to NAR opposing the additional \$40 member dues increase, however, eliminating the \$35 Public Awareness Campaign and raise dues by \$35 keeping it net neutral to the members. Motion carried.
 - C. Appraisers with Non-Realtor Licenses – A motion was made to petition the Member Policy Committee of NAR to drop the requirement for appraiser members to take the Code of Ethics and Orientation Course for those not having a real estate licensed. If approved by NAR this would be adopted in the BNAR rules. Motion carried. Dropping the requirement may increase members.
- VIII. Consent Agenda
 - a. The consent agenda was approved: April new applicants and next meeting date Wednesday, May 25 at 9:00 am off site.

IX. Committee Reports - Limited Discussion

- a. Forms & Contracts – written report emailed – questions came up about faxing and how many originals are needed for the Contract of Sale. The Contract of Sale and Riders must have at least two originals. One for the seller (or their attorney) and one for the buyer (or their attorney).
- b. Green – written report emailed
- c. Membership – written report emailed
- d. REALTOR Issues – written report emailed
- e. Public Affairs - Ron Zaccagnino reported that the (1) *Fair Apportionment of Infrastructure Revenues* meeting was held on April 8. \$65 million has been allocated but remains unspent. Discussion took place on how to overcome the barriers, and was well received by the six representatives who attended. (2) *Lobby Day is May 24* – the bus will depart on May 23 with accommodations at the Holiday Inn. NYSAR is picking up the cost of transportation and accommodations. (3) *May 26th is a special election day for the 26th Congressional District*, members in that district are strongly encouraged to vote and those going to Albany will need to vote via absentee ballot.
- f. RPAC – Lisa Avery reported that \$6000 is needed to reach RPAC goal. It was suggested that maybe office managers could receive a list of those that did not give in their offices.

X. Old Business

- a. None

XI. Presidents Report – Alice Miranda

- a. President Miranda reminded the Directors that the May 25th Board meeting will be open to members. The agenda will be set ahead of time.
- b. Key Communicator Kick Off was once again well received. Surveys were sent out with more than 95% favorable comments.
- c. Habitat for Humanity – BNAR secured 214 Northland as their Habitat house. The project is every Tuesday starting in May. Individuals as well as companies are asked to help.
- d. Empty Bowls – BNAR will be working at Empty Bowls on Sunday, May 22nd at the Burchfield Penney Art Center. All proceeds will go to the Food Bank of WNY and Friends of the Night People.
- e. Salvation Army – BNAR continues to sort clothes and toys at the Salvation Army on Tuesdays and it looks like it is complete. BNAR was invited in December to witness the sharing of toys among the needy.
- f. Alice announced that we will be collecting canned/jarred fruit in May and canned vegetables in June.

XII. Chief Executive Officer Report - John Leonardi

- a. John Leonardi announced that there is BNAR/Genesee Valley Chapter Golf Outing on Monday, June 6 at the Batavia Country Club. Cost is \$65 and proceeds will go to Mercy Flight Central.
- b. A NYSAR Regional Meeting will take place on Friday, June 10 at 11:00 am at the Westwood Country Club.
- c. Prospective leader's names should be submitted to John or Debbie so that we can plan a Leadership Luncheon.
- d. A Director/Officer timeline for election was included in the Directors packets. Everything has been pushed a month earlier with Director elections concluding on Agents' Day September 15th rather than beginning there.
- e. Pete Cimino gave a brief demo on the newly designed BNAR website. Free forms are now found under Instanet.
- f. NYSARs Tax Cap Video was played for the Directors.

XIII. Legal Update – Charlie Martorana
a. none

XIV. Other Business

- a. A PAG was formed to investigate converting to an all REALTOR Association. Members of the PAG will be Joe Rivellino, Mike McDonough, Judy Winklhofer, John Kopera, Lisa Avery, Charlie Martorana, John Leonardi and Debbie Norman.

XV. Meeting adjourned at 11:03 am.

Alice Miranda

Signature

VIII. Consent Agenda

- a. The consent agenda was approved: January new applicants and next meeting date – Tuesday, February 15 at noon at the BNAR.

IX. Committee Reports - Limited Discussion

- a. Education – Margaret Fisher reminded the Directors to Come Home to the BNAR for all their education and that BNAR now offers the Salespersons Qualifying Course which begins on February 21, 2011. An education brochure was distributed to those present.
- b. RPAC – Lisa Avery reported that BNAR's RPAC goal is \$39,975 with \$17,000 collected to date through dues billing. Miss Avery reminded the Directors that her committee would be happy to visit offices and to speak at meetings on Public Affairs as well as RPAC. Lisa Avery added that she expects 100% participation from the Board of Directors. In addition Lisa reminded the Genesee Valley Board and Niagara County members to let our committee know of issues that need addressing in their area.

X. Old Business – None

XI. Presidents Report – Alice Miranda

- a. President Alice Miranda stated that her theme for 2011 is Unity...unity between real estate, the community and the government. She highlighted some of her initiatives which will include the Salvation Army, the Food Bank of WNY and Re-Tree.
- b. Mrs. Miranda reported that the Chairs, Co-Chairs and Vice Chairs had their organizational meeting in January. It was well attended and the leaders were able to meet with their staff liaisons to set their committee dates for the year.
- c. President Miranda formed a Travel PAG with members Bobbie Kagle, Brian Woolston, Ron Zaccagnino, Phil Aquila and Amy Winkhofer to review the BNAR travel policy.
- d. Alice Miranda informed the Directors that the Officers have taken a comprehensive training course offered by NAR which covered real estate issues and trends, enhancing leadership skills, meeting management, governing documents and policies, legal and regulatory activities, and visioning, planning and budgeting.

XII. Chief Executive Officer Report - John Leonardi

- a. Mr. Leonardi stated that he is looking forward to an exciting 2011 and have implemented new initiatives with the staff.
- b. An itinerary for the upcoming NYSAR meetings in Albany will be sent by email. A sheet was passed around for those to sign that were attending the meeting. It was suggested to post NYSAR meeting notes on our website or similar.
- c. John Leonardi reminded the Directors about the Inaugural Event on February 12th and indicated that there may be a few surprises.
- d. Officers and Directors were encouraged to attend the NYSAR Professional Standards Training on February 16.
- e. Once again BNAR will be partnering with the Buffalo Home & Garden Show and free tickets to the show will be distributed to the members. The show is March 4, 5, 6, 11, 12, 13. BNAR members will man the BNAR booth.

- f. Mr. Leonardi reminded the Directors about Stefan Swanepoel on March 2nd and Mark Lesswing, Chief Technology Officer for NAR on March 30th. There will also be a chance to win an iPad at each event. He urged the Directors to encourage members to attend both events.
- g. As reported before, PRPAC will be shutting down and Dan Locche is in the process of closing the books.
- h. BNAR name change – Mr. Leonardi informed the Directors that our name change has been submitted.
- i. Mr. Leonardi reminded the Directors that he, Annette, Dan and Pete are available to speak at office meetings.
- j. BNAR website – a newly designed BNAR website will be launched in the next few weeks.
- k. Voice Mail – problems with the new voice mail system are being ironed out – the positive is that the new vendor allowed us to keep our current voice mail number. A chart for the voice mail system can be found at the BNAR website.
- l. Mr. Leonardi addressed the deadline dates for dues payments. Partial payments were allowed however March is the cut off date.

XIII. Legal Update – Charlie Martorana

- a. Electronic Signatures – Charlie Martorana briefed the Directors and handed out information on electronic signatures. A motion was made to ask the Forms & Contracts Committee to meet with the Erie County Bar Association in reference to updating the means of delivery for offers. Motion was amended to include delivery of subsequent offers in the contract of sale. Amended motion carried. Discussion will also take place regarding overnight delivery method and delivery and notices by email. The Directors briefly discussed usage of the Erie County and surrounding areas contracts of sale

XIV. Other Business

- a. None

XV. Meeting adjourned at 10:37 am.

E. Alice Miranda

Signature

Buffalo Niagara Association of REALTORS®, Inc.
Board of Directors
Tuesday, February 15 – noon - BNAR

Executive Committee: President, Alice Miranda; President Elect, Amy Winklhofer; Secretary/Treasurer, Louis Vinci; Vice President, Ron Zaccagnino; Presidential Advisor, Michael Johnson; Past President, Bobbie Kagle

Board of Directors: Ann Aquilina, Lisa Avery, Margaret Fisher, Connie Holovics, Mike Johnson, Bobbie Kagle, Debbie Kilbourn, John Kopera, Mary Ann Kustich, Joe Rivellino, Christie Rothschild, Bob Scholz, Dan Symoniak, Rebecca Van Dorn, Dave Weitzel, Judy Winklhofer

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

Past Presidents: Phil Aquila, Pete Peterson, Bob Winklhofer, Jim Knight

Excused: Peter Hunt, Elaine McCune, Chuck Miller

- I. The meeting was called to order at 12:05 pm
- II. The Pledge of Allegiance was said followed with a moment of silence for Diane Strawbrich and her family, for members and their families who are not with us today, for the military and any other special intentions.
- 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. Operations & Financial Report
 - A. Barb Danner and Michelle Sullivan from Freed Maxick presented the Year End Audit and Financial Statements and entertained questions from the Directors. The audit was received and filed.
 - B. January P&L – An advisory group has been formed to go over BNAR expense and to make recommendations to the Directors. If the Directors have any input or suggestions to send them to Brian Woolston or Lou Vinci. The report was received and filed.
- VII. Action Items for Directors
 - a. Public Affairs – that the BNAR participate in discussion with and between the Coalition for Community Building, Buffalo Niagara Builders Association, New York State Community Associations Institute, and state and local assessors regarding an alternative legislation to bills submitted by Assemblywoman Sandy Galef (A9790) and State Senator Little (S256). Motion carried.
- VIII. Consent Agenda
 - a. The consent agenda was approved: February new applicants and next meeting date – Friday, March 25 noon at the BNAR.

IX. Committee Reports - Limited Discussion

- a. Green – written report emailed
- b. Membership – written report emailed
- c. Public Affairs – Lou Vinci reported
- d. RPAC – Lisa Avery reported that BNAR is at 63% of goal collecting \$24,447 to date. Our goal is \$38,500. Phone calls will be made to the Top Producers of the association encouraging RPAC contributions. Ms. Avery announced that not every board member has contributed to RPAC and she expects their money soon.

X. Old Business

- a.

XI. Presidents Report – Alice Miranda

- a. Alice reminded the Directors that members will be asked to bring non-perishables for the Food Bank of WNY to the Board meeting and to BNAR events. A reminder will be sent with the Board meeting notice. We are finishing the month with soup and will be collecting dry pasta in April. Financial contributions are also welcome.
- b. President Miranda thanked everyone for coming to her Inaugural Gala and making it such a special event...everyone seemed to have a great time.
- c. President Miranda reported on some of the highlights of the NYSAR Albany meetings especially the \$2000 NYSAR first time homebuyer grant.
- d. The merger with the Genesee Valley Association of Realtors is now official. Their open house will be scheduled in March.
- e. Alice also reminded the Directors about the Buffalo Home & Garden Show and that BNAR and 2FindYourHome will be sharing a booth. The dates are March 4,5,6 & 11,12,13.

XII. Chief Executive Officer Report - John Leonardi

- a. Mr. Leonardi reminded the Directors that they were expected to attend the two upcoming events: Stefan Swanepoel on March 2 and Mark Lesswing on March 30.
- b. NYSAR Lobby Day was originally on the calendar for June but it has been changed to May 24.
- c. BNAR's newly designed website is about 80% complete and month end is the target date for kick off.

XIII. Legal Update – Charlie Martorana

- a. Charlie Martorana once again provided information on electronic signatures as well as Section 130 of the general business law pertaining to teams. DOS has proposed rules regarding advertising which may be available later this year.

XIV. Other Business

- a. None

XV. Meeting adjourned at 11:55 am.

E. Alice Miranda

Signature

Buffalo Niagara Association of REALTORS®, Inc.
Board of Directors
Friday, March 25 – noon - BNAR

Executive Committee: President, Alice Miranda; President Elect, Amy Winklhofer; Secretary/Treasurer, Louis Vinci; Vice President, Ron Zaccagnino; Presidential Advisor, Michael Johnson; Past President, Bobbie Kagle

Board of Directors: Ann Aquilina, Lisa Avery, Margaret Fisher, Connie Holovics, Peter Hunt, Debbie Kilbourn, John Kopera, Mary Ann Kustich, Elaine McCune, Joe Rivellino, Christie Rothschild, Bob Scholz, Dan Symoniak, Dave Weitzel, Judy Winklhofer

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

Past Presidents: Phil Aquila, Tom Hollander, Jim Knight, Pete Peterson, miriam treger, Joe Whittington, Bob Winklhofer, Charlene Zoratti

Excused: Joe Rivellino, Rebecca VanDorn

- I. The meeting was called to order at 12:18 pm
- II. The Pledge of Allegiance was said followed with a moment of silence for members and their families who are not with us today, for the military and any other special intentions.
- III. Anti Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
- IV. Agenda Approval - the agenda was approved with the following additions: Membership/verbal; Presidents Report/Government Affairs; CEO Report/NAR Dues Increase and National Open House.
- V. Minutes of the Previous Meeting – no changes were made to the minutes of the previous meeting.
- VI. Operations & Financial Report
 - A. February P&L – the February P&L was reviewed and it appears we are where we should be at this time. The report was received and filed.
- VII. Action Items for Directors
 - A. Proposed Budget Adjustments – Income and Expense adjustments were provided to the Board of Directors based on the recommendations from the PAG. A motion was made to approve the budget adjustments excluding #5, Director Travel Changes. Motion carried. A motion was made to postpone the approval of the Director Travel Changes until the next Board of Directors meeting. Motion carried.
- VIII. Consent Agenda
 - a. The consent agenda was approved: March new applicants and next meeting date Wednesday, April 27 at 9:00 am at the BNAR.

IX. Committee Reports - Limited Discussion

- a. Green – written report emailed
- b. Membership – written report emailed. John Kopera reported that the comments that came out from our last event is that members want lower dues, more cocktails parties and technology classes. In addition the committee will be formulating a membership survey with target date about mid May.
- c. Public Affairs – Lou Vinci reported that the Coalition for Community Building is holding a Fair Summit II on Friday, April 8 at the Cheektowaga Fire Training Center, 3359 Broadway from 1-4 pm; BNAR is joining the BNP to conduct a Smart Growth Forum on June 22nd at Templeton Landing. The BNAR secured a \$5,000 NAR grant to help subsidize the program. Doreen is working to obtain continuing education credit for attendees. The Public Affairs committee informally is recommending that the BNAR remain neutral in the 26th district Congressional seat. Lobby Day is May 24, 2011. Directors wishing to attend are to notify Dan Locche by May 1st.
- d. RPAC – Lisa Avery reported that BNAR is at 83% of goal collecting \$33,378 to date. The Wall of Giving has been updated and to please encourage contributions.

X. Old Business

- a. None

XI. Presidents Report – Alice Miranda

- a. The Genesee Valley Office Open House took place on March 10th. The office is equipped with store items and the classroom holds about 15.
- b. Mrs. Miranda stated that she has not received any negative comments about the Stefan Swanepoel event. Members were thrilled that they received a copy of his book.
- c. The Directors were reminded about our involvement in the Salvation Army by volunteering to serve food to the homeless on Wednesdays in March for an hour or two and will resume again after labor day.
- d. Free tickets were once again distributed to BNAR members for the Buffalo Home & Garden Show in March. We brought in roughly 4,000 people to the show.
- e. Government Affairs – President Miranda informed the Board that an editorial has been submitted to the Buffalo News about Assemblyman Robin Schimminger being left off the panel to examine the economic development portion of the 2011 budget. Also Mayor Bloomberg will be invited to WNY to see the area and speak to our membership. In addition, a “communities of excellence” article will be spotlighted in the 2FindYourHome publication regularly to focus on what communities are working on and accomplishing.

XII. Chief Executive Officer Report - John Leonardi

- a. Mr. Leonardi reminded the Directors about the March 30th technology event featuring Mark Lesswing, NAR Chief Technology Officer and expected the Directors to attend.
- b. Our newly designed website is almost underway.
- c. NAR has emailed out information about joining a committee. Debbie will forward the link.
- d. A Key Communicator Kick Off is scheduled for April 14 at 9:00 am at the Hearthstone Manor and expected the Directors to attend this event as well.
- e. National Open House Weekend will take place in June and once again BNAR will be supplying REALTOR balloons to those having an open house. Participation gives us major exposure to the public.
- f. John Leonardi reported that NAR is proposing a \$40 dues increase. The increase is not timely and some comments were that NAR should think about reinvesting the money used on their public awareness campaign rather than raising dues. NAR needs to hear from its members so please send your comments.

- g. Three free workshops are being offered on Historic Tax Credits – Part I is on Wednesday, April 20 at 1:00 pm at BNAR, Part II on Wednesday, April 20 at 6:30 pm at the Theodore Roosevelt Inaugural Site and Part III on Thursday, April 21 at 7:30 am at the Towne Restaurant.
- h. The Mortgage Interest Deduction is under attack and there is a Call to Action. Messages for action were on the MLS Message of the Day and on the website, as well as through a voice mail message, and through our communication vehicles.

XIII. Legal Update – Charlie Martorana

- a. Charlie Martorana briefly updated the Directors on electronic signatures and informed the Directors that currently the county cannot accept electronic signatures.

XIV. Other Business

- a. None

XV. Meeting adjourned at 2:32 pm.



Signature

Buffalo Niagara Association of REALTORS®, Inc.
Board of Directors
Wednesday, April 27 – 9:00 am - BNAR

Executive Committee: President, Alice Miranda; Vice President, Ron Zaccagnino; Presidential Advisor, Michael Johnson; Past President, Bobbie Kagle

Board of Directors: Ann Aquilina, Lisa Avery, Margaret Fisher, Debbie Kilbourn, John Kopera, Mary Ann Kustich, Elaine McCune, Joe Rivellino, Christie Rothschild, Bob Scholz, Rebecca Van Dorn, Dave Weitzel

Staff: John Leonardi, Annette Fachko, Debbie Norman, Sheryl Kaiser, Pete Cimino

Attorney: Charlie Martorana

Past Presidents: Phil Aquila, Gary Kenline, Mike McDonough, miriam treger, Joe Whittington

Excused: President Elect, Amy Winklhofer; Secretary Treasurer, Louis Vinci; Connie Holovics, Peter Hunt, Chuck Miller, Dan Symoniak, Judy Winklhofer

- I. The meeting was called to order at 9:12 am
- II. The Pledge of Allegiance was said followed with a moment of silence for members and their families who are not with us today, for the military and any other special intentions.
- 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. Operations & Financial Report
 - A. March P&L – the March P&L was received and filed.
- VII. Action Items for Directors
 - A. BNAR Travel - A motion was made to reduce the Director travel line item to \$65,000. Action was postponed until next month. It was sent back to Executive for more details.
 - B. NAR Dues Increase – A motion was made to send a letter to NAR opposing the additional \$40 member dues increase, however, eliminating the \$35 Public Awareness Campaign and raise dues by \$35 keeping it net neutral to the members. Motion carried.
 - C. Appraisers with Non-Realtor Licenses – A motion was made to petition the Member Policy Committee of NAR to drop the requirement for appraiser members to take the Code of Ethics and Orientation Course for those not having a real estate licensed. If approved by NAR this would be adopted in the BNAR rules. Motion carried. Dropping the requirement may increase members.
- VIII. Consent Agenda
 - a. The consent agenda was approved: April new applicants and next meeting date Wednesday, May 25 at 9:00 am off site.

IX. Committee Reports - Limited Discussion

- a. Forms & Contracts – written report emailed – questions came up about faxing and how many originals are needed for the Contract of Sale. The Contract of Sale and Riders must have at least two originals. One for the seller (or their attorney) and one for the buyer (or their attorney).
- b. Green – written report emailed
- c. Membership – written report emailed
- d. REALTOR Issues – written report emailed
- e. Public Affairs - Ron Zaccagnino reported that the (1) *Fair Apportionment of Infrastructure Revenues* meeting was held on April 8. \$65 million has been allocated but remains unspent. Discussion took place on how to overcome the barriers, and was well received by the six representatives who attended. (2) *Lobby Day is May 24* – the bus will depart on May 23 with accommodations at the Holiday Inn. NYSAR is picking up the cost of transportation and accommodations. (3) *May 26th is a special election day for the 26th Congressional District*, members in that district are strongly encouraged to vote and those going to Albany will need to vote via absentee ballot.
- f. RPAC – Lisa Avery reported that \$6000 is needed to reach RPAC goal. It was suggested that maybe office managers could receive a list of those that did not give in their offices.

X. Old Business

- a. None

XI. Presidents Report – Alice Miranda

- a. President Miranda reminded the Directors that the May 25th Board meeting will be open to members. The agenda will be set ahead of time.
- b. Key Communicator Kick Off was once again well received. Surveys were sent out with more than 95% favorable comments.
- c. Habitat for Humanity – BNAR secured 214 Northland as their Habitat house. The project is every Tuesday starting in May. Individuals as well as companies are asked to help.
- d. Empty Bowls – BNAR will be working at Empty Bowls on Sunday, May 22nd at the Burchfield Penney Art Center. All proceeds will go to the Food Bank of WNY and Friends of the Night People.
- e. Salvation Army – BNAR continues to sort clothes and toys at the Salvation Army on Tuesdays and it looks like it is complete. BNAR was invited in December to witness the sharing of toys among the needy.
- f. Alice announced that we will be collecting canned/jarred fruit in May and canned vegetables in June.

XII. Chief Executive Officer Report - John Leonardi

- a. John Leonardi announced that there is BNAR/Genesee Valley Chapter Golf Outing on Monday, June 6 at the Batavia Country Club. Cost is \$65 and proceeds will go to Mercy Flight Central.
- b. A NYSAR Regional Meeting will take place on Friday, June 10 at 11:00 am at the Westwood Country Club.
- c. Prospective leader's names should be submitted to John or Debbie so that we can plan a Leadership Luncheon.
- d. A Director/Officer timeline for election was included in the Directors packets. Everything has been pushed a month earlier with Director elections concluding on Agents' Day September 15th rather than beginning there.
- e. Pete Cimino gave a brief demo on the newly designed BNAR website. Free forms are now found under Instanet.
- f. NYSARs Tax Cap Video was played for the Directors.

XIII. Legal Update – Charlie Martorana
a. none

XIV. Other Business

- a. A PAG was formed to investigate converting to an all REALTOR Association. Members of the PAG will be Joe Rivellino, Mike McDonough, Judy Winklhofer, John Kopera, Lisa Avery, Charlie Martorana, John Leonardi and Debbie Norman.

XV. Meeting adjourned at 11:03 am.

Alice Miranda

Signature

Board of Directors
Tuesday, December 20, 2011 – 4:30 pm – Country Club of Buffalo

Executive Committee: President, Alice Miranda; President Elect, Amy Winklhofer; Secretary/Treasurer, Louis Vinci; Vice President, Ron Zaccagnino; Presidential Advisor, Michael Johnson; Past President, Bobbie Kagle

Board of Directors: Ann Aquilina, Lisa Avery, Margaret Fisher, Connie Holovics, Peter Hunt, Debbie Kilbourn, John Kopera, Mary Ann Kustich, Elaine McCune, Chuck Miller, Joe Rivellino, Robert Scholz, Dan Symoniak, Rebecca VanDorn, Dave Weitzel, Judy Winklhofer

Incoming Directors: Larry Lentini, Bill Higgins, Sharon Ciminelli, Bob Ganey

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

Attorney: Charlie Martorana

Past Presidents: Phil Aquila, Marlene DeCarlo, Margaret Hartman, Hugh Hartzberg, Gary Kenline, Mary Ann Kustich, Michael McDonough, Pete Peterson, John Riordan, miriam treger, Bob Winklhofer

Excused: Christie Rothschild

- I. The meeting was called to order at 4:49 pm
- II. The Pledge of Allegiance was said followed by a moment of silence for members and their families who are not with us today, for the military, for the less fortunate, and any other special intentions. A healthy and prosperous new year was wished.
- III. Anti Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
- IV. Agenda Approval – A verbal Public Affairs and RPAC report was added to the agenda. Property Management Issue was removed from Legal Update. No other changes were made to the agenda.
- V. Minutes of the Previous Meeting – changes to the previous months minutes regarding a motion in the 2012 Standing Rules action item: “A motion was made to approve the amendments made by Charlie Martorana. Motion carried.” No other changes were made to the minutes of the previous meeting.
- VI. Operations & Financial Report
 - a. There was nothing extraordinary to report. The November P&L was received and filed.
- VII. Action Items for Directors
 - a. YPN President Director Appointment – A motion was made to have the YPN Chapter Chairperson have a seat on the Board of Directors as a non-voting member. The motion was defeated.
 - b. Year 2012 Chairs, Co-Chairs and Vice Chairs – A motion was made to approve the 2012 Chair, Co-Chairs and Vice Chairs. Motion carried.
 - c. Committee Standing Rules – A motion was made to approve the Committee Standing Rules. With three word corrections, motion carried.
 - d. Strategic Plan – A motion was made to adopt the 2012 Strategic Plan. Motion carried.

VIII. Consent Agenda (Board approves the following without discussion)

- a. Next meeting date scheduled for January 25, 2012 at 3:30 pm at a place to be determined and December new applicants.

IX. Committee Reports – Limited Discussion

- a. Public Affairs – Lou Vinci reported that the REALTOR/Assessor/Builder Committee is discussing the patio home taxation. Also, the Coalition for Community Building now includes BNAR, BNBA, Lancaster, Hamburg, Amherst IDAS, and ECIDA. The coalition continues to focus on the wetlands issue.
- b. RPAC – Lisa Avery reported that the Genesee Valley Holiday Party generated \$2,895.00 for RPAC. Goal for 2012 \$37,920 – to date we have collected \$5,322.00 representing 143 contributors. Sharon Ciminelli, 2012 RPAC Chair, handed in her \$500.00 RPAC contribution. Board members were encouraged to contribute early.

X. Old Business

- a. none

XI. Presidents Report – Alice Miranda

- a. Alice Miranda presented certificates to the retiring Officers and Directors.
- b. President Miranda gave a brief synopsis of our 2011 accomplishments and thanked everyone for a great year.
- c. With bittersweet happiness, Alice passed the gavel to Amy Winklhofer, 2012 BNAR President.

XII. Chief Executive Officer Report - John Leonardi

- a. Mr. Leonardi reminded the Directors of the Inaugural Event taking place at Shea's on Saturday, January 14, 2012.
- b. John Leonardi reported that the Salvation Army is way down in collections this year. An online Red Kettle contribution page has been set up under BNAR as well as his own personal kettle. Members were asked to contribute. In addition anyone who would like to donate a few hours of their time to collect money for the Salvation Army by being a Red Kettle bell ringer should call BNAR.
- c. Mr. Leonardi stated that he is working closely with HomeFront which deals with first time homebuyer counseling and now has a REALTOR on board.
- d. After the holidays, we will be meeting with Ellen from the Buffalo Home & Garden show, to once again offer free tickets to members and their clients.
- e. John Leonardi reported that he has been interviewing candidates for assistant County Clerk as part of his role in the Chris Jacobs Transition Team.
- f. John Leonardi thanked the Directors for the voluntary leadership and wished everyone a safe and happy holiday.

XIII. Legal Update – Charlie Martorana

- a. None

XIV. Other Business

XV. Meeting adjourned at 5:50 pm.



Signature