

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, February 22, 2023 – 10:00 am – BNAR

Executive Committee: President Rosalind Burgin; President Elect Vienna Laurendi; Vice President Margaret Fisher; Immediate Past President Joel HusVar

Board of Directors: Lori Adams, Marcie Delgaty, Richard Dentinger, Stephanie Fiorentino, J. Gerard Green, Margaret Hartman, Nan Malysza (zoom), Brian Miller, Tamika Murphy, David VanSchoonhoven, Amber Wesser

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Kathy Schmitz Danielle Melchiorre, Brenda Alesii, Neils Wagener, Scott Havernick

Past Presidents: miriam treger

Excused: Secretary Treasurer Kelly Spurlock; Presidents Advisor Charlene Zoratti

- 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 our first responders and those that are no longer with us.
- III. Conflict of Interest, Confidentiality, Anti-Trust form was circulated and signed.
- IV. The agenda was approved as handed out.
- V. No changes were made to the minutes of the previous meeting.
- VI. Operations & Financial Report
Michelle Sullivan of Freed Maxick presented the Year End Audit. Accolades were given to Kathy Schmitz and Neils Wagener.
- VII. Action Items
 - a. Strategic Plan – a motion was made to re-affirm BNAR's Strategic Plan. Motion carried.
 - b. Professional Standards – A motion was made to uphold the Professional Standards Hearing Panels decision in the case of Turcer vs. Haenggi. No discipline action. Motion carried.
- VIII. Dates and Reports (approve the following without discussion – no vote required)
 - a. Next meeting date Wednesday, March 29 and approval of new applicants.
- IX. Committee/Task Force Reports – Limited Discussion
 - a. Forms and Contracts – written report emailed
 - b. Government Affairs – written report emailed
 - c. Technology - written report emailed

- d. RPAC – Margaret Hartman reported that we are a little behind with RPAC contributions compared to last year at this time.
The FUNdraiser at the Transit Lanes Entertainment Center is on March 8th and she expects everyone to attend or at least contribute. It is their duty to Lead by Example. If friends and family join you, their contribution will be credited to the BNAR member.
- X. Presidents Report – Limited Discussion – Rosalind Burgin
 - a. NYSAR Meetings Report - President Burgin reported on the highlights of the NYSAR meetings which included DEI being the ongoing theme. The session on cyber security was great and NAR offers grants for a small broker committee.
 - b. President Rosalind Burgin thanked everyone for attending her inaugural event. It was an awesome event and a lot of fun.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
 - a. NYSAR Meetings Report – Mr. Leonardi reported that New York State is working toward available housing for the disabled.
 - b. John Leonardi stated that the January new members were approved by email.
 - c. Chief Executive Officer John Leonardi called attention to the handout that lists the upcoming meetings and events.
 - d. Mr. Leonardi stated that BNAR is looking into upgrading to Office365 for improved security.
 - e. Chief Executive Officer, John Leonardi, reiterated that he still looking into a Director retreat to review our Strategic Plan.
- XIII. Legal Update
 - a. BNAR Attorney Charlie Martorana stated there was an excellent article in the New York State REALTOR magazine on the duties of brokers as it pertains to legal status of properties.
 - b. Discussion took place on buyers agents receiving commission checks at closing. BNAR Attorney Charlie Martorana said that he can bring it up at the Real Estate Bar Association Sub-Committee.
- XIV. New Business
 - a. Non-voting members that may be eligible to vote was discussed. A Task Force was formed headed by Stephanie Fiorentino. Amber Wesser and Miriam Treger volunteered to be on it.
- XV. Adjournment
 - a. Meeting adjourned at 12:00 pm

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, March 29, 2023 – 10:00 am – BNAR

Executive Committee: President Rosalind Burgin; President Elect Vienna Laurendi; Secretary/Treasurer Kelly Spurlock; Vice President Margaret Fisher; Immediate Past President Joel HusVar

Board of Directors: Lori Adams, Marcie Delgaty, Richard Dentinger, Marcy Dexheimer, Stephanie Fiorentino, J. Gerard Green, Margaret Hartman, Shannon McNichol, Brian Miller, Tamika Murphy, Melvin Taylor Jr. David VanSchoonhoven, Amber Wesser

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Annette Fachko, Kathy Schmitz Danielle Melchiorre, Brenda Alesii, Scott Havernick

Past Presidents: Michael Johnson, Eric Winklhofer

Excused: Presidents Advisor Charlene Zoratti

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- I. The meeting was called to order at 10:01 am
 - II. The Pledge of Allegiance was said followed by a moment of silence for our first responders, our military and those that are no longer with us.
 - III. Conflict of Interest, Confidentiality, Anti-Trust form was circulated and signed.
 - IV. The agenda was approved with movement of the Action Items.
 - V. No changes were made to the minutes of the previous meeting.
 - VI. Operations & Financial Report
 - a. Special Guest Kevin Roche of Key Bank reported on BNAR Investments. No recommendation was made to change the portfolio at this time.
 - b. Kelly Spurlock reported on the February P&L. The P&L was received and filed.
 - VII. Action Items
 - a. Resignation of a BNAR Director – President Rosalind Burgin stated that Jonathan Orlow has resigned as a BNAR Director and is appointing Melvin Taylor Jr. to fulfill his term. Mr. Taylor was given the Oath of Office by 2023 BNAR President Rosalind Burgin.
 - b. BNAR Citation Policy – The BNAR Citation Policy that was emailed to the Directors was reviewed. A motion was made to approve the policy. Motion carried.
 - VIII. Dates and Reports (approve the following without discussion – no vote required)
 - a. Next meeting date Wednesday, April 26 at 11:00 am and approval of new applicants.
 - IX. Committee/Task Force Reports – Limited Discussion
 - a. Agents Day – written report emailed
 - b. Education – written report emailed

- c. Best Practices (Realtor Issues) - written report emailed
 - d. DEI – written report emailed
 - e. Government Affairs – written report emailed
Brenda Alesii informed the Directors that Lobby Day is May 1 & 2 in Albany and to let her know who else is intending to attend. Talking Points will be provided ahead of time.
Ms. Alesii added that the Climate Control and Good Cause Eviction are the biggest issues. Geo Thermal is the subject at the next Government Affairs Meeting on April 27.
 - f. RPAC – Marcy Dexheimer reported that we have collected \$43,130 of our \$78,410 goal. The RPAC FUNdraiser was a success and what seemed like a no go had overwhelming attendance. A few more fundraisers will be planned for this year and suggestions were welcomed.
 - g. Chief Executive Officer John Leonardi reported that there hasn't been much action in affordable housing and he is working with Brenda Alesii to form a Task Force.
- X. Presidents Report – Limited Discussion – Rosalind Burgin
- a. President Rosalind Burgin reported that we will be taking advantage of the NAR grant gearing towards a smaller broker event and also marketing the NAR C2EX Broker program that will be coming out in May, 2023.
 - b. President Burgin announced that the Chief Executive Officer Review Committee will be forming to evaluate John Leonardi and Directors will be asked to complete it.
 - c. Rosalind Burgin stated that a member survey is being drafted to send out to the membership.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi informed the Directors that NYSAR is conducting Spokespersons Training and specifically calling to the one being held in Rochester, on Monday, April 24th and to please let us know if you would like to attend.
 - b. Mr. Leonardi called attention to the upcoming events in April – Economic Forecast with Dr. Lawrence Yun and Jason Abel on April 20th at the M Hotel and the Impact of Long Island Divided with Bill Dedman on April 26th via zoom at 9:00 am followed by the BNAR Board meeting at 11:00 am at the BNAR. Lunch will be served.
 - c. Chief Executive Officer John Leonardi distributed a sheet with BNAR staff extensions and a short description of their responsibilities.
 - d. Mr. Leonardi asked the Directors to let him know if anyone is planning to attend the NAR Legislative Meetings in Washington DC in May.
 - e. NYSAR is also offering Mediation and Ombudsman Training April 17 and 18. For more information go to the NYSAR website at www.nysar.com/ombudsman.
 - f. Mr. Leonardi reminded the Directors that BNAR has a YouTube Channel and videos also appear on our website.
 - g. John Leonardi reported that the Voting Members Task Force will be meeting shortly.
 - h. Chief Executive Officer John Leonardi reported that approximately \$15,000 is the Leadership Retreat he is planning at Beaver Hollow and stated that it would be mandatory and asked them for their commitment. A motion was made to pursue planning the retreat. Motion carried.

XII. Legal Update

- a. BNAR Attorney, Charlie Martorana, highlighted ATC 9: Payment of Adjusted Balance and ATC 11: Escrows (Subsections A, B and C) that explained payment of commissions.

XIII. New Business

- a. A powerful quote was given by President Burgin to Annette Fachko. Accolades and best wishes were shared with Annette Fachko who is retiring, with her last day being March 31, 2023. She will be missed.

XIV. Adjournment

- a. 12:10 pm

Rosalind Burgin

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, April 26, 2023 –11:00 am – BNAR

Executive Committee: President Rosalind Burgin; President Elect Vienna Laurendi; Secretary/Treasurer Kelly Spurlock; Vice President Margaret Fisher; Immediate Past President Joel HusVar; Presidents Advisor Charlene Zoratti

Board of Directors: Lori Adams, Marcie Delgaty, Richard Dentinger, Marcy Dexheimer, Stephanie Fiorentino, J. Gerard Green, Margaret Hartman, Nan Malysza, Shannon McNichol, Brian Miller, Tamika Murphy, Melvin Taylor Jr. David VanSchoonhoven, Amber Wesser

BNAR Attorney: Charlie Martorana

Staff: John Leonardi, Debbie Norman, Kathy Schmitz Danielle Melchiorre, Brenda Alesii, Susan Miller

Past Presidents: Dawn Brown, Sharon Ciminelli, Jim Knight, miriam treger, Louis Vinci, Eric Winklhofer

Excused: Peter Hunt

- I. The meeting was called to order at 11:12 am
- II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us.
- III. Conflict of Interest, Confidentiality, and Anti-Trust form was circulated and signed.
- 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. Kelly Spurlock reported on the March P&L which reflects contributions to the Housing and Education Foundations. The P&L was received and filed.
- VII. Action Items
 - a. Professional Standards Case #062522e – A motion was made to uphold the Hearing Panels decision in the case of Shannon Carrigan/Own NY Real Estate and Matthew Quagliano/Buffalo Home Sellers LLC, no disciplinary action. Motion carried.
- VIII. Dates and Reports (approve the following without discussion – no vote required)
 - a. Next meeting date Wednesday, June 21 at 4:30 pm at Sinatra's and approval of new applicants.
- IX. Committee/Task Force Reports – Limited Discussion
 - a. Agents Day – Brian Miller reported that Agents' Day is Wednesday, August 23 at Banchettis with the theme being "Taking Care of Me in 2023"
 - b. Best Practices – Tamika Murphy reported that the committee is reviewing last year's agenda. It was suggested to draft up a checklist for brokers/managers.

- c. DEI – Tamika Murphy reported that the DEI Committee is hosting a diversity event on June 1, 2023 at 5:30 pm at Banchetti's featuring ethnic foods, entertainment, a guest speaker and giveaways.
 - d. Education – Melvin Taylor Jr. reported that the education committee has started a book club, called attention to the Residential Specialist Designation starting May 1, and that the committee is looking into new courses. In addition, BNAR is working with Adorna Carroll to help with local required training for ITI certified instructors.
 - e. Forms & Contracts – David VanSchoonhoven reported that the Forms & Contracts committee is working on finalizing the escalation clause, no changes will be made to the Rental Rider and an assigned legal liaison from the Erie County Bar Association will be joining the committee.
 - f. Government Affairs – Vienna Laurendi reported that 22 BNAR members will be boarding the bus for Lobby Day in Albany on May 1st and meeting with key legislative officials on May 2nd. NY Senator Sean Ryan will be guest speaker at the next Government Affairs Committee meeting on April 27 at 10:30 am at the BNAR. Last month's meeting was with representatives from WNY Property Owners about the legal needs in the transaction and recommendations from them was using Belmont as a resource.
 - g. RPAC – Marcy Dexheimer reported that RPAC goal is \$78,410 and currently we are at \$45,792 representing 1,008 members with the goal being 1,213 contributors. A fundraiser on July 25th is being planned on the Grand Lady, selling Bling Pins and will also be planning a fall fundraiser at the BNAR.
 - h. Technology – Richard Dentinger reported that the Technology Committee will be hosting High Tech High Touch on October 12, RPR is being updated to so it can be viewed on a tablet, and discussion took place on Supra keyboxes.
- X. Presidents Report – Limited Discussion – Rosalind Burgin
- a. President Rosalind Burgin would like everyone to take Fairhaven, an online simulation training, and to challenge all members to participate in it. Chief Executive Officer John Leonardi added that BNAR would like to make it part of Orientation.
 - b. President Burgin reminded the Directors that coming in May the C2EX Broker Training will be marketed to BNAR Brokers and encouraged everyone to take it.
 - c. Rosalind Burgin reported that the BNAR survey has been sent to BNAR members and needs to be completed by May 12th. Some commented on the required questions.
 - d. President Burgin announced that the NAR Legislative meetings are coming up and John Leonardi will be sending out an itinerary.
 - e. Rosalind stated that the next BNAR Town Hall is May 17 with topics being legislative updates and BNAR survey results.

- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi reported that the Economic Forecast with Dr. Yun and Jaison Abel was phenomenal and the recording can be found on the BNAR website.
 - b. Mr. Leonardi reminded the Directors that the schedule for the NAR meetings in Anaheim comes out on May 3 with registration May 17. Reservations are on a first come first served basis and host hotels are not always available.
 - c. The Voting Members Task Force will be meeting. Members are Stephanie Fiorentino, miriam treger and Amber Wesser.
 - d. Chief Executive Officer, John Leonardi, called attention to the new Staff Organization Chart that was included in their packet.
 - e. Mr. Leonardi stated that he and Brenda Alesii met with Monica Wallace, Mickey Kearns and representatives from the WNY Law Center to discuss empty lots/houses in the City of Buffalo and zombie homes in Erie County. Discussion also took place about the 3D homes that were made in Texas at an affordable price.
 - f. Chief Executive Officer John Leonardi reminded the Directors that they are Ambassadors to our members and to help promote our benefits, discounts, and services that BNAR and WNYREIS offers.
 - g. Mr. Leonardi passed out a report from our Accelerate Group and recommendations will be made at the next Board meeting.
- XII. Legal Update
- a. BNAR Attorney, Charlie Martorana briefly discussed 18% penalties on back real estate taxes and that the WNY Law Center is trying to help people stay in their homes. | Questions about audio and video taping came up. Mr. Martorana informed the Directors that NYSAR is drafting an audio/video disclosure form.
- XIII. New Business
- a. Discussion took place on Biden's plan to subsidize high risk borrowers. Mr. Leonardi said that he will email information on it.
- XIV. Hot Topics
- a. To try to engage the Directors a hot topic was added to the agenda and that if anyone has any hot topics to discuss to email Debbie.
- XIV. Adjournment
- a. Meeting adjourned at 12:29 pm

Rosalind Burgin

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, June 21 – 4:30 pm – Sinatra’s, Kenmore Avenue

Executive Committee: President Rosalind Burgin; President Elect Vienna Laurendi; Secretary/Treasurer Kelly Spurlock; Vice President Margaret Fisher; Immediate Past President Joel HusVar

Board of Directors: Lori Adams, Marcie Delgaty, Richard Dentinger, Marcy Dexheimer, Stephanie Fiorentino, J. Gerard Green, Margaret Hartman, Shannon McNichol, Brian Miller, Tamika Murphy, Melvin Taylor Jr., David VanSchoonhoven, Amber Wesser

BNAR Attorney: Charlie Martorana

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

Past Presidents: Phil Aquila, Sharon Ciminelli, Michael Johnson, Jim Knight, Donna Littlefield, miriam treger, Louis Vinci, Amy Winklhofer

Excused: Presidents Advisor Charlene Zoratti; Matthew Whitehead

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- I. The meeting was called to order at 4:45 pm
 - II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us.
 - III. Conflict of Interest, Confidentiality, and Anti-Trust form was circulated and signed.
 - 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. Kelly Spurlock reported on the May P&L. The P&L was received and filed.
 - VII. Action Items
 - a. None
 - VIII. Dates and Reports (approve the following without discussion – no vote required)
 - a. Next meeting date Wednesday, July 19 at 10:00 am aboard the Grand Lady with lunch and 2 ½ hour cruise and approval of June applicants.
 - IX. Committee/Task Force Reports – Limited Discussion
 - a. **Agents Day** – Brian Miller reported that Agents' Day has met to discuss seminars and menu options for the August 23rd event.
 - b. **Best Practices** – Tamika Murphy announced that there was nothing new to report.
 - c. **DEI** – Tamika Murphy reported on the Loving Our Differences event.

- d. **Education** – Melvin Taylor Jr. stated that the committee is finalizing the July and August course schedule. In addition, Instructor Training is August 2 & 3.
 - e. **Forms & Contracts** – David VanSchoonhoven stated that the committee is scheduled to meet in early July.
 - f. **Government Affairs** – Vienna Laurendi reported that guest speaker at the May meeting was Joseph Emminger, Town of Tonawanda Supervisor who spoke on redevelopment vs. no new development. There also was information from Ayat Nieves on tenant, owner and landlord resources. The next meeting is on July 13th with Senator Robert Ort as guest speaker.
 - g. **RPAC** – Marcy Dexheimer reported that RPAC contributions are currently at \$51,871 which represents 66% of goal and are encouraging per person \$23 for 2023. Marcy added that the next fundraiser for RPAC is a sunset cruise on the Grand Lady on July 25 at 5:30 pm. Brenda Alesii distributed copies of the NYSAR Lobby Day agenda to the Directors to show where RPAC monies are being spent.
 - h. **Technology** – Richard Dentinger reported that the committee is hosting an hour session with Marki Lemons on “Leveraging AI to Improve Your Customers Experience in Real Estate: Opportunities and Challenges” on August 9th from 9:30 to 10:30 via Zoom.
 - i. **Nominating** – Joel HusVar reported that the Nominating Committee is meeting on Thursday, July 13 at noon for BNAR Director candidate interviews.
- X. Presidents Report – Limited Discussion – Rosalind Burgin
- a. President Rosalind Burgin stated that Matt Whitehead is replacing Nan Malysza as Director at Large.
 - b. President Burgin reported that since there wasn't a May meeting, new members were approved by email.
 - c. President Burgin reminded everyone about the upcoming Golf Tournament on June 26th. Golfers and non-golfers wanted and there will also be auction items to bid on.
 - e. Rosalind reported that the BNAR Survey results have been circulated and asked the Directors to review the results. This will give us the information we need for a Did You Know campaign.
- XI. Chief Executive Officers Report – Limited Discussion – John Leonardi
- a. John Leonardi introduced Chloe Cozzarin, Corporate Affairs, Education & Events Assistant, as our newest employee to help Debbie and Doreen.
 - b. Mr. Leonardi called attention to the NYSR REALTOR Honor Society and Community Service Award forms that are due July 28th.
 - c. Chief Executive Officer, John Leonardi announced that BNAR was victim of a Ransomware attack and the upgrades that were made to our servers and computers.
 - d. Mr. Leonardi passed out “Customer Service Reminders” that is given to staff members to remind them that some members wake up unemployed and how important customer service is.
 - e. The Voting Rights Task Force met to discuss other options and criteria to run for BNAR Director. Charlie Martorana, Legal Counsel, reminded the Board that they are allowed to modify the Bylaws, however, certain criteria and definition for REALTOR member comes from the National Association of REALTORS, who would need to be contacted for discussion.
 - f. Chief Executive Officer, John Leonardi, reminded the Directors that they can opt in to get text messages by selecting the text and email option in their member portal so they don't miss out on important text messages.

- g. John Leonardi announced that the Accelerate team is hosting an event on August 3rd at Tewksbury Lodge from 4-7 pm. The intent is to discuss and follow up on the member survey and give members the opportunity for open dialogue. The event will be free and includes beverages and food. An email invite will be sent out. Pleaser register through your member portal.

XII. Legal Update

- a. BNAR Attorney, Charlie Martorana, once again reminded the Directors to send an invoice to the buyers attorney so commissions can be paid at or by closing.

XIII. New Business/Hot Topic

- a, Home Inspections/Waiving Home Inspections was the hot topic for discussion.

XIV. Adjournment

- a. Meeting adjourned at 6:15 pm

Rosalind Burgin

Buffalo Niagara Association of REALTORS, Inc.
Board of Directors
Wednesday, September 13, 2023 – 4:30 pm - Russells

Executive Committee: President Rosalind Burgin; President Elect Vienna Laurendi; Secretary/ Treasurer Kelly Spurlock; Vice President Margaret Fisher; Immediate Past President Joel HusVar; Presidents Advisor Charlene Zoratti

Board of Directors: Lori Adams, Marcie Delgaty, Richard Dentinger, Marcy Dexheimer, J. Gerard Green, Margaret Hartman, Shannon McNichol, Brian Miller, Tamika Murphy, Melvin Taylor Jr., David VanSchoonhoven, Amber Wesser

Attorney: BNAR Attorney Charlie Martorana

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

Past Presidents: Phil Aquila, Sharon Ciminelli, Michael Johnson, Jim Knight, Donna Littlefield, miriam treger, Louis Vinci, Amy Winklhofer

Excused: Peter Hunt, Matthew Whitehead

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- I. The meeting was called to order at 4:42 pm
 - II. The Pledge of Allegiance was said followed by a moment of silence for those that are no longer with us.
 - 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. Kelly Spurlock reported on the August P&L. The P&L was received and filed.
 - VII. Action Items
 - a. Professional Standards Case #020123e – A motion was made to approve the Hearing Panels decision in the case of Valerie Tomaszewski vs. John Gerace/Gerace Realty LLC, - no disciplinary action. Motion carried.
 - b. 2024 BNAR Budget – A motion was made to approve the 2024 BNAR budget as presented. Motion carried. The budget includes automatic voting rights for those with broker associate licenses.
 - c. Appointment of Tellers – Appointed as tellers for the officer’s election was Charlie Martorana, Michael McDonough and miriam treger. Joel HusVar, Nominating Committee Chairperson will conduct the elections.

d. Officer Elections

Office of President – due to the automatic ascension of President Elect to President, one unanimous vote was cast by the Secretary/Treasurer and Vienna Laurendi was elected as 2024 BNAR President.

Office of President Elect – the slate for the Office of President Elect was Kelly Spurlock. There were no nominations from the floor. One unanimous vote was cast by the Secretary/Treasurer and Kelly Spurlock was elected as President Elect.

Office of Secretary Treasurer – the slate for the Office of Secretary/Treasurer Stephanie Fiorentino and Lori Adams. Nominated from the floor was Tamika Murphy. Ballots were passed out and **Lori Adams was elected for the Office of Secretary/Treasurer.**

Office of Vice President – the slate for the Office of Vice President was Brian Miller and Marcy Dexheimer Wangelin. Nominated from the floor was J Gerard Green, Stephanie Fiorentino, and Tamika Murphy.

On the first ballot Tamika Murphy was eliminated.

On the second ballot was J. Gerard Green, Stephanie Fiorentino, Brian Miller and Marcy Dexheimer Wangelin. Since there was no majority it had to go to a third ballot.

On the third ballot was J. Gerard Green, Stephanie Fiorentino, Brian Miller and Marcy Dexheimer Wangelin. Since there was no majority it had to go to a fourth ballot.

On the fourth ballot Brian Miller dropped out and on the ballot was J. Gerard Green, Stephanie Fiorentino and Marcy Dexheimer Wangelin. On the fourth ballot J. Gerard Green was eliminated.

On the fifth ballot was Stephanie Fiorentino and Marcy Dexheimer Wangelin. On the fifth ballot **Stephanie Fiorentino was elected as Vice President.**

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

- a. Next meeting date is Wednesday, December 6 at the Country Club of Buffalo and approval of September applicants.

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

- a. **Agents Day** – Vienna Laurendi reported that there were about 262 in attendance at this years agents' day
- b. **Best Practices** – Tamika Murphy announced there is a transfer form for Supra boxes.
- c. **DEI** – Tamika Murphy reported that we are working on the grant application for a DEI Event as well as still being beta tested for the inclusion app.
- d. **Education** – Melvin Taylor Jr. reported The BNAR Residential Specialist Designation classes will be offered in October and Accredited Buyer Representative (ABR) Course will be held on November 1 & 2 – Zoom Only – Instructor Randy Templeton - \$200
- e. **Forms & Contracts** – David VanSchoonhoven stated the committee met on September 6th and that the committee had discussion on the lease agreement as well as relooking at the escalation rider. The Chairman of the Real Estate Committee of the Bar Association of Erie County is Eric Vallone and he will be joining our committee.
- f. **Government Affairs** - Vienna Leonardi reminded the directors that the Government Affairs Committee continues to have valuable politicians as guest speakers at our meetings to advocate legislation that affects our business.
- g. **RPAC** – Marcy Dexheimer reported that we are at 82% of goal and 87% of participation goal. She reminded the Directors that they are all ambassadors and advocates of RPAC. John Leonardi stated that even committee members are expected to contribute their fair share.

