

Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, January 22, 2014 – 10:00 am - BNAR**

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary Treasurer, Sharon Ciminelli; Vice President, Bill Higgins, Past President, Lou Vinci; Presidential Advisor, Margaret Hartman

Board of Directors: Dawn Brown, Dennis Dargavel, Eric Hauser, Shelia Ferrentino, Bob Ganey, Peter Hunt, Larry Lentini, Jim Lovallo, Mary Lou Mattioli, Jim Roberts, Rebecca VanDorn, Amy Winklhofer, Ron Zaccagnino

BNAR Attorney: Charlie Martorana


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

Past Presidents: Phil Aquila, Hugh Hartzberg, Gary Kenline, Jim Knight, Mike McDonough, Alice Miranda, miriam treger, Robert Winklhofer

Excused: Elaine McCune

- I. The meeting was called to order at 10:08.
- II. The Pledge of Allegiance was said followed by a moment of silence for members and their families who are not with us today.
- 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. The audit will be presented at the February meeting.
- VII. Action Items for Directors
 - a. NYSAR Regional Vice President – A motion was made to submit an application to the NYSAR Nominating Committee recommending Larry Lentini for NYSAR Western Region Vice President, term beginning 2015.
Nominated from the floor was Alice Miranda.
A motion was made to adjust the agenda and add an action item to include a vote for NYSAR Director. Motion carried.
Tellers elected for the ballot vote were Bob Winklhofer, miriam treger and Charlie Martorana.
On the first ballot, Larry Lentini was selected.
 - b. A motion was made to approve the Presidents appointment of Elaine McCune as a Niagara County Representative (Regional Director) on the Board of Directors for one year.
Motion carried.
 - c. CEO Contract – A motion was made to extend the current terms of the Chief Executive Officers Contract until June 30, 2014.
- VIII. Dates and Reports (approve the following without discussion)
 - a. Next meeting date scheduled for Wednesday, February 26 at 10:00 am at the BNAR and approval of January new applicants

- IX. Committee Reports
- a. Public Affairs – Alice Miranda reported that the 2014 Legislative Agenda is being drafted.
 - b. RPAC – Larry Lentini reported that goal this year is \$39,360 and we are currently off to a good start collecting for this year.
 - c. Technology – Eric Hauser reported on the upcoming “GetWired’N” event being held on Wednesday, March 12th at the Millennium Hotel, Walden Avenue. The GetWiredN website gives details on the seminars for the date. This year the program will offer tracks, including one for management. Seats are limited. It is only \$50 so register today through IMS.
- X. Old Business – None
- XII. Presidents Report – Limited Discussion
- a. Inaugural Event – Christie Rothschild reminded everyone of the upcoming Inaugural Event. Seating is currently being coordinated and she is hoping for good weather.
 - b. President Rothschild reported that the Committee Team Leader organizational meeting is being held on January 29th at 10:00 am at BNAR. Christie indicated that she plans on being engaged and involved in the committees.
 - c. CEO Contract – moved to action items.
 - d. St. Lukes Mission of Mercy – Christie Rothschild reported that BNAR is selling Hearts as a fundraiser for St. Lukes Mission of Mercy, as well as still collecting cold/flu medications as their need of the month.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi reported on the NYSAR Professional Standards training that was held in Batavia.
 - b. Chief Executive Officer, John Leonardi, announced that an email will be going out with the NYSAR Albany meetings itinerary. There will be a dinner on Sunday night at 7:00 pm at the Desmond for all those attending the meetings.
 - c. Mr. Leonardi announced that tickets for the March Buffalo Home & Garden Show are currently being printed and BNAR members will receive ten tickets each.
 - d. RPR Training has begun and we will be launching the app GoNYSMLS in February.
 - e. Director books were given to incoming Officers and Directors and anyone wanting one please let Sheryl or Debbie know.
 - f. Director at Large – we are still awaiting confirmation from Merle Whitehead who will be representing RealtyUSA as Director at Large on the Board of Directors.
- XIII. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana reported that New York State Not for Profit Corporate Law has changed and that are Bylaws may need some tweaking.
- XIV. New Business
- a. Upcoming Meetings Dates: February 26 BNAR Board of Directors Meeting; WCR Meeting February 20; February 6 NYSCAR Inaugural Event
- XIV. Meeting adjourned at 11:25 am



Signature

Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, February 26, 2014 – 10:00 am - BNAR**

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Vice President, Bill Higgins, Past President, Lou Vinci; Presidential Advisor, Margaret Hartman

Board of Directors: Dawn Brown, Eric Hauser, Shelia Ferrentino, Robert Ganey, Larry Lentini, Jim Lovallo, Mary Lou Mattioli, Elaine McCune, James Roberts, Rebecca VanDorn, Matt Whitehead, Amy Winklhofer

BNAR Attorney: Charlie Martorana

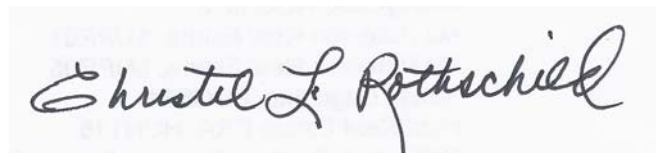
Staff: John Leonardi, Debbie Norman, Annette Fachko, Brian Woolston, Dan Locche

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

Excused: Secretary/Treasurer, Sharon Ciminelli; Dennis Dargavel, Peter Hunt, Ron Zaccagnino

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- I. The meeting was called to order at 10:09.
 - II. The Pledge of Allegiance was said followed by a moment of silence for members and their families who are not with us today, especially Mary Ann Kustich, BNAR Past President, Parliamentarian and Historian, who recently passed away. Christie asked that if anyone had any experiences with Mary Ann Kustich that they would like to share, to jot it down; a book will be compiled for Mary Ann's family.
 - 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. The January P&L was reviewed. Dues payments are still coming in. The P&L was received and filed.
 - b. Michelle Sullivan of Freed Maxick presented the year end statements. The review was approved.
 - VII. Action Items for Directors
 - a. CEO Review - A motion was made to approve the revised Chief Executive Officer Review Performance Survey. Motion carried.
 - VIII. Dates and Reports (approve the following without discussion)
 - a. Next meeting date scheduled for Wednesday, March 26 at 10:00 am at the Marriott, Millersport Hwy and approval of February new applicants
 - IX. Committee Reports
 - a. Agents' Day – Bill Higgins reported that plans are underway for our 25th anniversary Agents' Day Celebration which will be held on October 8 at the Hyatt. Since parking always seems to be a problem, this year there will be trolley service from the parking ramps/lots. Sponsors and Exhibitors are needed.
 - b. Public Affairs – Alice Miranda reported that the 2014 Legislative agenda will be presented at the March meeting. The speaker at this month's meeting was Charles Moskal who spoke on the foreclosures and inventory control in Cheektowaga.

- c. RPAC – Larry Lentini reported that BNAR is currently at \$29,414 which is 75% of goal.
 - d. Technology - Eric Hauser reported on the upcoming Get Wired N event on March 12. Ticket price is only \$50 at this time and increases to \$60 after February 28th. Last year we had a sell out and are anticipating that again.
 - e. Housing Opportunities – Joe Rivellino reported that the committee will be seeking grant opportunities from NAR.
 - f. Membership – Joe Rivellino reported that the Key Communicator Kick Off is on March 6 at the Creekside Banquet Facility. The committee will also be planning two regional membership meetings as well as conducting a membership survey.
- X. Old Business – None
- XII. Presidents Report – Limited Discussion
- a. Christie Rothschild reported on the highlights of the NYSAR meetings. Her detailed report will be uploaded to the BNAR website.
 - b. President Rothschild also reported that she attended the NYSCAR and Metro installation events. In addition she was at Classics V to see the Governor who indicated he will be freezing property taxes for two years and IBM is coming to Buffalo, which will create jobs.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi reported that members will receive 10 tickets each to the Buffalo Home & Garden Show which is being held March 7,8,9 and 14,15 and 16.
 - b. E&O and D&O Insurance – John Leonardi announced that he will be declining purchasing additional E&O and D&O Insurance at this time.
 - c. Chief Executive Officer, John Leonardi, was pleased to report that Melynn Sight, who conducted BNAR’s Strategic Planning session has been approached to do NYSAR’s Strategic Plan and Value Proposition.
 - d. Mr. Leonardi informed the Directors that he attended the State of the City luncheon and there is a lot of growth and development continuing in the City of Buffalo.
- XIII. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana updated the Directors on Sellers Concessions.
- XIV. New Business
- a. None
- XIV. Meeting adjourned at 11:50 am



Signature

Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, March 26, 2014 – 10:00 am – Buffalo Niagara Marriott**

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary/Treasurer, Sharon Ciminelli; Vice President, Bill Higgins, Past President, Lou Vinci;

Board of Directors: Dawn Brown, Dennis Dargavel, Eric Hauser, Shelia Ferrentino, Bob Ganey, Jim LoVallo, Mary Lou Mattioli, Elaine McCune, Rebecca VanDorn, Amy Winklhofer, Ron Zaccagnino

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

Excused: Presidential Advisor, Margaret Hartman, Louis Vinci, Peter Hunt, Larry Lentini, Matt Whitehead

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- I. The meeting was called to order at 10:10 am.
 - II. The Pledge of Allegiance was said followed by a moment of silence in memory of Buffalo Bills owner, Ralph Wilson, who just passed away.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – The agenda was approved with the following additions: Realtor Issues, Realtor Emeritus, Golf Outing, NAR Committees and Brian Higgins letter
 - IV. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
 - V. Operation & Financial Report
 - a. The February P&L was reviewed. The P&L reflects contributions to the NYSAR Education and Housing Foundations. The P&L was received and filed.
 - VI. Action Items for Directors
 - a. Public Affairs/2014 Legislative Agenda - A motion was made to approve the 2014 Legislative Agenda Brochure. Motion carried.
 - VII. Dates and Reports (approve the following without discussion)
 - a. Next meeting date scheduled for Wednesday, April 30 at 10:00 am at the BNAR and approval of March new applicants
 - VIII. Committee Reports
 - a. Agents' Day – Bill Higgins reported that three sub-committees have been formed – registration, seminars and vendors/sponsorships. Valet parking will be for vendors only and shuttle service (color coded) to and from the parking areas will be available.
 - b. CEO Review – Christie Rothschild reminded the Directors to complete the CEO Performance Survey. Another reminder email will be sent out.
 - c. Public Affairs – Alice Miranda stated that Lobby Day is June 9 and 10 and anyone planning to attend is to notify Dan by May 1st.
 - d. RPAC – Amy Winklhofer reported that BNAR has collected thirty four thousand six hundred ninety eight (\$34,698.00) dollars which represents 88% of goal. In addition we at 61% of participation goal which is four hundred ninety one members.

- d. Technology – Eric Hauser informed the Directors that the new date for the Get Wired'N event is on Monday, May 5, 2014. All those that registered for the March 12th date have been notified of the new date and that their registrations have been transferred.
 - e. YPN – Shelia Ferrentino reported that the committee has met with the Buffalo Niagara Partnership regarding their 360 program.
 - f. Realtor Issues – Joe Rivellino reported that the committee is planning to have the skit “Let’s Play Nice” at Agents’ Day.
 - g. Realtor Emeritus – Joe Rivellino reported that the Realtor Emeritus luncheon will take place on Wednesday, May 7, 2014 at noon at the Buffalo Launch Club in Grand Island, NY. The cost will be \$20.00 per person.
 - h. Golf Outing – Rebecca VanDorn reported that the BNAR/Genesee Valley Chapter will be held on September 8 at the Livingston Country Club with proceeds going to Mercy Flight West.
- IX. Presidents Report – Limited Discussion
- a. Christie Rothschild reported that the Key Communicator Kick Off held at the end of February was well attended.
 - b. President Rothschild also reported that there were 1500 people who attended the St. Lukes Mission of Mercy St. Josephs Table. Over 20 restaurants were represented and the St. Lukes raised \$20,000. In addition the over the counter medications that BNAR members collected were delivered there along with a photo shoot. In addition, Christie indicated that she is planning a tour of St. Lukes on May 8th with mass at 4:30 and a 6:00 pm dinner.
 - c. Erie Community College – Christie reported that she and others met with Dr. Marcia Jackson and plans are underway for a degree in real estate through Erie Community College. She was hoping for Fall kick-off but it looks like it may take a little longer than anticipated. Joe Whittington will sit on the Faculty Development Committee.
 - d. Homeowners Flood Insurance – President Rothschild announced that the Homeowners Flood Insurance was passed and signed by President Obama. This may only be short term relief and may have to be revisited.
 - e. Path Act – The Directors received information on the Path Act which will affect Freddie Mae and Fannie Mae and thirty year mortgages.
 - f. Media Interviews – President Rothschild stated that she was interviewed from Time Warner Cable for their show on Channel 9 which may air between 12pm and 3pm either today or tomorrow. The tip she gave was “work with a Realtor.”
 - g. NAR Committees – the National Association of Realtors is looking for Committee Members and that if anyone is interested to serve, she would happy to do a recommendation letter for them.
 - h. Brian Higgins Letter – The Directors received a copy of a letter from Brian Higgins in reference to increasing homeownership opportunities for Canadians as well as the letter to him from BNAR addressing both encouragement and impediments.
- X. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi reported on the WNYREIS Elections. Class 2 Directors are Bruce Andrews and Barry Chubb; Class 1 Directors representing the top three companies are Merle Whitehead, Matt Whitehead, Peter Hunt, Gary Kenline, Pete Peterson and Phil Aquila. Officers are President, Phil Aquila; Secretary/Treasurer, Bob Winklhofer and Vice President, Gary Kenline.
 - b. Chief Executive Officer, John Leonardi, reminded the Directors of the upcoming NYSAR Media/Spokesperson Training which is on Wednesday, April 16 at the BNAR at 10:00 am and ends around 3 pm and urges all to attend and to let Debbie know.
 - c. Mr. Leonardi gave a brief report on the lawsuit affecting NAR, Move and Zillow.
 - d. John Leonardi announced that a group is forming in reference to communicating the status from Active, to Contingent, to Pending in the MLS which is creating a problem for the three markets. Very active agents are invited to be on the task force.

- XI. Legal – Limited Discussion – Charlie Martorana
 - a. Charlie Martorana reported on well water and private septic testing.
- XII. New Business
 - a. Chief Executive Officer Leonardi reiterated the fact that if there are any concerns to please contact him, Christie Rothschild or Joe Rivellino.
 - b. Christie called attention to NYSAR's "It Pays to Work With a Realtor" campaign. A copy of the flyer will be available to members. that BNAR members could use.
- XII. Meeting adjourned at 11:33 am

A handwritten signature in black ink that reads "Christie L. Rothschild". The signature is written in a cursive style with a large, looped initial "C".

Signature

Buffalo Niagara Association of REALTORS, Inc.

Board of Directors
Wednesday, April 30, 2014 – 10:00 am – BNAR

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary/Treasurer, Sharon Ciminelli; Vice President, Bill Higgins, Past President, Lou Vinci; Presidential Advisor, Margaret Hartman

Board of Directors: Dawn Brown, Dennis Dargavel, Eric Hauser, Shelia Ferrentino, Bob Ganey, Peter Hunt, Jim LoVallo, Mary Lou Mattioli, Elaine McCune, Jim Roberts, Rebecca VanDorn, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Hugh Hartzberg, Tom Hollander, Jim Knight, Alice Miranda, miriam treger, Robert Winklhofer

Excused: Annette Fachko, Larry Lentini, Matt Whitehead, Amy Winklhofer

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- 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 that are not with us today and to Jim LoVallos wife who had heart surgery.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – The agenda was approved.
 - V. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
 - VI. Operation & Financial Report
 - a. The March P&L was reviewed. A motion was made to add a variance and percentage column to the P&L each month. Motion carried. The P&L was received and filed.
 - VII. Action Items for Directors
 - a. Forms & Contracts – the Buffalo Niagara Association of Realtors, Inc. Board of Directors does hereby resolve that the form of Contract of Sale for residential real property be amended as follows:
 - 1) **Delete the second sentence of paragraph 4(A), that is:**
 Yes No *The Purchase Price reflects an increase equal to the amount of the Seller's Concession* ("Yes" if blank). ; and
 - 2) **Amend paragraph 6(F) to read as follows:**
 Yes No (F) Septic System. (1) The Property has a private septic system approved for _____ bedrooms.

(2) If Yes, the dwelling(s) on the Property:

- Yes No (a) will have been vacant for less than 90 days immediately prior to the inspection to obtain the Certificate Approval (as defined in Paragraph 12(B)) for the septic system ("Septic Inspection") and the dwelling(s) is/are serviced by metered water; or
- Yes No (b) will have been vacant for more than 90 days immediately prior to the Septic Inspection; or
- Yes No (c) will be vacant as of the Septic Inspection and the dwelling(s) is/are not serviced by metered water or does/do not have a system of record with the applicable governmental authority.

3) Amend the Property Inspection Notice and Addendum Form to add the PINA Continuation Page (see the attached forms).

- b. Professional Standards – Case 6A 2013-14 – A motion was made to uphold the Professional Standards Hearing Panels decision – letter of reprimand, in person (not online) ethics training to be completed by 9/30/14 and if training is not proven to have been completed by the above date, a fine of \$500 will be imposed and BNAR membership would be placed in jeopardy. Motion carried.
- c. Professional Standards - Case 10e-2013 - A motion was made to uphold the Professional Standards Hearing Panels decision – No disciplinary action. Motion carried.

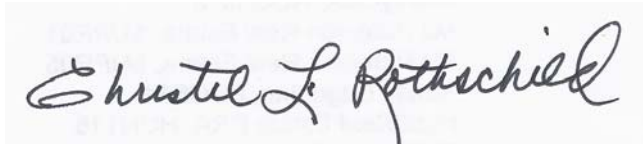
VIII. Dates and Reports (approve the following without discussion)

- a. Next meeting date scheduled for Wednesday, May 28 at 10:00 am at the BNAR and approval of April new applicants. Dottie Gallagher-Cohen of the Buffalo Niagara Partnership will be guest speaker.

IX. Committee Reports

- a. Agents' Day – Bill Higgins reported that the committee did not meet due to the Holidays. The next meeting is May 8 at 1:30 pm at BNAR and he will have a report at the next meeting.
- b. CEO Review – Louis Vinci presented copies of the survey responses for the CEO Review which noted that Mr. John Leonardi met or exceeded expectations. More detailed information will be presented to the Executive Finance Committee for contract extension and compensation recommendations, if any.
- c. Education – Christie Rothschild reported that the committee has begun planning education classes from June through December. In addition there will be a free continuing education class offered as well as a buy one get one free MLS Fusion Class. Discussions continue to take place with ECC.
- d. Housing Opportunities – Joe Rivellino reported that Housing Opportunities Committee will be in touch with Habitat for Humanity to see if they need volunteers and is also pursuing two grants from NAR.
- e. Membership – Elaine McCune reported that a BNAR wide survey will be sent out by the end of May. In addition since the results of the last survey indicated members liked the races and casinos, the committee decided to plan their regional meetings at the racetrack in Hamburg and later in the year at the Niagara Casino.
- f. REALTOR Issues – Eric Hauser reported that the committee is identifying "best practices".
- g. Technology – Eric Hauser reported that the committee is planning to have breakfast, networking and an education session at the Microsoft Store at the Galleria Mall.
- h. YPN – Shelia Ferrentino reported that there were speaker presentations at the YPN meeting on Legislative Issues and Linked'n.

- i. RPAC – Dan Locche reported that there are still a few Board members who have not contributed to RPAC and presented \$99 pins to Dawn Brown, Shelia Ferrentino, Bob Ganey, Mary Lou Mattioli, Mike McDonough, Alice Miranda, Jim Roberts, Rebecca Van Dorn and Amy Winkhofer. Capital Club members were presented with the \$250 pins to Jim Knight, Larry Lentini, Joe Rivellino, Christie Rothschild, miriam treger and Louis Vinci. Congratulations to our Sterling R contributor, Sharon Ciminelli and the Presidents Circle to Margaret Hartman.
- X. Presidents Report – Limited Discussion
- a. Christie Rothschild reminded the officers of upcoming events: Get Wired'N on Monday, May 5, the REALTOR Emeritus Luncheon on Wednesday, May 7, and the St. Luke's Mass, Dinner and Tour on May 8
 - b. President Rothschild announced that the deadline for the Good Neighbor Award is May 16.
 - c. Anyone interested in applying for a NAR Committee needs to do so online by May 23. Let Debbie know and she will send you the link.
 - d. The Women's Council of Realtors is hosting a historic bus tour on May 22.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi thanked the Board for their input on his evaluation.
 - b. Chief Executive Officer, John Leonardi, reported that the NYSAR Spokesperson Training was held with many of our Board members attending.
 - c. Mr. Leonardi was happy to reported that BNAR received Certification from NAR for all of our governing documents and we will not have to recertify for another three years.
 - d. John Leonardi announced that he is attending meetings, along with Duncan MacKenzie and the NAR President regarding the "Three Way Agreement".
 - e. For those attending the NAR Meetings in Washington DC will receive an agenda by email.
 - f. Chief Executive Officer, John Leonardi, reported that he will be serving on the re-election Committee for Chris Jacobs.
 - g. Once again, Mr. Leonardi reiterated about his open door policy.
- XII. Other/New Business
- a. Tom Hollander led a discussion on the difficulty of making showing appointments.
 - b. BNAR is selling Fundraising tickets for the Salvation Army at a cost of \$10 per ticket. Only one thousand tickets are being sold and the drawing is June 2, 2014.
- XIII. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana reported on the licensing of tile insurance agents which becomes effective July 1, 2014 and that he will provide of copy of the legislation for the Board of Directors.
- XIV. Adjournment - Meeting adjourned at 11:40 am



Signature

Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, May 28, 2014 – 10:00 am – BNAR**

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary/Treasurer, Sharon Ciminelli; Vice President, Bill Higgins, Past President, Lou Vinci;

Board of Directors: Dawn Brown, Eric Hauser, Shelia Ferrentino, Bob Ganey, Peter Hunt, Larry Lentini, Jim LoVallo, Mary Lou Mattioli, Elaine McCune, Rebecca VanDorn, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

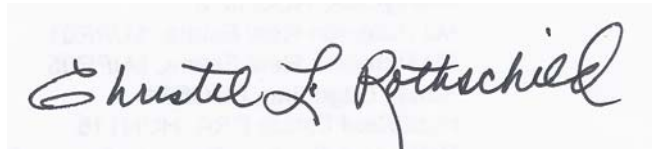
Staff: John Leonardi, Annette Fachko, Debbie Norman, Brian Woolston, Dan Locche

Past Presidents: Phil Aquila, Alice Miranda, miriam treger, Robert Winkhofer

Excused: Presidential Advisor, Margaret Hartman; Dennis Dargavel, Matt Whitehead

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- I. The meeting was called to order at 10:15 am.
 - II. The Pledge of Allegiance was said followed by a moment of silence for those that are not with us today.
 - III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
 - IV. Agenda Approval – The agenda was approved with additions: Housing Opportunities, NAR Committees, and Golf Tournament.
 - V. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
 - VI. Operation & Financial Report
 - a. The March P&L was reviewed. A motion was made to add a variance and percentage column to the P&L each month. Motion carried. The P&L was received and filed.
 - VII. Action Items for Directors - None
 - VIII. Dates and Reports (approve the following without discussion)
 - a. Next meeting date scheduled for Wednesday, May 25 at 10:00 am at the BNAR and approval of May new applicants.
 - IX. Committee Reports
 - a. Agents' Days – Bill Higgins reported that Alex Sheen has been secured as guest speaker. Currently Real Estate Signs signed up as a \$3000 sponsor and 14 vendors have committed. The Department of State has been invited to hold a morning session.
 - b. RPAC – Larry Lentini reported that BNAR has collected \$37,000 with goal being \$39,360 and was also happy to report that we have increased contributors from 796 to 835.
 - c. Technology Reported/Get Wired'N – Eric Hauser passed out the survey results which indicated all positive remarks from the May event. Because of the winter storm and rescheduling, the event will be slightly in the red.
 - d. YPN – Shelia Ferrentino reported that the YPN has gained 13 new prospects and is currently revamping their value proposition.
 - e. Housing Opportunities – Christie Rothschild reported that Dan Locche has submitted the necessary paperwork for grants which he hand delivered while in Washington, DC at the NAR meetings. Announcement of the grant recipients will be announced later this week and the other in late July.

- X. Guest Speaker – Dottie Gallagher-Cohen, President and CEO of the Buffalo Niagara Partnership spoke to the BNAR Directors on her new role as CEO, the resurgence of Buffalo and bringing in private sector jobs. Miss Gallagher-Cohen encouraged all brokers and agents to join the Partnership.
- XI. Presidents Report – Limited Discussion
- a. President Rothschild reported on the highlights of the NAR meetings in Washington, DC. Information on the Core Standards that was revised by NAR was distributed to the Directors.
 - b. Christie Rothschild thanked those that attended the St. Lukes Mass, Tour and Dinner. St. Lukes Mission of Mercy was very grateful for our involvement and all the donated items.
 - c. Realtor Emeritus Report – President Christie Rothschild stated that there were about seventy in attendance for the event and once again gave accolades to incoming REALTOR Emeritus Dennis Dargavel, Bonita Dwyer, Linda Wenz and Ronald Bress and thanked Joe Rivellino for being the MC.
 - d. President Rothschild reminded the Directors that June 13, 2014 is the deadline for NYSAR's Community Service Award. A copy of the criteria and nomination form were distributed to the Directors.
 - e. Christie Rothschild announced that she has submitted recommendation letters for those requesting to be on a NAR committee.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi reminded the Directors of the upcoming MLS online portal and that Annette will share with you a snapshot of the dashboard.
 - b. Chief Executive Officer, John Leonardi, reminded the Directors of Chris Jacobs fundraiser being held later today.
 - c. Mr. Leonardi announced that the Executive Committee will be submitting the nomination form for our current years REALTOR of the Year, Peter Hunt, as NYSAR REALTOR of the Year.
 - d. John Leonardi stated that the First Niagara will be present next month to recommend investments.
 - e. CEO, Leonardi, reminded the Directors that Lobby Day is on June 9 and 10 and that anyone going is to connect with Dan Locche. Currently we have twenty three planning to go.
- XIII. Other/New Business
- a. Peter Hunt announced that a fundraiser for Chris Collins is on June 2, 2014 at the Jacobs Center at Delaware and North Streets.
 - b. Christie Rothschild announced that the CEO Review Committee is meeting on June 4th to review the contract of John Leonardi.
 - c. Upcoming Dates: Sailboat Tour on June 4 at 4:30 pm sharp at the Erie Canal Harbor Central Wharf; WCR meeting on June 19 at 5:30 pm at Larkinville with Howard Zemski as guest speaker and on June 26 a Waterfront Tour from 9:00 am until noon.
 - d. Rebecca VanDorn reminded the Directors of the upcoming golf tournament in September to benefit Mercy Flight Central and Mercy Flight West. All are invited for a full day of golf, as well as dinner for non-golfers. Donations are welcome for the Silent Auction in addition to sponsorships. Registration forms and sponsorship opportunity forms were distributed to the Directors.
- XIV. Legal – Limited Discussion – Charlie Martorana
- a. Charlie Martorana reported that the new contract of sale with adopted language is currently being updated for InstaNet. Mr. Martorana indicated that the copyrighted form could be registered, by BNAR and BAEC, for further protection.
- X V. Adjournment - Meeting adjourned at 11:55 am



Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, June 25, 2014 – 10:00 am – BNAR**

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary/Treasurer, Sharon Ciminelli; Vice President, Bill Higgins, Past President, Lou Vinci; Presidential Advisor, Margaret Hartman

Board of Directors: Dawn Brown, Dennis Dargavel, Eric Hauser, Shelia Ferrentino, Robert Ganey, Larry Lentini, Mary Lou Mattioli, Elaine McCune, Rebecca VanDorn, Amy Winklhofer

BNAR Attorney: Charlie Martorana

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


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

Excused: Peter Hunt, Jim Lovallo, Jim Roberts, Matt Whitehead, Ron Zaccagnino

- I. The meeting was called to order at 10:02 am.
- II. The Pledge of Allegiance was said followed by a moment of silence for John Leonardi, Chief Executive Officer, for the strength and courage to lead the Association in the next five years.
- III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
- IV. Agenda Approval – The agenda was approved with additions: Presidents Report: St. Lukes, ECC and Golf.
- V. Minutes of the Previous Meeting – No changes were made to the minutes of the previous meeting.
- VI. Operation & Financial Report
 - a. The May P&L was reviewed. The P&L was received and filed.
 - b. Special Guest, Tony Cirocco, Financial Advisor, First Niagara Investment Services gave a presentation and some recommendations for BNAR investments.
A motion was made to move \$85,000 to a more growth focused portfolio. Motion carried.
- VII. Action Items for Directors
 - a. Ratification of CEO' Five Year Employment Agreement – A motion was made to approve John Leonardi, Chief Executive Officer, five year employment agreement. Motion carried.
 - b. Unshackle Upstate – A motion was made to join Unshackle Upstate at a cost of two thousand (\$2,000.00) dollars. The motion was tabled until later on in the agenda. Motion carried.
 - c. Buffalo Niagara Partnership – A motion was made to add an additional five hundred (\$500.00) dollars to our existing membership fee to the Buffalo Niagara Partnership. Motion carried. By increasing our membership fee in BNP we may be able to lobby for a seat on their Board of Directors and it would directly connect us with the parent company of Unshackle Upstate.
 - d. Unshackle Upstate - A motion was made to join Unshackle Upstate at a cost of two thousand (\$2,000.00) dollars. The motion was tabled.
 - e. Professional Standards – A motion was made to uphold the Professional Standards Hearing Panels decision in the case of Michael Algawani/Queen City Realty vs. Michael Wilson/WNY REG LLC. Motion carried.

- VIII. Dates and Reports (approve the following without discussion)
- a. Next meeting date scheduled for Wednesday, July 23, 2014 at Acqua on Niagara Street and June new applicants. City of Buffalo Mayor, Byron Brown, has been asked to attend the meeting.
- IX. Committee Reports
- a. Agents' Days – Bill Higgins reported that seminars are being fine tuned and currently we have twenty two vendors and \$4,500 in sponsorships.
 - b. Membership – Elaine McCune reported that the BNAR membership survey was sent out and that we have five hundred sixty who have completed it. In addition the committee is planning a regional meeting with the next tentative date scheduled for July 17, 2014 and that we are having a problem reserving a date due to summer vacations and scheduling conflicts. The committee is planning one in September at the Niagara Falls Casino.
 - c. Public Affairs – Alice Miranda reported on another successful Lobby Day with BNAR having eighteen members in attendance. Dan Locche reported that he will be attending the GAD conference next month. Brian Sampson will be invited to speak at the next PA meeting.
 - d. Realtor Issues – Eric Hauser stated that the committee will be meeting next week.
 - e. Housing Opportunities – Dan Locche and Doreen Fahey have met with Christie Nelson regarding the ghost houses in the City of Buffalo. Housing Opportunities was awarded a two thousand five hundred (\$2,500.00) dollar grant from NAR which will go toward the Downtown and Waterfront Tour.
 - f. YPN – Shelia Ferrentino reported that the committee is reaching out to past members to rejoin and continues to revamp their value proposition.
 - g. RPAC – Larry Lentini reported that we are at 94% of goal (\$37,114) and have exceeded our participation goal. Mr. Lentini expects to reach monetary goal of \$39,360.
- X. Presidents Report – Limited Discussion
- a. President Rothschild announced that she has formed a Presidential Advisory Group (PAG) for showings. Members are Tom Hollander, Michael Juliano, Bob Winklhofer, Larry Lentini, Margaret Fisher, Karen Mock as well as herself. Annette Fachko will serve as the liaison to the PAG.
 - b. Christie Rothschild announced that the BNAR received a Thank You letter from St. Luke's for our support in the past few months. BNAR will now be collecting backpacks and school supplies for elementary and high school students for the months of July and August. Items can be dropped off at the BNAR or directly to St. Lukes.
 - c. ECC – President Rothschild reported that meetings continue with ECC but there are some stumbling blocks along the way.
 - d. President Christie Rothschild stated that she will be giving her six month report at next months Board of Directors meeting.
 - e. BNAR Charity Golf Event – Christie Rothschild reminded everyone of the upcoming BNAR charity golf event at the Livingston Country Club on September 8, 2014. Rebecca VanDorn added that sponsorships and auction items are needed and if anyone wishes, they can submit fifty (\$50.00) dollars to BNAR and we will provide the baskets for the auction. The money is to benefit Mercy Flight West and Central.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi thanked the Directors for their support
 - b. Chief Executive Officer, John Leonardi, announced that NYSAR Committee Sign Up is online and begins on July 1, 2014.
 - c. Mr. Leonardi announced that the REALTOR Honor Society applications are available through Debbie and that the deadline is August 15, 2014.
 - d. Chief Executive Officer, John Leonardi, reiterated the fact that Microsoft has stopped supporting Windows XP as well as some of the vendors, and urged everyone to consider upgrading.
 - e. CEO, Leonardi, reported that the new contract of sale has been uploaded to InstaNet.

- XIII. Other/New Business
 - a. Charlie Martorana passed out information on the deadline for Not For Profit Corporations to update their Bylaws, Policies and Governance procedures. Recommended BNAR Bylaw changes, Whistleblowers Policy and Conflict of Interest Policy were mailed out to the BNAR Directors. The updated documents will be mailed out to BNAR members for comment, if any, and will be brought back to the Board of Directors in July for adoption.
- XIV. Legal – Limited Discussion – Charlie Martorana
 - a. See above
- X V. Adjournment - Meeting adjourned at 11:20 am



Christel L. Rothschiel

Buffalo Niagara Association of REALTORS, Inc.

Board of Directors
Wednesday, July 23, 2014 – 4:30 pm – Acqua, Niagara Street

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary/Treasurer, Sharon Ciminelli; Past President, Lou Vinci; Presidential Advisor, Margaret Hartman

Board of Directors: Dawn Brown, Dennis Dargavel, Shelia Ferrentino, Robert Ganey, Eric Hauser, Larry Lentini, James LoVallo, Elaine McCune, Jim Roberts, Rebecca VanDorn, Matt Whitehead, Amy Winklhofer, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Hugh Hartzberg, Michael Johnson, Jim Knight, Alice Miranda, miriam treger, Bob Winklhofer, Charlene Zoratti

Excused: Vice President, Bill Higgins, Peter Hunt, Mary Lou Mattioli0

- 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 Dick Haenggi who just recently passed away and for Mid East peace.
- III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
- IV. Agenda Approval – The agenda was approved with change: Presidents Report: Presidents Year to Date Report instead of ECC Update.
- V. Minutes of the Previous Meeting – It was noted that the action item to join Unshackle Upstate was tabled not defeated.
- VI. Operation & Financial Report
 - a. The June P&L was received and filed. The BNAR financials are looking good.
- VII. Action Items for Directors
 - a. A motion was made to approve the proposed Bylaw, the Whistleblower and Conflict of Interest Policy. No objections were made by the voting members. Motion carried.
 - b. A motion was made to increase the stipend for NYSAR Directors to one thousand one hundred (\$1100.00) dollars for each NYSAR meeting. Motion carried.
 - c. A motion was made to increase the stipend for BNAR Board of Directors attending the NYSAR meetings to nine hundred (\$900.00) dollars for each meeting.
 - d. A motion was made to increase the stipend for BNAR Delegates, that are not NYSAR Directors, attending the Fall NYSAR meetings to nine hundred (\$900.00) dollars
 - e. A motion was made to approve the Presidents appointments to the Nominating Committee: Louis Vinci, Chair and members Any Winklhofer, Robert Ganey, Elaine McCune and Jim LoVallo. Motion carried.
 - f. Appointment of Tellers – A motion was made to approve the tellers for the NYSAR Director Elections: Jim Knight, Charlie Martorana and Bob Winklhofer. Motion carried.

- g. NYSAR Director Elections: Louis Vinci announced six are to be elected and the slate of NYSAR Director Candidates is Sharon Ciminelli, William Higgins, Michael Johnson, Debbie Kilbourn, Colleen Kulikowski, Alice Miranda, Christie Nelson, Christie Rothschild, miriam treger, Louis Vinci and Charlene Zoratti. On the first ballot, elected as NYSAR Directors for three year terms is Sharon Ciminelli, Michael Johnson, Christie Rothschild, miriam treger, Louis Vinci and Charlene Zoratti

VIII. Dates and Reports (approve the following without discussion)

- a. Next meeting date scheduled for Wednesday, September 24 at 11:00 am at the BNAR and July new applicants.

IX. Committee Reports

- a. Agents' Days – no report.
- b. Public Affairs – Alice Miranda reported on the key upcoming elections. Guest speaker at the meeting was Brian Sampson, Executive Director of Unshackle Upstate.
- c. YPN – Shelia Ferrentino reported that YPN is working on a Happy Hour event with the Technology Committee.
- d. RPAC – Larry Lentini reported that we have exceed are contributors goal and expects to reach our monetary goal of \$39,360.
- e. Showing PAG – Bob Winklofer reported that there are three areas to look at: signs placed on properties before they are listed, no call backs, and sold before showing dates. The PAG is meeting again August 16th.
- f. Education – July 31st is the deadline to apply for a NAR Scholarship.
- g. Membership – Elaine McCune reported that 755 members completed the BNAR survey and the committee will be meeting to review the results and to schedule a Member Meeting in September.

X. Presidents Report – Limited Discussion

- a. BNAR President Rothschild reminded the Directors that July 31st is the deadline to sign up for NYSAR Committees. Sign up is online at NYSAR.com
- b. President Christie Rothschild announced that there will not be an August meeting unless a critical issue comes up.
- c. President Christie Rothschild gave a brief six month report to the Directors which included Race for Relevance, Technology Videos, River Queen Boat Tour, Free BNAR continuing education courses and possibly working with Trocaire on a Realtor Associate degree.
- d. Christie called attention to the Accuracy Matters Brand Campaign that was included in the BNAR Board packet.
- e. President Rothschild reminded the Directors that Buffalo Mayor Byron Brown will be joining us after the meeting to give us an update on the City of Buffalo.

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

- a. Chief Executive Officer, John Leonardi, called attention to the timeline for Director and Officer Elections.
- b. Mr. Leonardi stated that the August new applicants will be sent by email since there is not an August Board meeting.
- c. The NYSAR Western Region Meeting is on Thursday, August 14 around noon at the Westwood Country Club.
- d. Mr. Leonardi reminded the Directors on the upcoming MLS Single Sign On and also on the stop servicing of Windows XP and urged everyone to upgrade.
- e. The BNAR/Genesee Valley Golf Event is on Monday, September 8 and there will be free transportation to and from the event for those travelling from the Buffalo area.

- XIII. Other/New Business
 - a. None
- XIV. Legal – Limited Discussion – Charlie Martorana
 - a. None
- X V. Adjournment - Meeting adjourned at 5:45 pm

A handwritten signature in black ink, reading "Christel L. Rothchild". The signature is written in a cursive style with a large, looped initial "C".

Signature _____

Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, September 24, 2014 – 11:00 am - BNAR**

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary/Treasurer, Sharon Ciminelli; Vice President, Bill Higgins; Past President, Lou Vinci; Presidential Advisor, Margaret Hartman

Board of Directors: Dawn Brown, Eric Hauser, Shelia Ferrentino, Larry Lentini, Jim Lovallo, Mary Lou Mattioli, Elaine McCune, Jim Roberts, Rebecca VanDorn, Matt Whitehead, Amy Winklhofer

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Michael Johnson, Jim Knight, miriam treger, Bob Winklhofer,

Excused: Dennis Dargavel, Robert Ganey, Peter Hunt, Ron Zaccagnino

- I. The meeting was called to order at 11:04 a.m.
- II. The Pledge of Allegiance was said followed by a moment of silence for the military serving throughout world.
- 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 – It was noted that Christie Rothschild gave the YPN report instead of Shelia Ferrentino
- VI. Operation & Financial Report
 - a. The August P&L was received and filed. The BNAR financials are looking good.
- VII. Action Items for Directors
 - a. 2015 BNAR Budget – A motion was made to approve the budget as presented. Motion Carried.
 - b. A motion was made to support a campaign for Michael Johnson for NYSAR Secretary/Treasurer 2016, not to exceed five thousand (\$5000.00) dollars. Motion carried.
 - c. A motion was made to approve a three month marketing plan for Buffalo Niagara REALTORS/St. Luke's Mission of Mercy through Buffalo Perks. Motion carried.
 - d. Core Standards – A motion was made that BNAR apply for recertification to NYSAR/NAR. motion carried.
 - e. Professional Standards – a motion was made to approve the Professional Standards Hearing Panels decision for Case #8e2014, letter of reprimand, full attendance at a BNAR Code of Ethics Course by December 31, 2014. Motion carried.
- VIII. Dates and Reports
 - a. Next meeting date – Tuesday, October 28 at 4:30 pm at Russells and approval of September new applicants.

IX. Committee Reports

- a. Agents Day – Bill Higgins reported on the upcoming Agents' Day and the new parking arrangements.
- b. Nominating Committee – Louis Vinci announced the slate for BNAR Directors and Officers: Directors: Ann Aquilina, Cindy Bramer, Ann Edwards, Margaret Fisher, Ellen Leader, Curtis Neureuter, Eric Winklhofer. Officers: President/Automatic ascension of President Elect to President, Joe Rivellino; President Elect, Sharon Ciminelli; Secretary/Treasurer, Bill Higgins and Larry Lentini and Vice President, Dawn Brown.
- c. PAG/Delayed Showings – a written report was emailed
- d. Grievance – a written report was emailed
- e. Housing Opportunities – Ann Aquilina reported that there will be a 3 Hr Continuing Education class on Affordable Grants at 9:00 am on November 19, 2014.
- f. Membership – Elaine McCune informed the Directors on the results of the BNAR Membership Survey. The survey results will also be added to the BNAR website and given to Committees and to the Board members.
- g. YPN – Shelia Ferrentino reminded the Directors that old cell phones are being collected for a contest among New York State regions, but the phones donated by us will go to Haven House. In addition the YPN has gained 25 members.
- h. RPAC – Larry Lentini reported that we are at 97% of goal but that does not include direct contributions. Contributions can still be made but anything after October 3 will be recorded for 2015.
- i. Special Events – Rebecca VanDorn reported on the successful golf and auction fundraising event for Mercy Flight West and Central. Ten thousand (\$10,000.00) dollars was collected with five thousand (\$5,000.00) dollars going to each.

X. Presidents Report – Limited Discussion

- a. BNAR President, Christie Rothschild, thanked everyone for their generous support of St. Lukes by donating backpacks and school supplies and announced that we will be doing a St. Lukes Adopt a Family campaign for the holidays.
- b. Christie Rothschild distributed extra copies of the August Home Issue of Buffalo Magazine to the Directors.
- c. President Rothschild reported that she was interviewed by two radio shows for NAR on housing and the medical campus.
- d. Christie announced that a meeting is being planned for October 27th with ECC and Trocaire.
- e. BNAR President, Christie Rothschild, announced that fundraising policies for RPAC to a “needs based” is being considered. This issue will be discussed at the upcoming NYSAR and NAR meetings.
- f. Christie reminded the Directors of the WCR fashion show fundraiser for WNY Heroes and that WCR will be asking military and veterans to be models.

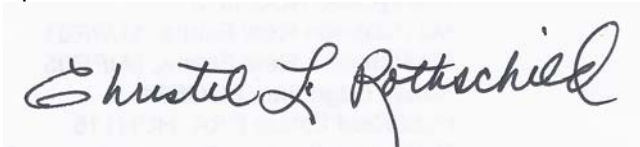
XII. Chief Executive Officers Report – Limited Discussion – John Leonardi

- a. John Leonardi reported that August new members were approved through email.
- b. Chief Executive Officer, John Leonardi, stated that an itinerary will be sent by email regarding the NYSAR meetings Turning Stone.
- c. Mr. Leonardi reminded the Directors on the upcoming Agents' Day and reminded them about not wearing company nametags since the leadership represents BNAR.
- d. Our Annual Meeting & Directors Election event is on October 15 from 5-7 pm at Salvatores Italian Gardens.
- e. Chief Executive Officer, John Leonardi, reported that we will be planning a renaming of the Orange Room as the Mary Ann Kustich room at a dedication on November 21, 2014.
- f. A meeting with the Officers is being planned sometime in October to discuss “Race for Relevance”.

- XIII. Other/New Business
 - a. Agency and the default in the contract was referred to the Forms & Contracts Committee.
 - b. Michael Johnson thanked the Directors for supporting him in his campaign for 2016 NYSAR Secretary Treasurer.

- XIV. Legal – Limited Discussion – Charlie Martorana
 - a. Legal Counsel, Charlie Martorana, reported and passed out information on the New York Brownfield Redevelopment Tax Credit

- X V. Adjournment - Meeting adjourned at 12:35 pm

A handwritten signature in black ink, reading "Christel L. Rothschild". The signature is written in a cursive style with a large initial "C".

Signature _____

Buffalo Niagara Association of REALTORS, Inc.

Board of Directors
Tuesday, October 28, 2014 – 4:30 pm – Russells, Transit Road

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary/Treasurer, Sharon Ciminelli; Vice President, Bill Higgins; Past President, Lou Vinci; Presidential Advisor, Margaret Hartman

Board of Directors: Dawn Brown, Dennis Dargavel, Shelia Ferrentino, Robert Ganey, Eric Hauser, Larry Lentini, Mary Lou Mattioli, Elaine McCune, Jim Roberts, Rebecca VanDorn, Ron Zaccagnino

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Marlene DeCarlo, Hugh Hartzberg, Mike Johnson, Bobbie Kagle, Gary Kenline, Jim Knight, Mike McDonough, Alice Miranda, Pete Peterson, John Riordan, Bob Winklhofer, Charlene Zoratti

Excused: Peter Hunt, Jim LoVallo, Amy Winklhofer

- 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 who are not with us.
- III. Anti-Trust, Confidentiality and Conflict of Interest Form was circulated and signed.
- IV. Special Guest: Chris Jacobs, Erie County Clerk, updated the Directors on his accomplishments while he has been in office and passed out his Final Report for those that wished to have a copy.,
- V. Agenda Approval – The agenda was approved as handed out
- VI. Minutes of the Previous Meeting - no changes were made to the minutes of the previous meeting.
- VII. Operation & Financial Report
 - a. The September P&L was received and filed. The BNAR financials are looking good.
- VIII. Action Items for Directors
 - a. BNAR Officer Elections
Appointment of Tellers – President Christie Rothschild appointed Bob Winklhofer, John Riordan and Charlie Martorana as tellers for this year Officers elections.
Election Guidelines – the Election Guidelines were included in the Directors packets that were e-mailed out.
Office of President 2015 – due to the automatic succession of President-Elect to President, one vote was cast by the Secretary/Treasurer and Joe Rivellino was elected as President.
Office of President Elect 2015 – Louis Vinci, Nominating Committee Chairperson, presented Sharon Ciminelli as the slate for President Elect. There were no nominations from the floor. There being no opposition Sharon Ciminelli was elected as President Elect.

Office of Secretary Treasurer 2015 – Louis Vinci, Nominating Committee Chairperson, presented Bill Higgins and Larry Lentini as the slate for Secretary Treasurer. There were no nominations from the floor. On the first ballot Larry Lentini was elected as Secretary Treasurer.

Office of Vice President 2015 – Louis Vinci, Nominating Committee Chairperson presented Dawn Brown as the slate for Vice President. There were no nominations from the floor. There being no opposition Dawn Brown was elected as Vice President.

- b. Staff Bonuses – A motion was made to approve staff bonuses as presented. Motion carried. Staff was asked to leave the room during this part of the discussion.

IX. Dates and Reports

- a. Next meeting date Wednesday, December 17 at 4:30 pm at the Country Club of Buffalo and October new applicants. There will not be a November meeting unless there is a need to meet.

X. Committee Reports

- a. Agents' Day – Bill Higgins reported that a survey has been sent to exhibitors and attendees and should have a detailed report next month.
- b. Annual Meeting – written report emailed
- c. Education Faculty – written report emailed
- d. Housing Opportunities – written report emailed
- e. Public Affairs – Alice Miranda reported that
- f. RPAC – Larry Lentini reported that BNAR exceeded its goals, financially and contributors, for RPAC. In addition, NYSAR also made goal.
- g. YPN – Shelia Ferrentino reported that the YPN has sixty one members.

XI. Presidents Report – Limited Discussion

- a. BNAR President, Christie Rothschild, reported on the highlights of the NYSAR meetings in Turning Stone.
- b. Realtor Safety – Christie Rothschild informed the Directors that Realtor safety is on the agenda at the upcoming NAR meetings. Safety resources have been added to the BNAR website.
- c. Education Foundation Scholarship - Christie reported that nine scholarships were awarded to BNAR members from the NYSAR Education Foundation. Congratulations went to Shelia Ferrentino, one of the recipients, who earned her GRI designation.
- d. Information was distributed to the Directors on the .realestate domain.
- e. President Rothschild reminded the Directors about the current radio campaign for St. Lukes and Buffalo Niagara Realtors and that we are currently running the “adopt a family or teen” for the holidays for St. Lukes Mission of Mercy.
- f. Christie was excited to announce that a meeting took place with representatives from Trocaire and they are excited to work with us on courses toward a real estate degree.
- g. President, Christie Rothschild, invited the Directors to the Mercy Flight check presentation on Wednesday, November 29 at 11:00 am in Batavia.
- h. Christie reported that the WCR Fashion show has only single tickets left and gave kudos to WCR and BNAR for the Multiple Offers Course held at the BNAR which was only \$25 and included lunch.
- i. BNAR President, Christie Rothschild, presented Rebecca VanDorn with a certificate and pin for being inducted into the REALTOR Honor Society.

- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi reminded the Directors that there will not be a November Board meeting and new applicants will be sent by email.
 - b. Dues billing has gone out by email and Patti Jo is busy posting payments.
 - c. Strategic Plan – Chief Executive Officer, John Leonardi, reported that he will be reaching out to Alice Martin, Senior Vice President for NAR, in reference to core standards and reaching out to consumers.
 - d. Mr. Leonardi announced that Patrick Reilly, NYSAR Vice President of Member and Board Services, has become a granddad should anyone wish to send congratulations to him.
 - e. John Leonardi reminded the Directors that the BNAR's orange conference room will be dedicated to Mary Ann Kustich. The dedication will take place on Friday, November 21, 2014 at BNAR from 2:00 pm – 4:00 pm.
- XIII. Other/New Business – none
- XIV. Legal – Limited Discussion – Charlie Martorana – no report
- X V. Adjournment - Meeting adjourned at 5:50 pm

A handwritten signature in black ink, reading "Christel L. Rothschiel". The signature is written in a cursive style and is positioned above a horizontal line.

Signature _____

Buffalo Niagara Association of REALTORS, Inc.

**Board of Directors
Wednesday, December 17 – 4:30 pm – Country Club of Buffalo**

Executive Committee: President, Christie Rothschild; President Elect, Joe Rivellino; Secretary/Treasurer, Sharon Ciminelli; Vice President, Bill Higgins; Past President, Lou Vinci; Presidential Advisor, Margaret Hartman

Board of Directors: Ann Aquilina, Dawn Brown, Eric Hauser, Shelia Ferrentino, Bob Ganey, Peter Hunt, Larry Lentini, Jim LoVallo, Mary Lou Mattioli, Elaine McCune, Peter Hunt, Jim Roberts, Amy Winklhofer, Ron Zaccagnino

Incoming Board of Directors: Annabelle Aquilina, Margaret Fisher, Curtis Neureuter, Eric Winklhofer

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Hugh Hartzberg, Mike Johnson, Gary Kenline, Mike McDonough, Alice Miranda, Pete Peterson, John Riordan, miriam treger, Robert Winklhofer

Excused: Dennis Dargavel, Rebecca VanDorn, Matt Whitehead

-
- I. The meeting was called to order at 4:55 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. The November P&L was received and filed. The BNAR financials are looking good.
 - VII. Action Items for Directors
 - a. 2015 Committee Leadership – A motion was made to approve the Chairs, Co-Chairs and Vice Chairs for 2015. Motion carried.
 - b. Review Criteria for REALTOR Membership – A motion was made to review the criteria for REALTOR membership to allow for automatic upgrades when a member obtains their Broker/Broker Associate license and to recommend that the dues be equalized for REALTORS and REALTOR-ASSOCIATES. No action was taken. The Board supported the recommendation to send to the Finance Committee for financial impact.
 - c. Professional Standards Case 9e-2014 – A motion was made to uphold the Professional Standards Hearing Panels decision, no disciplinary action for Case 9e-2014.
 - d. Professional Standards Case 10e-2014 – A motion was made to uphold the Professional Standards Hearing Panels decision, letter of warning, for Case 10e-2014. Motion carried.
 - e. Professional Standards Case 11e-2014 – A motion was made to uphold the Professional Standards Hearing Panels decision, a letter of reprimanded and a fine of \$1,000 to be paid within 30 days of the notice or membership will be suspended until fine has been paid, for Case 11e-2014. Motion carried.

VIII. Dates and Reports

- a. Next meeting date Thursday, January 22 at 12:30 pm at the BNAR and December new applicants.

IX. Committee Reports

- a. Agents' Day - Bill Higgins reported that Agents' Day received great reviews and that there may be a scheduling conflict for the 2015 Agents' Day date. Minutes were distributed by email.
- b. Housing Opportunities – Ann Aquilina reported that BNAR received a grant from NAR for \$2,500 and the money was used for our waterfront tour. Minutes were distributed by email.
- c. YPN – Shelia Ferrentino reported that the YPN facebook page is up and running. Minutes were distributed by email.
- d. Grievance – No report. Minutes were distributed by email.
- e. REALTOR Issues – Margaret Fisher reported that the committee has discussed safety and if there is any liability selling safety products. Recommendations were made for next years committee. Minutes were distributed by email.

X. Presidents Report – Limited Discussion

- a. BNAR President, Christie Rothschild, reported on some of the highlights of the NAR meetings in New Orleans which included a proposal that the Code of Ethics requirement be every two years and it would include Code of Excellence. RPAC will be changing to a calendar year.
- b. Kudos was given to Margaret Hartman who was appointed to the National Associations Professional Development committee and Michael Johnson who was appointed to the National Associations Commercial Committee.
- c. President Rothschild thanked everyone for their participation in St. Luke's Mission of Mercy. Three thousand dinners were packed for Thanksgiving Dinner, attending the breakfast with the students on December 4 and money raised for selling hearts and raffle tickets. In addition, the Entercom radio commercials continue to be heard.
- d. Christie Rothschild thanked the Officers, Directors, Committee Leaders and staff for a successful year and presented Certificates to the retiring Officers and Directors, which followed by the passing of the gavel.

XI. President 2015 Remarks – Limited Discussion

- a. Incoming President, Joseph Rivellino, announced that he is looking forward to 2015 and that his theme this year will be Assist and Unite which incorporates the BNAR's mission and vision statements. His charity for 2015 will be Mercy Flight as well as Meals on Wheels. Mr. Rivellino also announced that his Advisor will be Judy Winklhofer. In addition, he invited everyone to the Inaugural Event which will take place on Wednesday, January 14 from 11:30 am until 3:30 pm at Statler City.

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


- a. John Leonardi reported that the November applicants were approved by email since there was not a November meeting. .
- b. Chief Executive Officer, John Leonardi, announced upcoming dates for January. A copy of the January calendar was distributed to the Directors.
- c. Mr. Leonardi stated that he expects 100% participation in RPAC from the Board of Directors..

XIII. Other/New Business – none

XIV. Legal – Limited Discussion – Charlie Martorana

- a. Charlie Martorana called attention to a handout on the New York State law that was passed requiring landlords to include a disclosure in a rental lease about the sprinkler system status of an apartment.

XV. Adjournment - Meeting adjourned at 6:45 pm



Christie L. Rothschild