

Wednesday, March 12, 2025
10:00 AM - BNAR

BUFFALO NIAGARA ASSOCIATION OF REALTORS ®, INC.

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"

BNAR Board of Directors
Wednesday, March 12 – 10:00 AM- BNAR

Executive Committee: President Kelly Spurlock, President Elect Lori Adams, Secretary/Treasurer Bret Llewellyn, Vice President Melvin Taylor, Jr, Immediate Past President Vienna Laurendi, Presidents Advisor Amber Wesser

Board of Directors: Annabelle Aquilina, Rosalind Burgin, Marcie Delgaty, John Gerace, Margaret Hartman, Peter Hunt, Carmen Laurendi, Brian Miller, Tamika Murphy, Andre Scott

Attorney: Charlie Martorana

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

Past Presidents: Dawn Brown, Michael Johnson, James Knight

Guests: Brian Churpita, Michelle Sullivan (Freed Maxick), Jennifer McAndrew (Plymouth Crossroads)

Excused: Neil Gerrity, Shufen "Judy" Lee, Matthew Whitehead

- I. The meeting was called to order at 10:03. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us.
- II. Confidentiality, Conflict of Interest, and Anti-Trust was circulated and signed.
- III. The agenda was approved as handed out. President Kelly Spurlock reminded all of meeting protocol.
- IV. The minutes of the previous meeting were approved as handed out.
- V. The BNAR Year-End Audit was presented by Brian Churpita and Michelle Sullivan from Freed Maxick. A motion was made to approve the Year End Audit as presented.
- VI. Action Items for Directors
 - a. Reaffirm Strategic Plan: A motion was made by the Executive committee to reaffirm the 2025 BNAR Strategic Plan. Motion carried.

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10:00 AM - BNAR

- b. Bylaws – Approve mandatory NAR changes: A motion was made by the Executive committee to approve the mandatory NAR changes regarding date revisions in the Code of Ethics and the addition of Fair Housing courses in the BNAR Bylaws. Motion carried.
- c. REALTOR ® Relief Fund: A motion was made by the Executive committee to approve a donation from BNAR of five thousand (\$5000) dollars to REALTOR ® Relief Fund to help those affected by the Los Angeles Wildfires. Motion carried.

VII. Next meeting date is April 23 at 10:00 AM at the BNAR. The new applicants were approved, and the January and February new applicants were approved by email.

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

- a. Agents Day- Melvin Taylor Jr reported that Agent's Day has been confirmed for October 22. The event will take place at the Grapevine, formerly known as the Hearthstone Manor with the theme being "No Place Like Home". Registration will begin at 8:30 am with continental breakfast, lunch will be served, and Happy Hour will be from 3-5 pm.
- b. Best Practices- Marcie Delgaty reported that the committee is updating Pathways to Professionalism and recommend changes, addressed the issue of people/pets appearing in MLS photos and reminders to remove valuables, medications and firearms.
- c. Community Engagement- Andre Scott reported that the Community Engagement Committee's first meeting is on March 13th at 10:00 AM at the BNAR and all are welcome to attend. The committee will aim to assist Kelly Spurlock's charity Plymouth Crossroads, Habitat for Humanity, Salvation Army Hope on Main Street project, Jefferson Ave area of Buffalo, a luncheon for REALTOR ® Veterans. The committee will also be putting beds together for Sleep in Heavenly Peace, and assist committee member Jasmine Chen with an Asian community event at Canalside.
- d. DEI- Tamika Murphy reported that their first meeting is next week. Tamika Murphy mentioned that after speaking about the DEI committee at the Key Communicator Kickoff that three agents approached her and asked how to get involved.
- e. Education- Ann Aquilina reported that as of March 12, 34 classes were held and there were 1055 members that participated. Ann also reported that as of January 1st 2025 there is a NAR Requirement for all members to complete a Fair Housing course in addition to the Code of Ethics course. Ann also reported that the Economic Forecast is on March 20th at The M Hotel with Dr. Lawrence Yun at 9:00 am, and it is free for members to attend. Ann also reminded Directors of the NYSAR Scholarship Opportunities, as well as the Residential Specialist courses that the BNAR offers in May.
- f. Forms and Contracts- Amber Wesser reported that the subcommittee met regarding compensation clauses as well as ATC language regarding closing disbursements. Amber also reported that the committee is working on data input sheets.
- g. Global Business- Chloe Cozzarin reported that the steering committee was meeting every other week prior to the first large committee meeting held on February 20th. Everyone in the committee introduced each other, and Chair Judy Lee discussed the meeting dates

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moving forward, which will be quarterly. The next meeting is May 16th with guest speaker Yoshi Takita, a NAR Global Ambassador. All Officers and Directors are invited.

- h. Government Affairs- John Gerace reported that Buffalo Mayor Christopher Scanlon was the guest speaker at the Government Affairs committee meeting on February 27.
 - i. RPAC- Brian Miller reported that they are about halfway to their goal, and the RPAC Bowl and More Towards the Goal event is on March 26 at Transit Lanes. The cost is a \$50 RPAC contribution.

IX. Presidents Report – Limited Discussion – Kelly Spurlock

- a. President Kelly Spurlock reported that her Inaugural at Sto Lat was a success and thanked everyone for attending and participating in the event.
- b. President Spurlock reported that the NYSAR meetings in the first week of February were informative, but it was cut a bit short due to weather.
- c. President Spurlock reported on the Key Communicator Kickoff on February and thanked everyone for attending and would like to see more attendance and participation at future events.
- d. President Spurlock reported that April is Fair Housing month and challenged all Directors to take Fair Haven 2.0 and At Home With Diversity Course which is on NAR's website.

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

- a. Mr. John Leonardi reported that the NYSAR meetings were informative, and many were regarding the changes that happened on August 17.
- b. Mr. Leonardi reported that Dr. Lawrence Yun will be at the M Hotel on Thursday March 20th for the Economic Forecast, providing members with data regarding local and state marketplace and economic trends.
- c. Chief Executive Officer John Leonardi reminded the Directors about their Creeds and Resort Homework at Frankie Primos on April 3rd.

XI. Legal Update-

- a. Charlie Martorana reported that the new changes to the BNAR are not to be taken lightly and to encourage all Directors to read the new changes in the Bylaws.

XI. New Business

- a. Guest speaker Jennifer McAndrew from President Spurlock's charity Plymouth Crossroads gave the Directors some more information on the charity and what they can do to help those that use the service.

XII. There was no new discussion.

XIII. The meeting was adjourned at 12:21

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BNAR Board of Directors

Wednesday, April 23, 2025 – 10:00 am - BNAR

Executive Committee: President Kelly Spurlock, President Elect Lori Adams, Secretary/Treasurer Bret Llewellyn, Vice President Melvin Taylor, Jr, Immediate Past President Vienna Laurendi, Presidents Advisor Amber Wesser

Board of Directors: Rosalind Burgin, Marcie Delgaty, John Gerace, Neil Gerrity, Margaret Hartman, Judy Lee, Carmen Laurendi, Donna Littlefield, Tamika Murphy, Andre Scott

Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Chloe Cozzarin, Kathy Schmitz, Danielle Melchiorre,

Past Presidents: Michael Johnson, James Knight, Eric Winklhofer

Guests: Kevin Roache, Key Bank Investments and Harold Cardwell Jr., City of Buffalo Fair Housing Officer

Excused: Annabelle Aquilina, Peter Hunt, Brian Miller

- I. The meeting was called to order at 10:04 am.
- II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us.
- III. Confidentiality, Conflict of Interest, and Anti-Trust was circulated and signed.
- IV. The agenda was approved as handed out. President Kelly Spurlock reminded all of meeting protocol.
- V. No changes were made to the minutes of the previous meeting.
- VI. John Leonardi Special Report – BNAR Chief Executive Officer, John Leonardi, gave a report on the grants for a total of \$62,000 that BNAR received from the National Association of REALTORS for Fair Housing Initiatives in 2021. He also stated that absolutely no money came out of any BNAR account to support the initiative and that he would have been happy to provide documentation before an Executive session was called.

VII. Operations & Financial Report

- A. Kevin Roache from Keybank reported on BNAR Investments.
- B. The March P&L was received and filed

VIII. Action Items for Directors

- A. Bylaws – BNAR Charlie Martorana prepared revisions for an amendment of the BNAR Bylaws, Authorization of Contracts and Expenditures. Mr. Martorana explained options for approval since there wasn't a ten-day notice to BNAR Board voting members of the changes.

A motion was made to waive the ten-day notice to the BNAR Board of Directors regarding the Bylaw amendments. Motion carried.

A motion was made to approve the Amendments to the BNAR Bylaws as handed out. (copy attached). Motion carried.

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

Next meeting date is June 18 at 4:30 pm at Acqua. Cocktails and hors d'oeuvres at 4:00 with the meeting starting promptly at 4:30 pm and approval of April new members.

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

- a. Agents Day- Melvin Taylor Jr. reported that Agent's Day has been confirmed for October 22 at the Grapevine, formerly known as the Hearthstone Manor with the theme being "No Place Like Home".
- b. Best Practices- Marcie Delgaty reported that the committee will be meeting on May 14.
- c. Chief Executive Review Committee – Vienna Laurendi briefed the Directors on how the committee is formed and reported that the Review Committee met. Survey results indicated that John Leonardi either Meets/Exceeds Expectations and that we are very fortunate to have him.
- d. Community Engagement- Andre Scott reported that the committee is meeting tomorrow to discuss and vote what the committee will be participating in this year.
- e. DEI- Tamika Murphy reported that their first meeting is on May 14 at 9:30 am at BNAR.
- f. Education – Jim Knight encouraged taking the BNAR Residential Specialist Classes starting in May. The cost is \$50 and includes 18 hours of continuing education besides receiving certification.
- g. Forms and Contracts – Neil Gerrity reported that the committee is working on verbiage to amend page 8 of the contract of sale. Charlie Martorana reported that he attended the Bar Association annual conference and discussed the topic as well and hoped for approval of the new language.

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10:00 AM - BNAR

- h. Global Business- Judy Lee reported that the Global Steering Committee no longer needs to meet but the larger group will. Judy invited the Directors, Officers and Committee Chairs and Vice Chairs to attend the meeting they are having on May 16 at the BNAR with special guest NAR Global Ambassador Yoshinori Takita. Please RSVP your attendance to Chloe so we have the correct lunch order.
- i. Government Affairs- John Gerace reported that the local legislative update was sent by email and is gearing up for Lobby Day April 28 & 29. Mr. Gerace invited all to the next RPAC fundraiser on June 25 aboard the Grand Lady as well as the upcoming Meat Brawl on October 8.

XI. Presidents Report – Limited Discussion – Kelly Spurlock

- a. President Kelly Spurlock reported on the Fair Housing Event April 9th at the BNAR and was disappointed in the turn out.
- b. President Kelly Spurlock stated that BNAR received thank you letters from both the NYSAR Education and NYSAR Housing Foundations for our two thousand five hundred (\$2500) dollar donation each.
- c. President Spurlock reported that Matt Whitehead has resigned as Director at Large and taking his place is Donna Littlefield, Vice President of Association Affairs.

XII. Special Guest, Harold Cardwell Jr., Fair Housing Officer, presented to the Directors the changes to the Fair Housing Laws and fees in the City of Buffalo. He reminded everyone of size requirements of the logo and the penalties for breaking the law. He also stated to keep in mind of county and state fair housing laws. Charlie Martorana will be assist on updates to BNAR's Fair Housing materials.

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

- a. Mr. Leonardi announced that the BNAR is cosponsoring an event with NAREB and NYSAR for an appraisal course on May 6th

XIV. Legal Update – None

XV. New Business - None

XIV. The meeting was adjourned at 12:14

Kelly Spurlock

Wednesday, June 18, 2025
4:30 pm - AcQua

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Board of Directors: Annabelle Aquilina, Rosalind Burgin, Marcie Delgaty, John Gerace, Neil Gerrity, Carmen Laurendi, Shufen "Judy" Lee, Donna Littlefield, Brian Miller, Tamika Murphy, Andre Scott

Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Chloe Cozzarin, Kathy Schmitz, Danielle Melchiorre

Past Presidents: Dawn Brown, Joel HusVar, Michael Johnson, James Knight, Michael McDonough

Excused: Margaret Hartman, Peter Hunt

BNAR Board of Directors
Wednesday June 18 – AcQua – 4:30 pm

- I. The meeting was called to order at 4:32. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us.
- II. Confidentiality, Conflict of Interest, and Anti-Trust was circulated and signed.
- III. The agenda was approved as handed out. President Kelly Spurlock reminded all of meeting protocol.
- IV. The minutes of the previous meeting were approved as handed out.
- V. The May P&L was received and filed.
- VI. Action Items for Directors
 - a. Professional Standards Case #123024e. A motion was made to uphold the Professional Standards Hearing Panel's decision for Case #123024e. Motion carried.
- VII. Next meeting date is July 23 at 10:00 am at the Grand Lady with a boat ride to follow and approval of the June new applicants. May new applicants were approved by email.

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

- a. Agents Day- Melvin Taylor Jr reported that the committee met on June 17 and finalized the flyer and should be posted soon.
- b. Best Practices- Marcie Delgaty reported the committee is working on delayed marketing and the escalation clause. In addition, the committee is working on a skit for Agents' Day.
- c. Community Engagement- Andre Scott reported that the Community Engagement committee volunteered at the Tops on Jefferson Ave on May 14 and that was well attended. Their next community outing will be on June 25 at Accordia Cemetery.
- d. DEI – Rosalind Burgin reported that their first meeting was June 18 and the meeting was well attended.
- e. Education- Ann Aquilina reported that the committee will be meeting on June 24.
- f. Forms and Contracts- Neil Gerrity reported that there is a revised Property Condition Disclosure Statement regarding septic system operation and maintenance for use starting July 1, 2025.
- g. Global Business- Judy Lee reported that she attended the NAR Legislative Meetings in DC and gained a lot of knowledge regarding Global Business at the meetings. The committee's next meeting is August 21 with guest Marlene Atzori/Bank of Canada.
- h. Government Affairs - John Gerace reported that the upcoming RPAC cruise is a sellout. In addition, the committee interviewed candidates for the City of Buffalo Mayoral race. John Leonardi reported that the Government Affairs committee voted for support of a candidate and since it was a tie, NYSAR suggested we split the contributions to six thousand (\$6,000) dollars each among the two candidates for the primary. Those running will be invited back prior to Election Day to address real estate issues.
- i. RPAC - Brian Miller reported that RPAC is getting ready for the Grand Lady cruise on June 25, and the next event is the Meatball Brawl on October 8th. The cost is \$75 to attend. Mr. Miller reminded everyone that RPAC goal is \$76,000 and we are currently at \$46,000.
- j. Nominating Committee- Vienna Laurendi reported that her committee has been formed and she has received only one Director nomination form as of June 18. The deadline to submit nomination forms is July 25.

In addition, NYSAR Director elections will take place at our July Board of Directors meeting. Currently there is one position open which will be vacated by Joel HusVar. Anyone wishing to run needs to submit a nomination form by July 18, 2025.

IX. Presidents Report – Limited Discussion – Kelly Spurlock

- a. President Kelly Spurlock reported that Lobby Day was successful with 28 attendees. We visited key officials to promote the REALTOR agenda including Expanding Access to

Homeownership, Strengthen New York Fair Housing Laws, Amendment to
Telemarketing Restrictions and Climate Action

b. President Spurlock reported that the NAR Legislative Meetings were very informative and congratulated RPAC Hall of Fame recipients John Gerace, Donna Littlefield and Joe Rivellino.

Besides the new Code of Ethics 10-5 ruling passed at the NAR Legislative meetings in reference to more comprehensive language on harassment, the Board made a series of recommendations to the Standards of Practice to bring the language in line with the terms of NAR's 2024 settlement.

c. President Spurlock reported that the Plymouth Crossroads Open House on June 8 was a success, and the organization appreciated the efforts of the members that attended. President Spurlock also reported that the Open House on June 9 with local government officials went well. President Spurlock mentioned to save the dates for upcoming events at Plymouth Crossroads.

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

a. Mr. John Leonardi reported that Lobby Day was a success, and Mike Kelly's new title is the Vice President of Government Affairs at NYSAR.

b. Mr. Leonardi reported that the NAR Legislative Meetings were successful and added that delayed marketing will also go into effect on September 30.

c. Mr. Leonardi reported that NYSAR Community Service awards and Alan Yassky Award nominations are due July 21 and it is an online submission.

d. Mr. Leonardi reported that the Realtor Honor Society form is available on NYSAR's website and needs to be submitted to BNAR prior to July 21 for BNAR Presidents or my signature before it can be submitted to NYSAR.

e. Mr. Leonardi reported that the Bylaw Amendments were sent to voting members for comment. The changes were upheld.

XI. Charlie Martorana stated that NYSAR is holding a Broker's Responsibilities and Standards of Practice class on June 25 from 9:00-12:00 pm via zoom. Mr. Martorana also reminded the Directors of sending invoices before closing.

XII. New Business

a. The Directors briefly discussed appointments made through Zillow and not informing agents as well as delayed marketing.

XIII. There was no hot topics to discuss.

XIV. The meeting was adjourned at 5:54

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Board of Directors: Rosalind Burgin, Marcie Delgaty, John Gerace, Carmen Laurendi, Shufen "Judy" Lee, Donna Littlefield, Brian Miller, Tamika Murphy, Andre Scott

Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Chloe Cozzarin, Kathy Schmitz, Danielle Melchiorre, Susan Milley

Past Presidents: Sharon Ciminelli, Joel HusVar, Michael Johnson, James Knight

Excused: Annabelle Aquilina, Neil Gerrity, Margaret Hartman, Peter Hunt

BNAR Board of Directors
Wednesday, July 23, 2025- 10:00 am, Grand Lady Cruises

- I. The meeting was called to order at 10:05. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us.
- II. Confidentiality, Conflict of Interest, and Anti-Trust was circulated and signed. President Spurlock reiterated about meeting protocol
- III. Agenda Approval - A motion was made to waive the 10-day rule for Bylaw Amendment to discuss the BNAR Bylaw Amendment. Motion carried. Agenda was then approved.
- IV. Minutes of the previous meeting were approved
- V. June P&L was received and filed.
- VI. Action Items

Appointment of Tellers - Tellers were appointed for the NYSAR Director Elections. Tellers were Charlie Martorana, Joel HusVar, and Sharon Ciminelli.

NYSAR Director Elections - Nominees were John Gerace, Andre Scott and Marcie Delgaty. The ballots were tallied and on the first ballot the winner for this year's NYSAR Director Election was Marcie Delgaty.

BNAR Bylaws - A motion was made to waive the 10-day rule for Directors to receive Bylaw amendments. Motion carried.

The Directors then discussed the Bylaw amendment of adding Designated Directors to the Board. There was a motion to change the 10-year experience to 7-years. Motion carried.

There was then a motion for a Designated Director to serve on at least two committees. Motion defeated.

Lastly, there was a motion to remove the Erie County primary residence wording from Section 2. Motion defeated.

A motion was made to accept the BNAR Bylaws with one change. Motion carried. Bylaws attached.

VII. Committee Reports

- a. Agents Day: Melvin Taylor, Jr reported that the flyer for Agents Day is completed and Agents Day will be held on October 22 at the Grapevine Banquets. So far there are eleven vendors and three sponsors, and a video is coming out soon. The committee's next meeting is in September.
- b. Best Practices: Marcie Delgaty reported that the committees last meeting was July 9. A new PCD was made available, and changes were made to Code of Ethics Section 10-5. A subcommittee for best Practices is working on a skit for Agents Day. Marcie also reported that the committee was made aware of photo copyright lawsuit. Their next meeting is September 26
- c. Community Engagement: Andre Scott reported that on August 10 the Asian Food Festival is at Canal Side from 11-3. Andre reported there is a request in for their next meeting.
- d. DEI: Tamika Murphy reported that their next meeting will be next week.
- e. Education: No report
- f. Forms and Contracts: Danielle Melchiorre reported on the new Department of State Property Condition Disclosure that became available on July 1. They are waiting to hear back from the Erie County Bar Association on the compensation clause.
- g. Global Business: Judy Lee reported that their next meeting is on August 21 and they are finalizing guest speakers.
- h. Government Affairs: John Gerace reported that a Government Affairs Update was sent out with details on the Big Beautiful Bill that he suggested everyone read.
- i. Nominating Committee: Vienna Laurendi reported that Director nomination forms are due on July 25. There are six candidates as of July 23 and four spots open.
- j. RPAC: Brian Miller reported that their next event is the Meatball Brawl on October 8th at the Artisan Culinary Loft.

IX. Presidents Report- Kelly Spurlock

a. Kelly Spurlock reported that the Fall Business meetings are September 14-17 at Turning Stone.

X. Chief Executive Officer Report- John Leonardi

a. John Leonardi reported that Sean Ryan won the primary election for Mayor of the City of Buffalo. James Gardner will be running as a Republican, and a meeting is scheduled for the Government Affairs Committee to interview both.

b. Mr. Leonardi reported that he and other members of WNYREIS met with the Mayor to discuss Fair Housing in the City of Buffalo to look at old cases and implement new policies.

c. John Leonardi called attention to the events and meetings for the remainder of the year and to add them to their calendars.

XI. Legal Update- Charlie Martorana

a. Mr. Martorana had gone over the new Bylaw Amendments earlier this meeting.

XII. No new business

XIII. The meeting adjourned at 11:19 am.

BNAR By-Law Amendment for Appointment of BNAR Designated Director
Approved By the BNAR Board of Directors on July 23, 2025

h. Designated Director. Notwithstanding any other provision of these Bylaws and Standing Rules of the Association, the current President may, in his or her discretion, appoint one or more persons, not to exceed three, in any one year term of the President's year in such office, as a Designated director of this Association's Board of Directors in accordance with the following terms and conditions:

1. A director appointed by the President shall be referred to as a "Designated Director," exclusive of any person appointed to fill a vacancy of a director previously elected by the members of the Association.
2. At the time of his or her appointment, the Designated Director shall: (a) have his or her primary residence located within Erie County, (b) have his or her primary membership in this Association for not less than two years, (c) be actively engaged in the duties of a REALTOR® within or outside of Erie County, and (d) be current in payment of all dues, fees or other financial obligations with this Association.
3. The Designated Director shall have been a REALTOR® Member of this Association or any other association of REALTORS® for not less than seven years, prior to designation as a Designated Director of the Board of Directors, and demonstrated good judgment, with a record of being active in the affairs of this Association, made contributions to the betterment of this Association and concern for the well-being of other members of this Association.
4. The appointment of a Designated Director shall be subject to confirmation by a majority vote of the Board of Directors.
5. The term of a Designated Director shall be for one (1) year which shall commence at such time as the Board of Directors may determine upon confirmation of such appointment.
6. A Designated Director shall have all of the privileges, rights, duties and obligations of an elected director of the Association and shall be entitled, not by way of limitation but by example, to attend and participate in all meetings of the Board of Directors, to have one vote, and to be elected and serve as an officer pursuant to the Bylaws and Standing Rules of the Association.

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BNAR Board of Directors

Thursday, September 25- 11:00 AM, Jazzboline

Executive: Kelly Spurlock, Lori Adams, Bret Llewellyn, Melvin Taylor Jr, Amber Wesser

Legal Counsel: Charlie Martorana

Directors: Ann Aquilina, Rosalind Burgin, Marcie Delgaty, John Gerace, Neil Gerrity, Margaret Hartman, Carmen Laurendi, Judy Lee, Donna Littlefield, Brian Miller, Tamika Murphy, Andre Scott

Staff: John Leonardi, Kathy Schmitz, Debbie Norman, Chloe Cozzarin, Niels Wagener, Danielle Melchiorre, Susan Miller

Past Presidents: Dawn Brown, Sharon Ciminelli, Joel HusVar, Jim Knight, Louis Vinci, Eric Winklhofer

Excused: Peter Hunt, Vienna Laurendi

I. The meeting was called to order at 11:05. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us.

II. Confidentiality, Conflict of Interest, and Anti-Trust was circulated and signed.

III. There was a motion to add an Action Item to add an item to the BNAR Bylaws. Motion carried. Agenda was then approved. President Kelly Spurlock reminded all of meeting protocol.

IV. The minutes of the previous meeting were approved as handed out.

V. Operations and Financial Report

Bret Llewellyn reported on the August P&L The August P&L was received and filed.

Lori Adams reported on her 2026 budget. A motion was made to approve the 2026 Budget with a \$15 dues increase. Motion carried.

VI. Action Items for Directors

- a. A motion was made to uphold the hearing panel's decision on Professional Standards Case #052025E. Motion carried.
- b. There was a demonstration of the Forewarn application recommended by the Technology and Executive committee. There was a motion made to determine cost and negotiate pricing with staff at Forewarn and bring back to the Board for a vote. Motion carried.
- c. Lori Adams made a motion to appoint Tammie Scibilia as Niagara County Regional Director and Andy Kachaylo as the Genesee Regional Director. Motion carried
- d. Lori Adams made a motion to appoint Brian Miller for her NYSAR position for 2026. Motion carried.
- e. President Kelly Spurlock appointed Charlie Martorana, Dawn Brown, and Jim Knight as tellers for the Officer Election. President Spurlock conducted the election of officers.
- f. Office of President- Due to the automatic ascension of President Elect to President, one unanimous vote was cast by the Secretary/Treasurer and Lori Adams was elected as 2026 President.
- g. Officer of President Elect-The slate for the Office of President Elect was Melvin Taylor, Jr. There were no nominations from the floor, and one unanimous vote was cast to elect Melvin Taylor, Jr as 2026 President Elect.
- h. Office of Secretary Treasurer- The slate for the office of Secretary/Treasurer was Neil Gerrity. Judy Lee and Andre Scott ran off the floor. On the first ballot, Judy Lee was elected as 2026 Secretary/Treasurer.
- i. Office of Vice President- The slate for the office of Vice President was Bret Llewellyn. There were no additional nominations from the floor so one unanimous vote was cast to elect Bret Llewellyn as 2026 Vice President.
- j. Mr. Charlie Martorana recommended that BNAR follow NAR's guidance regarding Option 3 in Arbitration proceedings handled by BNAR. A motion was made to implement this practice. Motion carried.

VII. Next meeting date is December 10 at 4:00 pm at Country Club of Buffalo.

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

- a. Agents Day- Melvin Taylor Jr reported that Agents Day is October 22nd at the Grapevine Banquets. Many exhibitors have signed up and a BNAR member Joe Wooley will be giving the keynote on safety in real estate.
- b. Best Practices- Marcie Delgaty reported that a Best Practices subcommittee will be doing a game show style skit with Mr. Leonardi as the host. Their next meeting is TBD.
- c. Community Engagement- Andre Scott reported that the committee attended the Asian Food Festival at Canalside. The committee also placed a bin outside of the BNAR and gathered school supplies for the Salvation Army. The next meeting is TBD.
- d. DEI- Tamika Murphy reported that the committee has met twice since the July directors meeting. Tamika reported that the committee will have a booth at Agents Day to educate members regarding the committee and there will be a wheel with prizes.
- e. Education- Ann Aquilina reported that as of 9/25/25 BNAR held 321 classes and had 6662 registrations. The next meeting is TBD.
- f. Forms and Contracts- No report.
- g. Global Business- Judy Lee reported that there will be a Global Opportunities in Real Estate class zoom only on October 7th for members of BNAR with NAR speaker Matthew Christopherson. Judy also announced that the committee is planning their next meeting in November with a panel of mortgage lenders that can present via zoom.
- h. Government Affairs- John Gerace reported that the committee met on September 11 with special guest Jocelyn Gordon from Land Bank Projects. John also reported that the committee sat in on the interviews for Buffalo's mayoral candidates.
- i. RPAC- Brian Miller reported that as of 9/25/25 the RPAC goal was at \$53,411. The upcoming and last RPAC event is the Meatball Brawl on October 8th from 5:30-8:00 pm at the Artisan Kitchen. Directors are encouraged to attend.

IX. Presidents Report – Limited Discussion – Kelly Spurlock

- a. President Kelly Spurlock reported that the Annual Meeting and Director election event was on September 11 and well attended, and once again congratulated the winners.
- b. President Spurlock reported that the NYSAR business meetings were
- c. President Spurlock reported the Volunteer Thank You event will be November 5th at Giancarlos from 5:00-7:00 pm.

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

- a. Mr. John Leonardi reported that Duncan McKenzie from NYSAR is retiring and a search is underway for a new CEO of NYSAR.
- b. Mr. Leonardi reported that NYSAR Leadership Academy applications are due October 31, 2025
- c. Mr Leonardi reported that an itinerary for NAR meetings will be sent out via E Mail to attendees.
- d. Mr. Leonardi reported that the BNAR Leadership Retreat is October 16-17 at the Woodcliff Hotel and Spa in Rochester and arrival is by 9:00 am.
- e. Mr. Leonardi reported that the next Director meeting is on December 10 at 4:00 pm at the Country Club of Buffalo
- f. Mr. Leonardi reported that the Holiday Get Together will be on Sunday December 14th beginning at 12:00 pm.

XI. Legal Update

- a. Charlie Martorana made his report earlier in the meeting.

XII. New Business

- b. Lori Adams brought up the date for a class regarding AI on October 17 at 9:00 AM.

XIII. There was no new discussion.

XIV. The meeting was adjourned at 1:14