

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, February 21– 10:00 am - BNAR

Executive Committee: President Vienna Laurendi; Secretary/ Treasurer Lori Adams; Vice President Stephanie Fiorentino; Immediate Past President Rosalind Burgin; Presidents Advisor Carmen Laurendi

Board of Directors: Ann Aquilinia, Marcie Delgaty, Marcy Dexheimer Wangelin, John Gerace, J. Gerard Green, Joel HusVar, Judy Lee, Bret Llewellyn, David Van Schoonhoven, Matt Whitehead

Attorney: BNAR Attorney Charlie Martorana

Staff: John Leonardi, Debbie Norman, Chloe Cozzarin, Kathy Schmitz, Danielle Melchiorre, Brenda Alesii, Neils Wagner

Past Presidents: Dawn Brown, Mike Johnson, Jim Knight, Amber Wesser

Excused: President Elect Kelly Spurlock; Peter Hunt, Brian Miller, Tamika Murphy, Melvin Taylor Jr.

- I. The meeting was called to order at 10:08 am
- II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us, our first responders and military.
- III. Conflict of Interest, Confidentiality, and Anti-Trust form was being circulated to sign.
- IV. The agenda was approved with one addition: Professional Standards Case #082423e.
- V. No changes were made to the minutes of the previous meeting.
- VI. Operations & Financial Report
 - a. Michelle Sullivan from Freed Maxick presented the Year End financials. The report was received and filed. Mr. Leonardi stated that financials are available at the BNAR office for any member who wishes to see it.
- VII. Action Items
 - a. Strategic Plan – A motion was made to re-affirm the BNAR Strategic Plan. Motion carried.
 - b. Nominating Committee – A motion was made to approve the members of the 2024 Nominating Committee: Jim Knight, Donna Littlefield, Dawn Brown and Gerard Green. Alternates are Lori Adams and Judy Lee. Motion carried. Rosalind Burgin is Chair of the committee.
 - c. Professional Standards – A motion was made to re-affirm the Professional Standards Hearing Panels decision in the case of Caruso vs. Scott/Powerhouse RE. Motion carried.
- VIII. Dates and Reports (approve the following without discussion – no vote required)
 - a. Next meeting date is Thursday, March 28 at 10:00 am at the BNAR and approval of the February new members.
 - b. January new members were approved by email.
 - c. A packet with upcoming events and flyers were distributed to the Directors.

- IX. Committee/Task Force Reports – (please contact Chairperson with any questions)
- a. Agents Day – No report at this time.
 - b. Best Practices – Stephanie Fiorentino reported that the committee will be meeting March 6.
 - c. DEI – written report was emailed out.
 - d. Education – Jim Knight reported that over 6000 students came to the BNAR for their education in 2023.
 - e. Forms & Contracts – No report at this time.
 - f. Government Affairs – Rosalind Burgin reported that Lobby Day is March 27 and the cost is \$100 with only a few seats left. Sean Ryan will be guest speaker at our February 29th meeting, and hot off the press is State Senator Tim Kennedy running for the seat vacated by Brian Higgins.
 - g. RPAC – John Gerace reported that the RPAC committee is planning a few fundraising events, the first one on March 13 from 5-7pm at the Transit Lanes Entertainment Center. Our RPAC goal this year is \$74,110, unchanged from last year, with \$29,000 collected to date. Good Cause Eviction is still on the table. NYSAR raised \$50,000 through their RPAC lounge at their meetings in Albany
 - h. Technology – Judy Lee reported there is no meeting scheduled since there is no software to review at this time.
- X. Presidents Report – Limited Discussion –Vienna Laurendi
- a. Inaugural Report – President Vienna Laurendi reported that 250 plus safely attended her Inaugural, which at one point, may have been cancelled due to weather and thanked everyone for attending. It was awesome!
 - b. Ms. Laurendi encouraged everyone to attend the NYSAR meetings. They are very informative and her favorite being Anthony Gatto’s session. Currently NYSAR needs plaintiffs to report on how the Cold Calling Restrictions negatively impacted their business. Mike Johnson added that most of the sessions were recorded and are on the NYSAR website.
 - c. President Laurendi reported that there were a little over 200 that attended the BNAR town hall meeting and it went very well. Our next one will be in June.
 - d. Ms. Laurendi expressed the importance of the Key Committee/Office Manager Kick Off. A lot of information was exchanged and how important their role is.
 - e. Lobby Day is May 27 and let Brenda know if you would like to attend. Additionally, you need to sign up for Lobby Day through the NYSAR website.
 - f. President Vienna Laurendi read protocols for Board of Directors meetings and discussion also took place on protocols for social media. All were reminded that postings on social media and text, never disappears.
 - g. Ms. Laurendi stated that her charity is Cradle Beach whose mission is to reunite individuals and families, with a focus on empowering children with special needs and the underserved to become their best selves and creates opportunities for life-changing experiences in a safe and inclusive environment. There will be a meat raffle at Cradle Beach on April 12; a golf outing at Fox Valley on July 15 and a Gala in October – place and date to be determined.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, stated that he is the NYSAR Association Executive Committee Chairman and recommended for NYSAR to hold Professional Standards Training in person like they have in the past. That was passed. In addition, he reported that many states have a buyer’s representative agreement with many brokers and buyers in favor of it. Mr. Leonardi warned us that the DOJ is coming after our industry.

- b. John Leonardi stated that 6 free tickets to the Buffalo Home Show are available to each member and are can be picked up at the BNAR.
- c. Mr. Leonardi reminded the directors of the upcoming Supporters Appreciation event on March 20th from 5-7 pm at Giancarlos to thank all those that sponsor our events and support the BNAR.
- d. Chief Executive Officer, John Leonardi, recommended that Directors subscribe to NAR's Hub. The Hub posts pertinent information to the association or industry business. Directions to subscribe to the HUB were included on the agenda.

XIII. Legal Update

- a. Charlie Martorana highlighted a housing discrimination case, Clifton Park Apartments vs. NY State Division of Human Right, and what you say can be held against you.

Filing a complaint to the Division of Human Rights has been extended to 3 years.

- b. NYSAR is currently working on a buyer's agents and buyer representative agreement.
- c. Vienna Laurendi called attention to the NYSAR REALTOR Magazine where it states that a team is nothing more than a name representing one or more licensees who choose to work together and may not perform any licensed activities. The individual licensees may perform licensed activities, which are being performed on behalf of the brokerage, not the team and encouraged everyone to read the article.

XIV. New Business/Hot Topic

- a. None

XV. Adjournment

- a. Meeting adjourned at 11:40 am

Vienna Laurendi

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, March 28 - 10:00 am - BNAR

Executive Committee: President Vienna Laurendi; President Elect Kelly Spurlock; Secretary/ Treasurer Lori Adams; Vice President Stephanie Fiorentino; Immediate Past President Rosalind Burgin; Presidents Advisor Carmen Laurendi

Board of Directors: Ann Aquilina, Marcie Delgaty, Marcy Dexheimer Wangelin, John Gerace, J. Gerard Green, Joel HusVar, Judy Lee, Bret Llewellyn, Brian Miller, Tamika Murphy, David Van Schoonhoven,

Attorney: BNAR Attorney Charlie Martorana

Staff: John Leonardi, Debbie Norman, Chloe Cozzarin, Kathy Schmitz, Danielle Melchiorre, Brenda Alesii, Neils Wagner

Past Presidents: Dawn Brown, Mike Johnson, Jim Knight, miriam treger, Amber Wesser, Eric Winklofer

Excused: Peter Hunt, Joel HusVar, Melvin Taylor Jr., Matthew Whitehead

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- I. The meeting was called to order at 10:03 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us, our first responders and military.
 - III. Conflict of Interest, Confidentiality, and Anti-Trust form was being circulated to sign.
 - IV. The agenda was approved as handed out.
 - V. No changes were made to the minutes of the previous meeting.
 - VI. Operations & Financial Report
 - a. Lori Adams reported on the February P&L. The P&L was received and filed.
 - VII. Action Items - None
 - VIII. Dates and Reports (approve the following without discussion – no vote required)
 - a. Next meeting date is May 1 at 4:30 pm (4:00 cocktails and hors d'oeuvres at AcQua and approval of the March new members.
 - IX. Committee/Task Force Reports – (please contact Chairperson with any questions)
 - a. Agents Day – John Leonardi reported that Agent's Day is October 23 at the M Hotel and the theme will be Let's Go Buffalo.
 - b. Best Practices – Stephanie Fiorentino reported that the committee will be meeting in May. No issues have come up
 - c. DEI – Tamika reported that the committee is currently working on sponsorships for the event. Their next meeting is at Journeys End on April 24th and the Directors were invited to attend and tour their facilities.

- d. Education – Jim Knight reported that they continue to investigate new courses and thanked Vienna for continuing with free education in 2024.
 - e. Forms & Contracts – Brian Miller reported that their first meeting was held on March 4th and looking into a commercial contract.
 - f. Government Affairs – Rosalind Burgin reported that Senator Sean Ryan spoke at the last meeting and informed us of his proposal for affordable housing, weatherization and grants available. Ms. Burgin highlighted the agenda items from Lobby Day. Next meeting our guest speaker will be Tonawanda Mayor Emminger.
 - g. RPAC – John Gerace reported that the fundraiser raised five thousand five hundred (\$5,500) dollars and we are currently at \$39,000. Accolades to John Gerace who will be at the \$50,000 level of RPAC.
 - h. Technology – Judy Lee reported that Mike Connors from Core Logic gave a presentation to the committee on the next updates.
 - i. Community Engagement Committee– Melvin Taylor was not present to give his presentation to add a new committee to show REALTORS working and being part of our communities.
 - j. International Committee – Judy Lee - postponed to next meeting
- X. Presidents Report – Limited Discussion –Vienna Laurendi
- a. President Vienna Laurendi reported that she, her father, John, Doreen and Debbie had the pleasure of visiting Cradle Beach, meeting with their staff and toured some of the facility. She thanked everyone in advance for supporting her charity and called attention to the Cradle Beach Meat Raffle on April 12 and the Golf Event on July 15. There will also be a gala on October 19.
 - b. Ms. Laurendi reminded the Directors that April is Fair Housing Month and challenged the Directors to visit Fairhaven, a fair housing simulation and view the Implicit Bias Video, even if they have done it already. The links were provided.
 - c. President Laurendi urged everyone to attend the Fair Housing Event on April 11 at the M Hotel on Walden Avenue. The event will be a panel discussion on how you can understand and use fair housing practices to help your business.
 - d. A brief discussion took place on testers and the Directors were reminded that Housing Opportunities Made Equal does test consistently.
- XII. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. Chief Executive Officer, John Leonardi, reminded the Directors and staff that the Executive Committee will be meeting at 10:00 am at Frankie Primos – North Tonawanda location, followed by the Board of Directors creeds.
 - b. Mr. Leonardi reported that BNAR Supporters Appreciation event was held and those that did attend were very appreciative, but he hoped for a better turn out.
 - b. John Leonardi called attention to the Economic Forecast featuring Jessica Lautz on April 3 at the M Hotel, Walden Avenue and expected everyone to attend.
 - d. Mr. Leonardi also called attention to the two day ABR course on April 25 & 26 with 15 hours of continuing education.

XIII. Legal Update

- a. Charlie Martorana updated the Directors on the lawsuits.
- b. Charlie Martorana reviewed the Agent's Duty to provide the updated PCDS to the buyer. Two important changes were made: the removal of the seller's ability to opt-out of providing the PCDS by giving a \$500 credit. The second change provides for the inclusion of questions relating to flooding and flood. related events. A copy of the of New York Real Property Law 463 and 466 was distributed to the Directors. Danielle stated that the new PCDS has been added to the BNAR website under REALTOR Resources.

XIV. New Business/Hot Topic

- a. Hot off the Press – Brenda just received a note, that because of Lobby Day, New York State Senator Patrick Galvin has co-sponsored establishing a NYS 1st time homebuyers savings account.

XV. Adjournment

- a. Meeting adjourned at 11:40 am

Vienna Laurendi

Board of Directors
05/01/2024

Buffalo Niagara Association of REALTORS, Inc

Board of Directors

Date: May 1st, 2024

2192 Niagara Street (AcQua)

Mission: "To assist members to become successful, inclusive, and profitable and to promote professionalism, cooperation, fair housing, and real property rights."

Vision: "The BNAR will support and maintain an orderly marketplace for the effective exchange of real estate while promoting uncompromising ethical principles among its members."

Executive Committee: President Vienna Laurendi, President Elect Kelly Spurlock, Secretary/Treasurer Lori Adams, Vice President Stephanie Fiorentino; Immediate Past President Rosalind Burgin, Presidents Advisor Carmen Laurendi

Board of Directors: Annabelle Aquilina, Marcie Delgaty, Marcy Dexheimer-Wangelin, John Gerace, J. Gerard Green, Joel HusVar, Judy Lee, Bret Llewellyn, Brian Miller, Tamika Murphy, David VanSchoonhoven

Attorney: Charlie Martorana

Staff: Debbie Norman, Chloe Cozzarin, Danielle Melchiorre, Brenda Alesii

Past Presidents: Michael McDonough, Michael Johnson, Louis Vinci, Donna Littlefield, Sharon Ciminelli, Dawn Brown, miriam treger, Eric Winklhofer, James Knight, Amber Wesser

Excused: Matthew Whitehead, Peter Hunt, Kathy Schmitz

- I. The meeting was called to order at 4:35
- II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us, our first responders, and military.
- III. Conflict of Interest, Confidentiality, and Anti-Trust was being circulated to sign.
- IV. The agenda was approved as handed out. President Laurendi reminded all of meeting protocols.
- V. No changes were made to the previous meeting
- VI. Operations and Financial Report
 - a. Lori Adams reported on the March P&L. There was a question on accounting that was addressed by CEO John Leonardi. The P&L was received and filed.
- VII. Action Items: Professional Standards - A motion was made to uphold the Professional Standards Hearing Panels Decision in Case #110123e, Kawelerski-Henris vs. Measer. No disciplinary action. Motion carried.
- VIII. Dates and Reports (approve the following without discussion-no vote required)
 - a. Next meeting date is June 12th, 11:30 at the BNAR and approval of April new members.

- IX. Committee/Task Force Reports- Please contact the chairperson with any questions.
- a. Agents Day – Melvin Taylor Jr reported that the committee met on April 24th at The M Hotel to see the space and layout. The timing of the event is still to be determined, and John Leonardi reported that the committee is looking to have the event free flowing and throughout the day. Questions were brought up about cost and vendors. Melvin reported the next meeting is May 8th at 1:00 pm.
 - b. Best Practices – Stephanie Fiorentino reported they are discussing the NAR Lawsuits. Next meeting is to be determined.
 - c. CEO Review- Rosalind Burgin reported that the meeting for CEO Review is May 2nd and will report back at the next meeting.
 - d. DEI – Tamika Murphy reported that the committee visited Journey’s End Refugee Services at the Tri Main building on April 24th. Harold Caldwell visited the meeting as well. Tamika mentioned the Unity in the Community event at AcQua on June 6th from 5:30-8:00.
 - e. Education – Melvin Taylor Jr reported that the committee is planning to meet in June, and the book of the month is “Think Faster Talk Smarter” by Matt Abrams, and committee members are suggesting an in-person book club.
 - f. Forms and Contracts – Brian Miller reported the committee met on 4/10 to discuss the Exclusive Right to Sell Contract. Amber Wesser was named the chairperson of that task force. Next meeting is to be determined.
 - g. Government Affairs – Rosalind Burgin reported that their last meeting was cancelled, however discussed the recent election and that Tim Kennedy won. Sean Ryan is implementing an affordable housing plan as well as
 - h. RPAC – John Gerace reported that they are getting closer to their goal. He also reported that 68% of the membership is contributing to RPAC. Lastly, the Grand Lady Cruise is scheduled for July 23rd to benefit RPAC.
 - i. Technology – Judy Lee reported that the committee is looking for products to demonstrate for future use. The next meeting is to be determined.
 - j. Community Engagement Committee – Melvin Taylor Jr discussed a new committee and its objectives. Next meeting is to be determined.
 - k. International Committee – Judy Lee reported that she is interested in an International Committee. John Leonardi and Vienna Laurendi will be meeting with a NAR staff member to discuss the committee in more detail. Next meeting is to be determined.
- X. Presidents Report- Limited Discussion
- a. Vienna Laurendi asked who participated in Fair Housing month. She discussed what she took away from the classes and encouraged everyone to treat each month as Fair Housing month.
 - b. Vienna discussed the upcoming events are the Regional Meetings. She encouraged attendance and participation at either or both meetings.
 - c. Vienna reported that the next Town Hall will be held on June 12th at 10:00 and is hybrid. She encouraged attendance and participation.
- XI. Chief Executive Officer Report – Limited Discussion – John Leonardi

Board of Directors

05/01/2024

- a. John Leonardi reported that the Fair Housing event was poorly attended and wants the Directors help with member engagement.
 - b. Mr. Leonardi discussed that the NAR Lawsuit taskforce had their first meeting on May 2nd and their purpose is to examine the settlement and identify action items.
 - c. Broker-manager zoom meeting is set for June 18th with Adorna Carroll to discuss lawsuits as well as broker responsibilities.
 - d. Mr. Leonardi called attention to the Goodwill Donation Unit program that was distributed to the Directors.
- XII. Legal Update
- a. Charlie Martorana reported that a buyer agent agreement is being drafted per the NAR settlement.
 - b. Charlie discussed recent fraud with deeds and mortgages in the Western New York area.
- XIII. New Business
- a. No new business to report.
- XIV. Hot Topic/Open Discussion
- a. President Laurendi reported that the Cradle Beach meat raffle was a success and BNAR donated two dessert rounds to the meat raffle. President Laurendi also reminded everyone of the Golf Outing happening on July 15th at Fox Valley Country Club to benefit Cradle Beach, as well as the Gala in October.
- XV. Adjournment
- a. Meeting ended at 6:00

Vienna Laurendi

Buffalo Niagara Association of REALTORS, Inc

Board of Directors

Date: June 12th, 2024 – 11:30 am

BNAR

Mission: “To assist members to become successful, inclusive, and profitable and to promote professionalism, cooperation, fair housing, and real property rights.”

Vision: “The BNAR will support and maintain an orderly marketplace for the effective exchange of real estate while promoting uncompromising ethical principles among its members.”

Executive Committee: President Vienna Laurendi, President Elect Kelly Spurlock, Secretary/Treasurer Lori Adams, Vice President Stephanie Fiorentino; Immediate Past President Rosalind Burgin, Presidents Advisor Carmen Laurendi

Board of Directors: Annabelle Aquilina, Marcie Delgaty, Marcy Dexheimer-Wangelin, John Gerace, J. Gerard Green, Joel HusVar, Judy Lee, Bret Llewellyn, Brian Miller, Tamika Murphy, Melvin Taylor, David VanSchoonhoven

Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Chloe Cozzarin, Danielle Melchiorre, Brenda Alesii, Kathy Schmitz, Sue Miller, Neils Wagener

Past Presidents: Sharon Ciminelli, Miriam Treger

Excused: Matthew Whitehead, Peter Hunt

- I. The meeting was called to order at 11:35
- II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us, our first responders, and military.
- III. Conflict of Interest, Confidentiality, and Anti-Trust was being circulated to sign.
- IV. The agenda was approved as handed out. President Laurendi reminded all of meeting protocols.
- V. No changes were made to the previous meeting
- VI. Operations and Financial Report
 - a. Lori Adams reported on the April P&L. The P&L was received and filed.
- VII. Action Items: NAR Settlement Resolution. President Laurendi made a motion to approve the Settlement Resolution and the Board approved the motion.
- VIII. Dates and Reports (approve the following without discussion-no vote required)
 - a. Next meeting date is July 24th at the Grand Lady Cruise
 - b. June new members were approved. May new members were approved by email.
- IX. Committee/Task Force Reports- Please contact the chairperson with any questions.
 - a. Agents Day – Melvin Taylor Jr reported that Agents Day is being held on October 23rd at the M Hotel. The theme is Let’s Go Buffalo and the event runs from 11-5:30 with registration beginning at 11:00. The committee had their meeting on June 12th at 12:00 pm.

- b. Best Practices – Stephanie Fiorentino reported the committee discussed the 179 ways a REALTOR can help you and would like to put it out to the public to educate consumers and fellow agents. Stephanie reported that the committee will be working on a skit for Agents Day.
- c. CEO Review- Rosalind Burgin reported that Mr. Leonardi's review was held in the beginning of May and 44 surveys were sent out and 19 responded but had a lot of valuable feedback. The committee renewed his contract for another three years and staff recognized him for his twentieth year at the Association.
- d. DEI – Tamika Murphy reported that the Unity in the Community of REALTORS event was a success. Eighty REALTORS registered but over 100 attended. Tamika gave thanks to Brenda Alesii and Brenda noted the importance of REALTORS becoming united. The next meeting is to be determined.
- e. Education – Melvin Taylor Jr reported that as of January the BNAR held 80 classes and had a total of 3097 members participate. Melvin reported that the upcoming SRS Class was rescheduled until September due to lack of registration. There were six Residential Specialist Designation classes held in May and six members were awarded the designation, raising the total number of designees to 89. Melvin also reported on the Book Club in May had four people in attendance and four people attended. The next meeting for the Book Club is June 21st.
- f. Forms and Contracts – Brian Miller reported their next meeting is next week. Charlie is working on a buyer form for the committee to review. Amber Wesser has been named the chair of the subcommittee to review
- g. Government Affairs – Rosalind Burgin reported that New York completed their budget. Brenda Alesii reported that many bills were defeated, and that their next meeting will be on June 20th at 1:00 pm with Mike Kelly's staff member Jared Burns and Deputy Mayor Rashid McDuffy.
- h. RPAC – John Gerace reported the committee met on May 16th via zoom. The Grand Lady cruise to benefit RPAC is coming up on July 23rd. John reported that they are about halfway towards their goal of \$78,410, as they have currently raised \$41,296. A future fundraising effort John discussed is the meatball challenge on October 29th. Next meeting is to be determined.
- i. Technology – No report
- j. Community Engagement Committee – Melvin Taylor Jr reported that the committee had their first meeting on 5/17 and planned volunteer opportunities. The committee volunteered at The Salvation Army of Buffalo from 10-1 on June 7th. The committee cleaned toys, organized the food pantry, and more. The committee will be attending the Groundbreaking of their Hope on Main Project on June 26th at 1:00 pm. The next volunteer effort will be June 14th at Cradle Beach to prepare for their summer camp. The committee will be meeting on June 28th.
- k. International Committee – Judy Lee reported that the committee is in the very beginning stages of forming, and the target date at launching the committee is next year.

Board of Directors
0612/2024

- l. Nominating Committee- Rosalind Burgin reported that the deadline for Director nominations is approaching and the committee is encouraging eligible candidates to apply.
- X. Presidents Report- Limited Discussion
 - a. President Vienna Laurendi recognized the work that went into the Unity in the Community of REALTORS and the success of the event.
 - b. President Vienna Laurendi reported that both regional meetings were well attended and the members were engaged.
 - c. President Vienna Laurendi reported that the Realtor Volunteer Day is this Friday the 14th at Cradle Beach. She encouraged the Directors to attend.
 - d. President Vienna Laurendi reported that the Cradle Beach Golf Outing is on July 15th and encouraged Directors to get involved or attend the dinner.
 - e. President Vienna Laurendi reported that the Sellers Representative Specialist (SRS) class was postponed until September.
 - f. President Vienna Laurendi reported that she will be inviting Past Presidents of Boards we have acquired to Board of Director meetings, and she is hopeful that this will increase engagement and participation in the Association.
- XI. Chief Executive Officer Report – Limited Discussion – John Leonardi
 - a. Mr. Leonardi reported that the NAR Legislative meetings were mostly regarding the NAR settlement.
 - b. The NAR Settlement Solutions Task Force is working with the Plaintiff Attorney in the NAR settlement.
 - c. Mr. Leonardi reported that the Realtor Honor Society form was included in the agenda today, and that it is \$10 to sign up and receive a pin.
 - d. Mr. Leonardi reported that the NYSAR Community Service Award is looking for nominations.
 - e. Mr. Leonardi reported that the leadership creed will be postponed to a later date. He thanked the directors and staff for their recognition, and thanked staff for their hard work.
- XII. Legal Update
 - a. Charlie Martorana encouraged Directors to refer to NAR’s FAQ section on their website, particularly the section on working with a buyer.
 - b. Charlie Martorana reported on commissions getting paid by an invoice.
 - c. Charlie Martorana reported that Property Condition Disclosures are now mandatory and to document if a client refuses.
- XIII. New Business
 - a. No new business to report.
- XIV. Hot Topic/Open Discussion
- XV. Adjournment
 - a. Meeting ended at 1:14

Vienna Laurendi

Board of Directors
07/24/2024

Buffalo Niagara Association of REALTORS, Inc

Board of Directors

Date: July 24, 2024

Grand Lady Cruises

Mission: "To assist members to become successful, inclusive, and profitable and to promote professionalism, cooperation, fair housing, and real property rights."

Vision: "The BNAR will support and maintain an orderly marketplace for the effective exchange of real estate while promoting uncompromising ethical principles among its members."

Executive Committee: President Vienna Laurendi, President Elect Kelly Spurlock, Secretary/Treasurer Lori Adams; Immediate Past President Rosalind Burgin, Presidents Advisor Carmen Laurendi

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Attorney: Charlie Martorana

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

Past Presidents: Louis Vinci, Donna Littlefield, Sharon Ciminelli, Eric Winklhofer, James Knight, Amber Wesser

Excused: Stephanie Fiorentino, Brian Miller, Matthew Whitehead

- I. The meeting was called to order at 10:11
- II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us, our first responders, and military.
- III. Conflict of Interest, Confidentiality, and Anti-Trust was being circulated to sign.
- IV. The agenda was approved as handed out. President Laurendi reminded all of meeting protocols.
- V. No changes were made to the previous meeting
- VI. Operations and Financial Report
 - a. Lori Adams reported on the June P&L. There was a question that was addressed by CFO Kathy Schmitz. The P&L was received and filed.
 - b. Kevin Roche from Key Bank reported on the BNAR investment account. There were no questions.
- VII. Action Items:
 - a. President Vienna Laurendi appointed Donna Littlefield, James Knight, and Charlie Martorana as tellers for the NYSAR Director Elections.

- b. Immediate Past President Rosalind Burgin asked Directors if there were any nominations from the floor thrice. There were none, and the tellers tallied the votes. Rosalind announced J. Gerard Green and Louis Vinci as the winners of the NYSAR Director Election.
- VIII. Dates and Reports (approve the following without discussion-no vote required)
- a. Next meeting date is Wednesday, September 25th 4:30 pm at Russell's for the Budget Meeting and Officer Elections.
 - b. July new members were approved.
- IX. Committee/Task Force Reports- Please contact the chairperson with any questions.
- a. Agents Day – Melvin Taylor Jr reported that Agents Day will take place on October 23 from 11:00-6:30 at The M Hotel. The Keynote speaker will be President and CEO of the Buffalo Niagara Partnership, Dottie Gallagher.
 - b. Best Practices – Danielle Melchiorre reported that the committee discussed the Buyer's Agreement. Danielle also reported that the "What Agents Do for You" campaign is featured on News and Alerts on the member portal.
 - c. DEI –Tamika reported the success of Unity in the Community event at AcQua on June 6th from 5:30-8:00, and thanked everyone for their support and attendance, and encouraged more attendees for next year's event.
 - d. Education – For the month of July we offered 13 classes and had 390 registrations. The ABR class was scheduled in 4 half days, the instructor was Randy Templeman and we had 22 attendees. The MLS Rules and Regulations presentation was offered with 47 attendees. The New...Exclusive Right to Represent Buyer Agency and Compensation Agreement Open Forum/Discussion will be July 30, 10:00 am - 12:00 pm with Attorney, Charlie Martorana. He will be walking the membership through the key elements of the agreement and will be explaining how the new agreement will meet the requirements of the NAR Settlement. As of July 22, we have 100 members registered.
 - e. Forms and Contracts – Danielle Melchiorre reported that the committee discussed the Buyer's Agreement with Charlie Martorana in attendance. The committee will be meeting next week to discuss the changes.
 - f. RPAC – John Gerace reported that the RPAC Fundraiser on the Grand Lady on July 23 was successful, and the committee is 63% of the way toward the goal of \$78,410. The next event will be on October 29 at the Amherst Culinary Loft for the Meat-Brawl challenge.
 - g. Community Engagement Committee – Melvin Taylor reported that the committee and staff advisors attended the Salvation Army Hope on Main Groundbreaking. The committee also toured Feed More as well as met with Habitat for Humanity.
 - h. International Committee – Judy Lee reported that the committee is now called the Global committee. Met with Chloe, the Staff Advisor assigned for the Global Committee to discuss a vision for this committee. The steering committee has been formed. The steering committee members are Judy Lee, Gursharan Singh, Andy Kachaylo, Miriam Treger, and the BNAR staff member, Chloe Cozzarin. A tagline and Mission statement has been created. Discussed scholarship information for CIPS (Certified International Property Specialist) designation. Logos/Flyers are in the

works and to be discussed amongst the steering committee. We received a survey from NAR, modified and updated it to be sent out to membership in mid-September for feedback from members. Steering committee will be meeting July 25th at 11:00 am.

- i. Nominating Committee – Rosalind reported that as of July 24 there were four applications for Director and four open positions. The deadline was extended by one week to receive more applications.
- X. Presidents Report- Limited Discussion
- a. President Vienna Laurendi reported that the Cradle Beach Golf Tournament was a success despite the weather. She thanked all for their participation and support.
 - b. President Laurendi reported that the Cruising with RPAC event held on July 23rd aboard the Grand Lady was a success, and that there were 80 attendees.
 - c. President Laurendi reported that the NYSAR Business Meetings will be September 29 to October 2 and encouraged all Directors to watch their emails for registration and encouraged all to attend.
 - d. President Laurendi reported that the REALTOR Value Ads from NYSAR will be distributed in local newspapers.
- XI. Chief Executive Officer Report – Limited Discussion – John Leonardi
- a. John Leonardi reported that changes will be coming after August 17th regarding the NAR Settlement.
 - b. Mr. Leonardi reported that the Buyers Agreement Class with Attorney Charlie Martorana will be hybrid on July 30 from 10-12 pm, and August 1 from 2-4 pm.
 - c. Mr. Leonardi reported that the Annual Meeting and Director Election Event is on September 18th at 5:00 pm at Salvatores.
 - d. Mr. Leonardi reported that the NYSAR committee deadline is on July 31, and encouraged all Directors to get involved in a committee.
 - e. Mr. Leonardi reported that the Mayor of Buffalo is proposing a project called “Queen City Hub Revisited: 2024 Downtown Action Plan” and reported that the BNAR will host a meeting to discuss how to revitalize the city and invite Directors and members from NYSCAR to attend.
- XII. Legal Update
- a. Charlie Martorana reported on the NAR Legal Update.
 - b. Mr. Martorana reported that the Exclusive Right to Represent Buyer’s Agreement class will be held on July 30 from 10-12 and August 1 from 2-4pm, and is open to feedback and suggestions regarding the document.
- XIII. New Business
- a. No new business to report.
- XIV. Hot Topic/Open Discussion
- a. No hot topic to report
- XV. Adjournment
- a. Meeting ended at 11:40

BUFFALO NIAGARA ASSOCIATION OF REALTORS® INC.

Mission: *"To assist member to become successful, inclusive and profitable and to promote professionalism, cooperation, fair housing and real property rights."*

Vision: *"The BNAR will support and maintain an orderly marketplace for the effective exchange of real estate while promoting uncompromising ethical principles among its members"*

BNAR Board of Directors

Wednesday, September 25—4:30 pm – Russells – Transit Road, 6675 Transit Rd

Executive Committee: President Vienna Laurendi, Kelly Spurlock, Lori Adams, Stephanie Fiorentino, Rosalind Burgin, Carmen Laurendi

Board of Directors: Annabelle Aquilina, Marcie Delgaty, Marcy Dexheimer-Wangelin, John Gerace, J. Gerard Green, Peter Hunt, Joel HusVar, Judy Lee, Bret Llewellyn, Tamika Murphy, David VanSchoonhoven

Attorney: Charlie Martorana

Staff: John Leonardi, Kathy Schmitz, Niels Wagener, Debbie Norman, Chloe Cozzarin, Brenda Alesii, Danielle Melchiorre

Past Presidents: Donna Littlefield, Margaret Hartman, Mike Johnson, Eric Winklhofer, James Knight, Dawn Brown, Amber Wesser

Special Guests: Theresa Costanzo, Mike Hooper, Dave Stefik, Joe Rivellino

Excused: Matthew Whitehead

- I. The meeting was called to order at 4:45 followed by the Pledge of Allegiance and a moment of silence.
- II. Confidentiality, Conflict of Interest & Anti-Trust was distributed and signed and President Laurendi reminded all of meeting protocol.
- III. President Vienna Laurendi introduced former Presidents of the Niagara Falls Board of REALTORS- Theresa Costanzo, Mike Hooper, Dave Stefik, and NYSAR President Joe Rivellino.
- IV. The agenda was approved as handed out.
- V. No changes were made to the previous meeting minutes
- VI. **Operations & Financial Report**
 - A. Lori Adams reported on the August P&L. The P&L was received and filed.
 - B. Kelly Spurlock reported on the 2025 Budget. A motion was made to approve the 2025 Budget as presented. Motion carried.
- VII. **Action Items for Directors**
 - A. Appointed as tellers for the officer's election was Charlie Martorana, Donna Littlefield, and Eric Winklhofer. Rosalind Burgin, Nominating Committee Chairperson will conduct the elections.
 - B. Election of Officers – Rosalind Burgin
Office of President – due to the automatic ascension of President Elect to President, one unanimous vote was cast by the Secretary/Treasurer and Kelly Spurlock was elected as 2025 President.
 - C. Office of President Elect – the slate for the Office of President Elect was Lori Adams and Melvin Taylor Jr. Ballots were passed out and Lori Adams was elected as President Elect.

- D. Office of Secretary/Treasurer- the slate for the Office of Secretary/Treasurer was Tamika Murphy and Brian Miller. Bret Llewellyn ran off the floor. On the first ballot was Tamika Murphy, Brian Miller, and Bret Llewellyn. On the second ballot was Tamika Murphy, Brian Miller, and Bret Llewellyn. Brian Miller was eliminated as per Officer Elections in the Bylaws. On the third ballot was Tamika Murphy and Bret Llewellyn. **Bret Llewellyn was elected as Secretary/Treasurer.**
- E. Office of Vice President- the slate for the Office of Vice President was J. Gerard Green and Marcy Dexheimer Wangelin. Nominated from the floor was Melvin Taylor. On the first ballot was Marcy Dexheimer Wangelin, J. Gerard Green, and Melvin Taylor. J. Gerard Green was eliminated as per Officer Elections in the Bylaws. On the second ballot was Marcy Dexheimer Wangelin and Melvin Taylor. There was no majority so there was a third ballot. On the third ballot, **Melvin Taylor was elected as Vice President.**

VIII. **Dates and Reports (approve the following without discussion – no vote required)**

- A. Next Meeting date Wednesday, December 11 – 4:30 pm and approval of September Applicants.

IX. **Committee /Task Force Reports (contact Chairperson with any questions)**

- A. Agents Day – Melvin Taylor Jr. reported that Agents Day is October 23 at The M Hotel. Registration begins at 11 AM. Thirty-eight exhibitors are confirmed so far, with one keynote speaker. Registration through your member portal is required, and Melvin reminded those in attendance not to wear company name tags or attire.
- B. Best Practices – Stephanie Fiorentino reported that the committee will be performing a skit at the upcoming Agents Day event on October 23.
- C. DEI – Tamika Murphy reported that their most recent meeting was last week. The committee discussed the Unity in the Community event and how to improve. The committee discussed Agents with Disabilities and would like to have a speaker regarding that at their next meeting.
- D. Education – Melvin Taylor Jr reported that there is an ABR class on October 3rd and 4th from 9:00 am-5:00 pm on each day via zoom only. The class is free with instructor Randy Templeman.
- E. Forms & Contracts – Brian Miller reported that they have not met yet to give members time to get acclimated to the new forms. Their next meeting is in October.
- F. Government Affairs – Rosalind Burgin reported that Monica Wallace was in attendance for the most recent Government Affairs meeting, who recently wrote a bill making home inspections mandatory. Councilwoman Wallace left the bill with the committee and is accepting feedback from the committee
- G. RPAC – John Gerace reported that the next event is the Meat-Brawl Challenge on October 29th. Cost of attendance is \$75.00, and five members will be chefs and there will be three celebrity judges. John Gerace encouraged all to attend the NYSAR Fall Business Meetings from September 29- October 2. The deadline for RPAC’s goal is on November 29th.
- H. Community Engagement Committee – Melvin Taylor Jr reported that the committee volunteered at the Salvation Army on August 30th. More outreach is scheduled for a later date and time.
- I. Global Committee – Judy Lee reported that the steering committee is formed, and the Buffalo Niagara Partnership is willing to help with the committee’s goals. A video was made and distributed to membership along with a survey to gauge interest in the committee. The next meeting is on October 3.

- X. Presidents Report – Limited Discussion - Vienna Laurendi**
- A. President Vienna Laurendi reported on the August 17th transition. President Laurendi reported that the Buyer Agency and Compensation Agreement class, lead by Attorney Charlie Martorana was well received by the membership and well attended. John Leonardi stated that facts.realtor is a great source of information for agents and consumers with questions.
 - B. President Vienna Laurendi reported on the BNAR Annual Meeting & Director Election Event. President Laurendi congratulated Margaret Hartman, Andre Scott, Carmen Laurendi, and Neil Gerrity and welcomed them as BNAR Directors.
 - C. President Vienna Laurendi reported that the Cradle Beach Monster Bash is on October 19 at 6:30 pm at the Buffalo Convention Center. She encouraged all to attend.
 - D. President Vienna Laurendi reported that the Volunteer Thank You Event is on November 14 from 5:00-7:00 pm at Giancarlos, and encouraged all to attend.
- XI. Chief Executive Officers Report – Limited Discussion - John Leonardi**
- A. Mr. Leonardi reported that there is a NAR Settlement Task Force Meeting follow up on October 22.
 - B. Mr. Leonardi reported that a NYSAR Meeting Itinerary is being emailed from Debbie Norman with information on the Caucus on Sunday evening.
 - C. Mr. Leonardi reported that the BNAR Second Annual Leadership Retreat is on October 15-16 at Beaver Hollow in Java, New York.
 - D. Mr. Leonardi reported that the Holiday Get Together is on December 15 at 4:00 pm at Giancarlos.
 - E. Mr. Leonardi reported that a DEI Subcommittee regarding Bias and Discrimination of Agents is being discussed.
- XII. Legal Update – Limited Discussion – Charlie Martorana**
- a. No legal update from Charlie Martorana at this time.
- XIII. New Business/Hot Topic/Open Discussion**
- a. There was no new business.
- XIV. The meeting was adjourned at 6:54.**