

# \$500M Legoland Project Proposed in Goshen

By John Jordan

GOSHEN—Merlin Entertainments PLC made its first presentation of its \$500-million LEGOLAND New York theme park on June 14th to the Goshen Town Board and hundreds of local residents, politicians and members of the building trades.

Merlin Entertainments PLC, the world's second largest visitor attraction operator, will file plans with the Town of Goshen on Thursday, June 16th, according to John Ussher, senior divisional director, LEGOLAND Development. Merlin Entertainments, the developer and operator of the proposed park, is hopeful that it can secure all necessary approvals by January 2017 and open the theme park in early 2019. Merlin will seek a zone change from the Town of



John Ussher, senior divisional director, LEGOLAND Development, said that Merlin Entertainments PLC will spend \$500 million in five years to develop LEGOLAND New York on 153 acres of land in the Town of Goshen.

Goshen on 153 acres of the more than 500 acres it controls on a parcel that abuts Route 17 along Harriman Road between exits 124 and 125. Ussher and Merlin Senior Project Manager Ian Stewart made their presentation before a packed room at Orange County's 911 Center in Goshen.

Ussher told *Real Estate In-Depth* that Merlin had considered sites all along the East Coast for the project that will also include a 250-room hotel. He said Merlin was also mulling properties in New Jersey and Virginia before deciding on pursuing the property off Harriman Road.

*Real Estate In-Depth* first reported Merlin's confirmation that it had selected Goshen as its preferred site for its proposed Northeast theme park.

Continued on page 3

# HGAR Lobbies State Lawmakers on Key Issues; Wins Victory in Thwarting Transfer Tax Increase

By John Jordan

ALBANY—The Hudson Gateway Association of Realtors launched significant lobbying efforts recently on the local and state levels to advance legislation aimed at enhancing or protecting consumer rights and preventing passage of anti-consumer bills or proposals that would harm the industry.

On the state level, a total of 45 members of the Hudson Gateway Association of Realtors traveled to Albany on May 24th by car and bus to present state lawmakers representing HGAR's four-county area the association's 2016 legislative priorities.



A total of 45 HGAR members traveled to Albany on Lobby Day on May 24th.

At press time, progress was being made on a proposal long advocated by HGAR and the New York State Association of Realtors—Fairness in Cooperative Home Ownership Act (S5644), sponsored by State Senator Kemp Hannon of Garden City, that would establish a clear timeline of 10 days for the receipt of an application to be acknowledged by the cooperative board, and requires the cooperative board to make a decision within 45 days. The New York State Senate approved the Fairness in Cooperative Home Ownership Act shortly

Continued on page 14

# Mount Vernon Mayor Confident City Can Attract New Investment

By John Jordan

MOUNT VERNON—Mayor Richard Thomas knows the city is playing catch up with neighboring Yonkers, White Plains and New Rochelle. However, the energetic young chief executive believes that for the city to bring in significant private investment it must spend capital to improve its neglected infrastructure.

While he knows that the work to bring what he terms a "renaissance" to the city will not be accomplished overnight, he did say that a clear sign was sent to Albany in March that Mount Vernon is looking to move forward and invest in its future when voters overwhelmingly approved the Mount Vernon City School District's \$108-million bond that includes extensive school building construction and renovation work.



Mount Vernon Mayor Richard Thomas

Mayor Thomas, a former City Councilman and executive director of the New York Affordable Reliable Electricity Alliance, in an interview with *Real Estate In-Depth* at Mount Vernon City Hall earlier this month, said that he is urging the City Council to approve funding for a new Comprehensive Plan entitled "MV2020" that would provide land holders and potential developers a sense of certainty as to what types of uses can be developed in different sections of the city. At present, there are a number of ongoing initiatives to rezone sections of the city, including the Mount Vernon East and Mount Vernon West corridors. The mayor told *Real Estate In-Depth* that the work of those committees would be incorporated into the Comprehensive Plan.

Sections of the city where permitted land uses are to be modified to promote higher/greater development potential and quality of life in the Comprehensive Plan include Downtown Mount Vernon, Mount Vernon West, the Mount Vernon East Station Area, the Canal Village Industrial Area, First Street, MLK Jr. Boulevard (Third Street), and Sandford Boulevard corridors.

"MV2020 will help Mount Vernon achieve: lower taxes; a more diversified economy; home value appreciation; and, above all, a drastically improved quality of life that will see our 'City of Hope' return to its rightful place as the 'City of Happy Homes,'" Mayor Thomas

told the City Council.

In terms of the Sandford Boule-

Continued on page 2

## INSIDE SPOTLIGHT ON



Brian Levine see page 11

- VIEWPOINTS ..... 4
- LEGAL CORNER ..... 5
- RESIDENTIAL ..... 6,7
- BARRISTER'S BRIEFING ..... 8
- PEOPLE ..... 10
- HGAR REPORT ..... 11,12
- EDUCATION ..... 13
- LEGISLATIVE ..... 14
- TECHNOLOGY ..... 17
- COMMERCIAL ..... 18,19
- PUTAM POSTING ..... 21

# Mount Vernon Mayor Confident City Can Attract New Investment

Continued from page 1

ward corridor, the mayor has proposed spending more than \$20 million to

cleanup and make significant improvements to the shuttered Memorial Field (please see accompanying story). Mayor

## Mount Vernon Mayor Unveils \$20M Plan To Rebuild Troubled Memorial Field



By John Jordan

**MOUNT VERNON**—Mount Vernon's storied but troubled Memorial Field has been closed for six years. Mayor Richard Thomas has recently floated plans to rebuild and improve the long-shuttered stadium that will involve another bond issue.

After voters approved a \$108-million bond to improve Mount Vernon schools, Mayor Thomas has endorsed a \$20-million plan for Memorial Field, the new plan will require a bond issue of as much as \$11 million.

On June 3, Mayor Thomas announced the formation of the Memorial Field Engagement Plan geared to improving Memorial Field. In his report on Memorial Field, the mayor outlined three different plan options: Do Nothing, which would still cost \$14.2 million to make needed improvements along with required environmental remediation of the site; the "Do the Right Thing" option, which comes in at \$20.4 million; and the "Go Long on Parking" option, which would cost \$31 million to complete. Mayor Thomas said that he prefers the more than \$20 million "Do the Right Thing" option. The mayor said that the city will hold a series of public meetings on the Memorial Field improvement plan.

The New York State Department of Environmental Conservation served the city with a notice of violation in November 2015 over construction and demolition debris dumped at the field without a permit, according to a report in the *Journal News*. Westchester County and the City of Mount Vernon agreed in late 2008 to co-fund a \$12.8-million project to replace the existing stadium and make other improvements to the facilities there. Memorial Field has been closed for six years. The city has spent more than \$2.6 million for previous work and studies on Memorial Field. The county held back further funding when then Mayor Ernest Davis changed the scope of the project, according to the *Journal News*.

Mayor Thomas said, "Today, we are tackling the biggest problem of our past while remaining optimistic for the future. Memorial Field will be rebuilt. Memorial Field was a destination for families. It was a safe destination for kids. It was an iconic destination for athletes from all over. It was a legendary stage for musicians including the Jackson 5 to share their talent with the world. It was a place where character was built, values were defined, and lessons of victory and defeat were learned. It was more than a field. It was a field of dreams."

He further stated that the "fiscal mismanagement of this project has come to an end." Mayor Thomas said, "Memorial Field has suffered over 2,500 days due to 'political football' being played resulting in toxic dumping taking away much needed access to sports and recreation. That game is over."

He said the Mount Vernon City Council, County Legislator Lyndon Williams, State Assemblyman Gary Pretlow and Westchester County Executive Robert Astorino have pledged to work with the city on a plan to improve Memorial Field.

In his report, Mayor Thomas said that the environmental cleanup from the dumping of construction demolition debris at the site will cost \$2 million. He added that the NYSDEC has issued a consent order requiring the city to undertake the environmental remediation of the property. In addition to the cleanup, the mayor's preferred plan calls for \$2.6 million to be spent on a synthetic turf football/soccer field, tennis courts and field area; site work and landscaping and site fencing will run \$1.6 million; a total of \$6 million would be earmarked for a grandstand for 4,000 fans and work on the service building and locker rooms, bathrooms and squash courts; the plan also calls for 3,000 square feet of retail space for restaurants and shops (\$1.2 million); elevated walkways at \$900,000 and an indoor concrete parking structure for 200 vehicles (\$3.2 million). The plan's total cost includes a 20% contingency (\$2.9 million), which brings the total cost to \$20.4 million.

According to the mayor's plan, \$7.06 million has yet to be spent from Westchester County's \$9.7-million funding commitment back in 2008. Combined with revenues from several previous bond issues, the legacy funding for the project totals \$7.96 million.

"Based on Option 2, conservative estimates indicate the city must spend approximately \$11 million to fix the field," the report stated. "Assuming a public bond is passed by the voters, this translates into about \$3.10 per month, roughly \$37 on the annual tax bill. The cost of sacrificing a few sodas a month carries the potential to create a new field of dreams, a new quality of life in Mount Vernon."

Thomas also traveled to Albany on June 6th and met with state lawmakers to begin a dialogue on how the state can provide what the mayor said was long overdue assistance to Mount Vernon. The mayor pushed for state aid for its Memorial Field improvement project, as well as support for a much more ambitious funding plan geared to upgrading the city's infrastructure.

Most of that state aid would come in the form of infrastructure and safety related programs. The mayor introduced a plan earlier this year that called for more than \$615 million in aid for the City of Mount Vernon. The mayor said that the city is seeking \$350 million in capital funding from the Metropolitan Transportation Authority for bridge repairs (\$110 million), station repairs (\$70 million), as well as \$150 million for a quality of life program that would involve covering the train tracks and a new public park—"Unity Park"—that would span from Lincoln Avenue to First Avenue, abutting First Street. Another \$20 million from the MTA would create multiple footbridges to connect the Westside and Fleetwood areas of Mount Vernon to the Bronx River Park.

In his proposal, Mayor Thomas said, "Mount Vernon has waited 122 years for the MTA to realize that their bridges are not only broken, but pose serious threats to key transportation routes." He later added, "At least 25 years worth of MTA capital planning comes up empty for Mount Vernon. Accordingly, it's time for Albany to remind MTA officials of their obligation to replace their matchstick bridges and invest in transformation downtown revitalization projects to connect Mount Vernon." The mayor said he is meeting with MTA officials on the city's concerns.

The mayor's plan also calls for the state to provide almost \$96.9 million for roads, bridges and buildings; \$66.6 million for sewer and water infrastructure; \$32.4 million for parkland enhancement; \$18.1 million for public safety; \$6.7 million for planning and community development and \$3.3 million for youth services programs.

While Mayor Thomas said that this year's trip to Albany would not likely bear any fruit for Mount Vernon since

the Legislature was about to close session, the trip was meant to have the city "stay on the radar and remain a priority in Albany's eyes." He said that this year's efforts was to make Mount Vernon a priority for state lawmakers in 2017.

He has also proposed having Albany raise the limit on local bond ordinances to \$3 million from the current \$750,000 level and to allow local governments to impose a "Local Infrastructure Tax" similar to the New York State Excise Tax, at eight cents. He said that new tax would generate up to \$2 million a year for the city to use on road and park improvements. Outside of that tax, Mayor Thomas said the city has earmarked \$3 million in its budget for its road paving program.

The city has also filed for project funding under Gov. Cuomo's Consolidated Funding Application program, and has entered the competition for a \$10-million state Downtown Revitalization Initiative grant that will be awarded to one downtown district in the Mid-Hudson Regional Council's territory.

The mayor said that the city is embarking on this long-term multi-faceted effort to undertake a new comprehensive plan, invest in its infrastructure and to strongly advocate for assistance in Albany and Washington, DC "so that we can play some catch-up and to be very specific with what we are seeking help with. This is part of the 'New Mount Vernon' and we are looking to use our voice more responsibly and more strategically."

Investors are taking notice of Mount Vernon. The mayor said the city has a significant amount of private investment projects in its pipeline, including the nearly \$32-million Modern affordable housing development under construction and the planned \$100-million The Pointe mixed-use development on South Fourth Avenue.

However, for investment to really take hold in the city, adoption of a new Comprehensive Plan that would include rezoning of sections of the city is critical. The new plan will provide investors the certainty as to what commercial or residential uses can be developed on their properties, Mayor Thomas said.



A rendering of The Modern affordable housing project.



A rendering of The Pointe mixed-use development.

# \$500M Legoland Project Proposed in Goshen

Continued from page 1

Ussher said that if all approvals can be secured by January 2017, it would then go before the Merlin Board of Directors for final approval. If the project secures the board's approval, construction could begin by April 2017, he added.

The Goshen theme park, catering to children from two to nine years old, will be Merlin's third Legoland park in the United States, but will not include a water park. He added that the park would attract between 1.5 million to 2.5 million visitors each year and would be open from April 1 to the end of October. The park would be closed for the winter, with the exception of the hotel, which would be operational year-round. The LEGOLAND New York Resort will feature more than 50 rides, shows and attractions, including what Merlin described as "spectacular LEGO® models."

The park's design would mirror the successful concept of the six resorts operating in Florida, California, the United Kingdom, Germany, Malaysia and Denmark.

The Goshen project is expected to create approximately 800 construction jobs and Ussher received an ovation from the large number of building trades members in attendance when he told the Goshen Town Board that the park would be built as a prevailing wage project under a Project Labor Agreement with the local building trades. During the peak season, the park when operational will create 500 full-time jobs and 300 part-time jobs.

Ussher said that the total project would involve approximately 750,000 square feet of construction and will take two years to construct. He said that the theme park and hotel would create a resort at the property and that Merlin felt its estimated \$500 million in investment during the first five years would be sufficient. He said the property does allow for future expansion and did not rule out the development of a water park sometime in the future at the property.

Merlin officials had proposed to build the Legoland park that would include an amusement park, a water park and a hotel at the 175-acre Letchworth Village site in Haverstraw and Stony Point in Rockland County. However, after the project, which had not been officially presented to the village, drew some local criticism, the Town Board and Town Supervisor Howard Phillips released a statement last October that the village would no longer consider the project. Shortly thereafter, Orange County Executive Steve Neuhaus and the Orange County Partnership, along with officials from Empire State Development, began talks with Merlin Entertainments to develop the theme park in Orange County.

Ussher said that incentives from New York State and Orange County are critical for the project, particularly for the traffic improvements to Exit 125 and adjoining roads to facilitate better access to the property. The project has already secured approximately \$3 million from New York State in the Consolidated Funding Application competition. Ussher said that Merlin would be applying for further CFA awards this year. He added that the company would also be looking to secure incentives from the Orange County Industrial Development Agency.

"We believe this location, just an hour from New York City and approximately three hours from Boston and Philadelphia, is the absolute perfect site for an entertainment brand as compelling as Legoland," Ussher said. "We would be honored to join the Goshen/Orange County community and are confident local and regional residents, in addition to international travelers coming to New York, would have a fantastic experience at the park."

Orange County Executive Steven M. Neuhaus said he was impressed with the theme park's presentation and noted that Legoland "can be a regional game changer in ways no other project contemplated in recent history has been."

During a question and answer session with members of the Goshen Town Board, one of the main issues of concern was traffic, particularly possible congestion on Route 17 and along the local roads leading to the theme park. Ussher said that the planned road improvements, while not involving building a \$25-million to \$30-million interchange, would be costly. He estimated the improvements would run under \$10 million. He also said that Merlin would donate the wells on the property to the Town of Goshen for use by Arcadia Hills and that Legoland would seek municipal water from Goshen.

While the project did receive some criticism from some attendees, the reception by business and economic development officials was overwhelmingly positive. "It's a privilege to be working in tandem with an army of professionals and elected leaders who are making this monumental project their top priority," said President and CEO of the Orange County Partnership Maureen Halahan. "From capital investment and job creation to tourism and tax ratable dollars, the multiplier on a project of this magnitude will be a major contributor to our economic stability for years to come."

"Legoland has a history of being extremely respectful to their host communities. Goshen has a treasured travel destination history and I know Legoland

will build on that success," added Orange County Chamber of Commerce President and CEO Lynn Cione. "Their reputation as a family friendly destination is impeccable. This economic development opportunity will bring new jobs and revenue to the area which will benefit the entire county."

A public open house is scheduled for Thursday, July 7 to provide the community with an opportunity to see the proposed park's preliminary design concepts. A location and time for the open house was not made available at press time.

Merlin Entertainments operates



Members of the local building trades were out in force in support of the Legoland project.

2014 HGAR  
AFFILIATE OF THE YEAR

## Think of me as your property tax app.

**Questions about any  
property tax assessment issues?  
Feel free to call 7 days a week.  
There is never a fee for consultations.**

**RICHARD D. O'DONNELL**  
PROPERTY TAX CONSULTANT

**"Who better than a retired Tax Assessor?"**

FOR OTHER HELPFUL ASSESSMENT INFORMATION PLEASE VISIT MY WEBSITE:  
[www.retiredassessor.com](http://www.retiredassessor.com)  
CALL FOR A FREE CONSULTATION 914-779-4444

**PRESIDENT'S  
CORNER**

By Marcene Hedayati, HGAR President

**Ethics Sets 'Realtors' Apart**

For the vast majority of those who receive our *Real Estate In-Depth* newspaper and are reading this column, it is not because you are a real estate professional and have a real estate license, but because you are a "Realtor." Unless you are a member of the National Association of Realtors, you are not permitted to promote yourself as a "Realtor." By virtue of becoming a member of the Hudson Gateway Association of Realtors, you automatically join the National Association of Realtors (NAR) and the New York State Association of Realtors (NYSAR). Accordingly, a portion of your dues goes to all three entities.

You may wonder why the word "Realtor" makes a difference. Only "Realtors" are obligated to uphold the Code of Ethics and the standards of practice established in 1913 by NAR. Our industry is one of the few that has established strict rules that dictate the way we conduct business with our fellow associates and the public at large. Apart from all the services and support we receive from all three associations, we also secure the right to call ourselves "Realtors."

As part of our commitment to uphold the Code of Ethics, HGAR has in place a Grievance Committee, Mediation Committee and Professional Standards Committee. All the members on these three committees are placed by invitation only and have consistently demonstrated their commitment to and knowledge of the Code of Ethics and have fulfilled the necessary training established by NAR.

When a complaint is lodged against one of our members, an official Complaint Form, which can be found on the HGAR website, must be submitted to our Director of Legal Services, Leon Cameron. He is our association's Professional Standards Administrator and oversees the process. After receiving the complaint it is reviewed by the Grievance Committee, which is tasked with determining whether a complaint falls within the parameters of the Code of Ethics.

At such time as the Grievance Committee makes a positive determination, the case is handed off to a panel composed of members of the Professional Standards Committee, who hear all of the evidence from both the Complainant and Respondent and make a determination whether a violation of the Code occurred, and, if necessary, decide penalties. Finally, the case is presented to the Board of Directors (keeping all parties anonymous, of course) for their final approval.

As you can see, this is not a simple process and the responsibility of policing our own, with higher standards of conduct being the ultimate objective, is not taken lightly.

It is commendable and remarkable that as independent contractors, we acknowledge the importance of working together. In fact, if it weren't for NAR, NYSAR, and the Hudson Gateway Association of Realtors, we would have very few resources to call upon to address the many complex issues that confront us as real estate professionals.



**SUBSCRIBE!**  
**REAL ESTATE  
IN-DEPTH**  
CALL 914-681-0833

**REAL ESTATE IN-DEPTH**

June 2016 Published June 16, 2016

Publisher: Hudson Gateway Association of Realtors, Inc.

Marcene Hedayati, President

Dorothy Bostoe President-elect

Barry Kramer, Regional Vice President/Westchester Putnam

Clayton Livingston, Regional Vice President/Westchester Putnam

John Lease III, Regional Vice President/Orange

Russ Woolley, Regional Vice President/Rockland

Pamela Jones, Secretary/Treasurer

Richard K. Haggerty, Chief Executive Officer

John Jordan, Editor

Bart D'Andrea, Art Director

John Vecchiolla, Photographer

Meadow Art &amp; Design, Design &amp; Production

REAL ESTATE IN-DEPTH, published monthly, is the official publication of the Hudson Gateway Association of Realtors, Inc., One Maple Ave., White Plains, New York 10605. Opinions contained in the articles herein do not necessarily reflect the opinions of the Association. The editors of REAL ESTATE IN-DEPTH reserve the right to accept or reject all advertising copy. REAL ESTATE IN-DEPTH (ISSN 0043-339X) or (USPS 677-500) is published 12 times a year for \$12 per year, included in member dues, and \$24 for non-members, by The Hudson Gateway Association of Realtors, Inc., One Maple Ave., White Plains, N.Y. 10605. Periodical Postage is paid at White Plains, N.Y. REAL ESTATE IN-DEPTH cannot be responsible for unsolicited manuscripts, nor undertake to return manuscripts or pictures. POSTMASTER: Send address changes to REAL ESTATE IN-DEPTH, 60 South Broadway, White Plains, New York 10601.

**GATEWAY  
PERSPECTIVES**

By Richard Haggerty, HGAR CEO

**Teamwork Key to Victory**

Approximately six weeks ago I received a phone call from HGAR Government Affairs Director Phil Weiden, who alerted me that the proposed budget for the City of Yonkers included an increase in its local transfer tax from 1.5% to 3%. Such an increase would have added an additional \$7,000 of closing costs on a transaction of \$500,000, the median sales price in Yonkers. I was at the airport in Philadelphia about to board a plane to Portugal when I received the phone call. I asked Phil to craft a letter that we could send to the Mayor and the City Council Members expressing our deep concerns about the impact such an increase would have on the City of Yonkers.

While at the airport I also reached out to our HGAR COO Ann Garti, our HGAR President Marcene Hedayati, and Association and MLS Past President and Yonkers resident Leah Caro, and asked them to spread the word throughout the Realtor community in Yonkers about the proposal. Before I boarded the plane we had a plan of action in place and we were ready to mobilize opposition to the increase in the transfer tax.

By the time I returned from Portugal, Phil had set up meetings with the majority of the City Council members as well as with Mike Spano, mayor of Yonkers. Our individual meetings with the mayor and the Council Members were respectful and productive. They had all received our letter expressing our deep reservations about the proposed increase in the transfer tax in advance of the meetings. The elected officials didn't make any promises, but they listened to our points attentively and asked thoughtful questions, and we very much appreciated the fact that they were willing to engage with us on this issue.

City officials were also candid in sharing the budget challenges that confront Yonkers. However, we expressed our belief that an increase in the transfer tax would not only fail to impact any budget shortfall in a meaningful way, it would have a significant dampening negative effect on the real estate market which would, in turn, negatively impact the local economy as a whole.

We also reached out to the New York State Association of Realtors to strategize about how to defeat the proposal and NYSAR Government Affairs Director Mike Kelly and his team could not have been more helpful. Jared Burns, NYSAR's Legislative and Political Affairs Coordinator, set up two "Call to Action" alerts for HGAR members who are residents of Yonkers. Subsequently, city officials let us know that e-mails and phone calls opposing the increase were pouring in.

As I write this column we have just learned that the City Council has reached a budget agreement that provides for no increase in the transfer tax, and it's our hope that the mayor will accept this budget. At press time it is believed that Mayor Spano will not veto the approved \$1.12-billion 2016-2017 Yonkers City budget.

This is a huge win for HGAR and we think is great news for all Yonkers property owners. I believe that the proactive efforts of HGAR arguing against the increase in the transfer tax played a vital role in removing the proposal from the final budget. We worked as a team on a number of fronts to get the word out and to positively engage city officials. We also received very favorable press coverage supporting our position.

These victories do not come without strong Realtor support and we appreciate every HGAR member who responded to our "Call to Action." I want to express my personal appreciation for the efforts of Phil Weiden and Leah Caro who really led the charge on this issue. This type of political advocacy does not happen in a vacuum—it succeeds because of teamwork, but also with support of the Realtor's Political Action Committee. We have a number of RPAC events occurring this summer, which are listed below my article. Please understand that your support for RPAC helps to make these types of victories possible.

**Upcoming RPAC Events**

**June 30th** - Yankee Game at Yankee Stadium, free food and drink at Rooftop Deck, 11 a.m., followed by Yankees vs. Rangers. Tickets are \$125.

**August 10th** - Rockland Boulders, Pomona, 7:30 p.m. Tickets are \$30.

**August 24th** - Billy Joe's Ribworks Happy Hour on the Hudson, Newburgh, 6 p.m. Tickets are \$30.

Members can register for these events at [hgar.com/events](http://hgar.com/events)



**Sign up for our Free  
Real Estate In-Depth  
online edition and  
Newsletter Updates**

**RealEstateInDepth.com**

# Gender Identity is Now A Protected Class Under New DOS Regulation

DOS Regulation 19 NYCRR §175.17 was officially amended on May 18, 2016 to add "gender identity" as a protected class. These changes now directly affect brokers and salespersons and authorizes the Department of State to discipline brokers and salespersons based on discriminatory practices involving gender identity, transgender status and gender dysphoria. As the former Secretary of HUD, this modification to Section 175.17 is part of Gov. Andrew Cuomo's continued advocacy for fair housing through the elimination of discriminatory practices throughout the State of New York.

## The Amended Language of Section 175.17 Of the Department of State Regulations

Section 175.17(a)(1) has been amended as follows: "No broker or salesperson shall induce or attempt to induce an owner to sell or lease any residential property or to list same for sale or lease by making any representations regarding the entry or prospective entry into the neighborhood of a person or persons of a particular race, color, religion, national origin, age, sex, sexual orientation, disability, gender identity, military status, familial status or any other protected category under any federal, state or local law applicable to the activities of real estate licensees in New York State." This amendment to Section 175.17 was a direct result of the new regulations affecting the New York State Division of Human Rights adopted by Gov. Cuomo in October 2015, which ban discrimination and harassment against transgender individuals and based on gender identity.

## The Protection of Gender Identity Through Section 466.13 of the Human Rights Law

In October 2015, Gov. Cuomo promulgated Section 466.13 of the Human Rights Law. In an announcement issued by the governor, he stated that "all public and private employers, housing providers, businesses, creditors and others should know that discrimination against transgender persons is unlawful and will not be tolerated anywhere in the state of New York." (See <https://www.governor.ny.gov/news/governor-cuomo-announces-new-regulations-protecting-transgender-new-yorkers-discrimination-take>). Gov. Cuomo also made it clear that he had the "...statutory authority to promulgate regulations interpreting the Human Rights Law..." and that "...the Division of Human Rights will accept and process human rights law complaints alleging discrimination because of gender identity, on the basis of the protected categories of both sex and disability, and provide important information to all New Yorkers regarding unlawful discrimination against transgender individuals."

Section 466.13, entitled "Discrimination on the Basis of Gender Identity," accomplishes its mandate by amending the definition of "sex" to include gender identity therein. In accordance with Section 466.13 prohibitions against discrimination on the basis of sex, now also includes and, therefore, prohibits discrimination on the basis of gender identity and/or transgender status. It is important to note that this was not a law passed by the legislature, but rather a regulation promulgated by Gov. Cuomo.

"Gender identity" is defined under Section 466.13 as "having or being perceived as having a gender identity, self-image, appearance, behavior or expression whether or not that gender identity, self-image, appearance, behavior or expression is different from that traditionally associated with the sex assigned to that person at birth." Further, a "transgender person" is defined as "an individual who has a gender identity different from the sex assigned to him or her at birth." Lastly, Section 466.13 also provides that gender dysphoria is included in the prohibitions against disability discrimination. Under Section 466.13, "gender dysphoria" is defined as a "recognized medical condition related to an individual having a gender identity different from the sex assigned to him or her at birth." (See [https://www.governor.ny.gov/sites/governor.ny.gov/files/atoms/files/466.13\\_NYCRR\\_Discrimination\\_GenderIdentity.pdf](https://www.governor.ny.gov/sites/governor.ny.gov/files/atoms/files/466.13_NYCRR_Discrimination_GenderIdentity.pdf)).

## The Realtor Code of Ethics And Now New York State Law

Realtors have recognized gender identity as a "protected" class since 2014 when Article 10 of the National Association of Realtors' Code of Ethics was amended to include same. S. Anthony Gatto, Esq., General Counsel & Director of Legal Services of the New York State Association of Realtors, Inc., points out that "New York State's Realtors vigorously support the ideal that no one should be discriminated against based on race, color, national origin, disability or familial status as well as the additional protected classes under New York State Law including sexual orientation, military status, age or being a victim of domestic violence..." (See <http://www.nysar.com/nysar-news/latest-news/2016/05/26/new-regulation-adds-gender-identity-as-a-protected-class-in-new-york>). However, licensees must now be aware

## LEGAL CORNER

By John Dolgetta, Esq.



that the Department of State has the right to discipline a licensee found to be engaged in, or otherwise participating in, discriminatory practices in contravention of these new regulations and could be subject to revocation of his or her license. DOS Regulation Section 175.17(b) provides that:

*"No real estate broker or salesperson shall engage in an unlawful discriminatory practice, as proscribed by any federal, state or local law applicable to the activities of real estate licensees in New York State. A finding by any federal, state or local agency or court of competent jurisdiction that a real estate broker or salesperson has engaged in unlawful discriminatory practice in the performance of licensed real estate activities shall be presumptive evidence of untrustworthiness and will subject such licensee to discipline, including a proceeding for revocation. Nothing herein shall limit or restrict the Department from otherwise exercising its authority pursuant to section 441-c of the Real Property Law."*

In this ever changing statutory and regulatory environment, licensees need to be cognizant of all protected classes, whether based on: (1) Federal: race, color, national origin, religion, sex, familial status or disability (42 U.S.C. §3604); (2) State: race, creed, color, national origin, sexual orientation, military status, sex, age, disability, marital status, or familial status (Executive Law §296) and domestic violence victim status (Real Property Law §227-D); and (3) Code of Ethics: race, color, religion, sex, handicap, familial status, national origin, sexual orientation or gender identity (NAR Code of Ethics Article 10). There are also many counties and cities within New York State that have added additional protected classes (e.g., "source of income") which licensees need to be aware of.

## The Legislative or Regulatory Route Does It Matter?

Another important issue to note is that while many laws are passed through the legislative process, at times the legislative process is very slow and may even stall. In this instance, Gov. Cuomo, in promulgating these new regulations, has been able to offer these additional and invaluable protections to the public. Many may criticize using the regulatory route, however, it is clear that at times, it is necessary. One caveat, however, in using the regulatory route, is that these regulations are inherently more easily modified and/or rescinded than are statutes enacted by the legislature and signed into law by the governor. Therefore, it may be prudent to continue the effort to enact specific legislation so as to solidify the protections afforded by the newly promulgated regulations. However, notwithstanding whether it is a law or a regulation, licensees and Realtors must continuously be aware of all of the legal obligations and must be vigilant in adhering to all of the requirements prescribed by law, as well as contained in the Realtor Code of Ethics.

*Legal Column author John Dolgetta, Esq. is the principal of the law firm of Dolgetta Law, PLLC, which recently acquired the law practice of Board Counsel, Edward I. Sumer. Mr. Sumer remains "of counsel" to the firm. Sebastian D'Acunto, Esq. assisted in the preparation of this Article and is a Senior Associate at Dolgetta Law, PLLC. For information about Dolgetta Law, PLLC, John Dolgetta, Esq., Sebastian D'Acunto, Esq. and Edward I. Sumer, Esq., please visit <http://www.dolgettalaw.com>.*



### PEST CONTROL — Specializing in:

- ipm • termites inspections • termite control • sentricon always active baiting system • residential/commercial • schools/institutions • board certified entomologists • wildlife trapping and removal • npma quality pro /green pro/schools • parkway green pest solutions (green shield certified)

**1 (800) 220-park (7275) - 914 725-5997**

**wpar affiliate of the year 2006**

**[www.parkwaypestservices.com](http://www.parkwaypestservices.com)**

**Member: NPMA, NYSPPMA, APS, ESA, HGAR, WCR, PUAA**

**FULL-SERVICE  
COMMERCIAL  
PROPERTY  
MANAGEMENT**

Leasing · Rent Collection · Site Inspections  
Common Area Maintenance  
Monthly Reporting · Liaison with Contractors & Vendors

TRUST YOUR INVESTMENT TO OUR TEAM.

**KENNEDY &  
CHARLTON™**

call today 845.986.4111  
[KennedyAndCharlton.com](http://KennedyAndCharlton.com)

## GDC Re-launches Cornwall Project



A rendering of the two-bedroom Astor model.

CORNWALL—Ginsburg Development Companies announced the grand opening of the new model homes at Stone Hollow at Cornwall, an enclave of 28 stylish single-family homes located in the quaint Hudson River community of Cornwall.

GDC Principal Martin Ginsburg told *Real Estate In-Depth* that his firm began the development just prior to the Great Recession, but discontinued sales there once the real estate downturn took hold.

The development firm, which is now concentrating on multifamily rental development projects in the Hudson Valley, recently decided to renew sales at the Cornwall property. New homes are priced at \$395,000 and higher. The company recently sold the last unit at its other Orange County community, The Fairways at Wallkill, Ginsburg added.

Stone Hollow at Cornwall offers homebuyers an excellent alternative to the Westchester market, he noted. “Stone Hollow at Cornwall is ideal for those who want a beautifully designed and competitively priced single-family home in a picturesque community with excellent schools, great downtown shops and restaurants and a wide variety of nearby recreational opportunities,” said Ginsburg.

Stone Hollow at Cornwall offers three model homes designed to appeal to a wide range of buyers from young families to families with teens to empty-nesters, GDC stated. The three models—ranch, colonial and two-bedroom with first floor master bedroom—feature dramatic open floor plans with nine-foot ceilings on the first floor and pre-finished hardwood floors throughout first floor common areas. The eat-in kitchens boast maple cabinets, granite countertops and high quality GE appliances.

Bedrooms have wall-to-wall carpeting and generous closet space including multiple walk-in closets. The master bathrooms feature soaking tubs with ceramic tile surround, walk-in showers with semi-frameless enclosure and dual sinks. Fixtures and faucets are top quality Sterling/Kohler. Every home includes laundry room washer and dryer hook-ups.

The homes, which are located on half-acre and one-acre lots with private yards, feature low maintenance exteriors, extensive trim and an option to add stone. Energy efficient features include GE Energy Star appliances, high efficiency forced air gas heating and central air conditioning with programmable thermostat, insulated glass low-E windows and Thermo-Tru fiberglass entry doors. Homes are wired for cable TV and phone outlets to allow for phone lines and high-speed data connection.

Stone Hollow at Cornwall offers a choice of three distinctive home designs. The two-bedroom Aster ranch is a perfect home for empty-nesters. It offers 2,008 square feet of living space with an optional third bedroom. It also features an en suite master bedroom with two walk-in closets, and a generous mud and laundry room. The lower level and/or studio over the garage can be finished with an optional additional bathroom, GDC stated.

The Bayberry is a four-bedroom, 2 1/2 bath, center hall Colonial with over 3,400 square feet of living space with the optional finished lower level. This spacious home, which has a mudroom and extensive closet space, is ideal for a growing family and features a contemporary open floor plan on the main level.

The Cornwall offers a master bedroom on the main floor with two additional bedrooms upstairs, with an optional fourth bedroom, 2 1/2 baths and a dramatic great room. This 2,600-square-foot home, which is ideal for a family with teens, also offers an optional 1,100 additional square feet on the lower level to enhance the living space.

Current GDC developments include: Riverside at Harbors-at Haverstraw, a 106-unit waterfront rental apartment community in Haverstraw; Harbor Square, a 188-unit luxury rental apartment project on the Ossining waterfront; The Lofts on Saw Mill River, a 66 unit loft-style apartment development in Hastings-on-Hudson; and River Tides at Greystone, a 330-unit luxury rental complex in Yonkers overlooking the Hudson River.

## HGAR Broker, Owner and Manager Event Addresses Fair Housing Awareness



Marlene Zarfes, Fair Housing Director, Westchester Residential Opportunities, Inc. addresses a packed house of HGAR Brokers, Owners and Managers on Fair Housing. The event held on May 31st at the Doubletree Hotel in Tarrytown, drew a very large crowd.

## Berkshire Hathaway Supports Hiring Vets Through ‘Veterans to Realtors’ Program

WALLINGFORD, CT—Berkshire Hathaway HomeServices New England and Westchester Properties stated that is a proud supporter of hiring veterans and welcomes every opportunity to hire the men and women who have served the country (and their spouses) through the company’s Veterans to Realtors program.

The Veterans to Realtors program helps veterans get started in an exciting new career as a Realtor at minimal expense and offers professional development courses throughout the first year to help veterans succeed. In addition to continuing education classes, each of the sales offices are managed by professional office leaders dedicated to assisting with coaching, training and business development. The program has hired 28 veterans to date.

“We are committed to supporting our veterans and welcome their high level of integrity, skills and commitment; highly desirable qualities that we seek in our sales professionals,” said Candace Adams, Berkshire Hathaway HomeServices New England and Westchester Properties CEO. “We are proud to have them represent our company.”

“I joined Berkshire Hathaway HomeServices New England and Westchester Properties because of the Vet program they offered as well as it being a great company,” stated Bryant Drye, a veteran of the US Navy and Realtor from the Norwalk, CT office. “Real estate has been something I’ve always been interested in and I saw this as an opportunity to work with a company that’s invested in helping me take my passion to the next level. It’s been a great experience! I tell all my military friends about the program. It’s tough as a veteran to find companies willing to invest in our future. Berkshire Hathaway HomeServices New England and Westchester Properties is one that has a vested interest in giving back and helping vets to have a career.”

Berkshire Hathaway HomeServices New England and Westchester Properties is a leading real estate brokerage firm with more than 1,800 Realtors in Connecticut, Rhode Island, and Westchester County.

## BH&G Honors Rand Realty For Community Involvement



RAND  
REALTY



NANUET—Better Homes and Gardens Real Estate-Rand Realty announced earlier this month it had received the brand’s national Community Involvement Excellence Award. The distinction is given to the companies that provide exceptional assistance to their clients and whose team gives back to the community in which they live and work.

“It’s an honor for our company to be recognized nationally among colleagues and peers for community service after creating the Rand Community Fund,” said Matt Rand, managing partner, Better Homes and Gardens Rand Realty. “We dedicate this award to the agents who make up our outstanding company and their dedication to building better communities.”

The Rand Community Fund is a contributor to several charitable organizations throughout the Lower Hudson Valley and Northern New Jersey, including People to People, United Hospice of Rockland, Family Services of Westchester, the Community Foundation of Orange and Sullivan, and Food Bank of the Hudson Valley.

## Keller Williams Celebrates ‘Red Day’



MIDDLETOWN—On Thursday May 12, Keller Williams Hudson Valley United celebrated Red Day by helping two local causes.

The residential brokerage firm divided their efforts to helping two counties. One contingent went to the local YMCA in Middletown to help beautify its children’s community center and get it ready for the season; weeding, mulching, cleaning equipment, painting and more. Another group delivered food and served lunch at the Sullivan County Homeless Shelter in Monticello.

RED Day, which stands for Renew, Energize and Donate, is Keller Williams Realty’s annual day of service. Each year on the second Thursday of May, associates spend the day away from their businesses serving worthy organizations and causes in their communities. Keller Williams Realty Inc. is the largest real estate franchise company in North America, with approximately 750 offices and 125,000 associates around the world.

Each office is independently owned and operated. KW Hudson Valley United headquartered in Middletown with offices in both Orange and Sullivan counties is owned and operated by Rosemarie Pelatti, operating principal and licensed real estate broker.

## State Tax Department Issues STAR Tax Credit Guidelines

ALBANY—The New York State Department of Tax and Finance has published a form (<https://www.tax.ny.gov/pdf/star/register-for-star.pdf>) for distribution to new homeowners that provides guidance on the new STAR tax credit program, the New York State Association of Realtors reported on June 7.

Homeowners who purchased their current home prior to May 1, 2014 and already receive the STAR exemption under the current program do not have to do anything. There are no changes for them and they will continue to receive their STAR exemption, NYSAR stated.

According to the New York State Department of Taxation and Finance, as a result of recent law changes, some homeowners will receive a STAR check directly from New York State instead of receiving a school property tax exemption. The amount of the benefit will be the same regardless of how it is received.

Beginning with the 2016-2017 school year, new STAR applicants will need to register with the Tax Department to receive a STAR check. Registration will begin soon.

Current Basic and Enhanced STAR exemption recipients will keep their exemption as long as they continue to own their current home. Current Enhanced STAR exemption recipients who are not enrolled in the Income Verification Program must continue to file a renewal application with their local assessor each year.

If a homeowner purchased a home between May 1, 2014 and Aug. 1, 2015, they may fall under the new STAR credit program and may have to apply.

Homeowners who purchased after Aug. 1, 2015 will fall under the new STAR credit program and will have to register at <https://www.tax.ny.gov/pit/property/star/register-for-star-credit.htm>

## Suffern Real Estate Investment Firm Acquires Multifamily Property in Texas



1825 Apartments

SUFFERN—Castle Lanterra Properties has acquired 1825 Apartments, a 455-unit community in Pflugerville, a suburb of Texas' state capital of Austin, announced CLP Founder and CEO Elie Rieder. This is the third Austin area acquisition for the Suffern, NY-based firm.

The community, named for State Route 1825 that fronts the property, consists of 60 buildings that were built in two phases: The 351-unit 1825 Place was completed in 2001, and the 104-unit 1825 Cottages was originally constructed in 1986. Community features include a resort-style pool with a waterfall, a 24-hour fitness center, a business center with WiFi access, outdoor playground and pet park, carports, attached and detached garages, and a recently renovated clubhouse. No financial terms of the transaction were released.

"The previous owner recently spent more than \$2 million on capital improvements," said Jim Brady, vice president of operations and property management. "In addition to renovating the clubhouse, the effort included new roofs and siding at Cottages, exterior repainting, the installation of solar panels, and unit improvements. Our business plan calls for the continuation of upgrades to the units, as well as additional property beautification, upgrading the amenities already in place, and other proposed enhancements."

The firm entered the off market in 2015 with the purchase of Stonegate, a 452-unit apartment community near downtown Austin, and earlier this year acquired Villas Tech Ridge, a 350-unit Class A apartment community located within the master planned development of Tech Ridge.

"We are pleased to be expanding our presence in metropolitan Austin," said CLP Managing Director Austin Alexander, who recently relocated to the city to oversee the firm's operations in the southern region. "The city continues to bring in a highly educated and upwardly mobile workforce attracted by both the high-quality lifestyle and economic opportunities the city has to offer. As a long term owner, we look forward to contributing to the continued growth of this market."

In March, Castle Lanterra Properties reported it had acquired River Park, a 224-unit apartment community in Somerset County's borough of Raritan, NJ. The \$56-million transaction marked CLP's second New Jersey acquisition of late, following its purchase of Harbor Pointe, a 544-unit, Class A waterfront property that was purchased for \$147.5 million on October 21, 2015.

The seller of River Park was a global insurance group. Cushman & Wakefield's Metropolitan Area Capital Markets Group represented the seller and procured CLP as buyer in this significant trade.

Formed in 2009, Castle Lanterra Properties is a privately held real estate investment company focused on the acquisition and management of quality income producing multifamily properties within strategic growth markets throughout the United States. CLP currently owns and manages a portfolio comprised of 6,800 units with a value in excess of \$1 billion.



Kevin Kearns

914.309.9867

kkearns@

NMLS # 175711



Nicole Arlotta

914.384.8832

narlotta@

NMLS # 404663

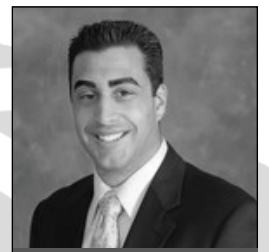


Christian Babcock

914.447.9691

cbabcock@

NMLS # 181227



Richard DeSimone

914.586.1110

rdesimone@

NMLS # 43565



Toy Eng

646.489.6225

teng@

NMLS # 184263



John Gerardi

914.804.5343

jgerardi@

NMLS # 172331



Marie Herrero

914.586.1129

mherrero@

NMLS # 433657

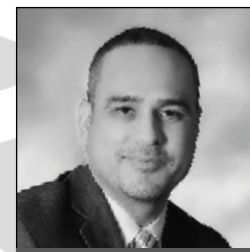


Brian Larrabee

914.552.4596

blarrabee@

NMLS # 20431



Michael Plata

646.772.9461

mplata@

NMLS # 484917



Wilson Pujols

917.299.6872

wpujols@

NMLS # 171635



Matthew Reid

845.548.4272

mreid@

NMLS # 9726



Kevin Seinfeld

516.410.2156

kseinfeld@

NMLS # 420417



Christopher Tortorello

914.586.1130

ctortorello@

NMLS # 247630

CALL TODAY  
**914.586.1100**

All e-mail addresses listed end with @mortgagemaster.com

520 White Plains Road, Suite 100 Tarrytown, NY 10591  
[www.loandepot.com/yourmortgagemaster](http://www.loandepot.com/yourmortgagemaster)

loanDepot.com, LLC NMLS#174457 Licensed Mortgage Banker-New York State Department of Financial Services licensed as loanDepot.com, LLC



## BARRISTER'S BRIEFING

By Leon Cameron, Esq



# Requisite Disclosures For Sellers and Landlords

Although Realtors and all Licensees are cautioned against practicing law without a license (which includes the giving of legal advice), they are permitted however to give up-to-date and accurate legal information. As such, this article will address the requisite forms currently required for landlords in New York at the time of the execution of a lease. It will also address the Property Condition Disclosure Statement required of sellers. These forms are a starting point and additional forms may be required by local law at the time of signing of the lease or purchase contract.

### Sprinkler Disclosure For Landlords

New York Real Property Law, Article 7, Section 231-a requires that all residential leases entered into on or after December 3, 2014 must disclose whether or not there is a fire safety sprinkler installed within the rental unit. The law, while defining a sprinkler system, does not define a "lease" or "premises." The law makes no exceptions for premises that are governmentally regulated or run.

The law covers main leases and sub-leases, new leases and renewal leases. However, while stating what must exist, the law currently has no enforcement mechanism and no penalty for noncom-

pliance. Suffice to say, since a penalty mechanism could later be promulgated through amending the statute, or by regulation, landlords are cautioned against non-compliance.

### Lead Paint Disclosure For Landlords and Sellers

In 1996, the U.S. Environmental Protection Agency (EPA) and the U.S. Department of Housing and Urban Development (HUD) released joint regulations (24 CFR Part 35) regarding disclosure of known lead-based paint information by entities selling or leasing residential real estate, including co-ops and condominiums.

The regulations apply to the sale and leasing of housing built pre-1978, when the use of lead paint was banned. Owners and lessors of pre-1978 buildings must:

- Provide purchasers and lessees with a lead information pamphlet (available online at [www.epa.gov/getlead-safe](http://www.epa.gov/getlead-safe)).
- Disclose the presence of known lead-based paint.
- Give the purchaser or lessee any existing records or reports pertaining to the presence of lead-based paint.
- Give appropriate disclosure language in either the contract of sale or

the lease (sellers and landlords should seek the advice of private counsel for this form of tailored legal advice).

• Sellers, specifically, must also provide buyers with a 10-day opportunity to conduct an inspection for the presence of lead-based paint before being obligated on the contract, although this inspection may be waived by the purchaser. Alternatively, the parties may agree on a different time period for the inspection. It is a sound idea to use a disclosure rider for all leases on pre-1978 apartments. This rider must:

1) Be signed by the lessor, the lessee and any applicable agents. 2) Disclose the presence of any known lead-based paint and lead-based paint hazard, or indicate lack of knowledge regarding either. 3) Include a statement to be signed by the lessee acknowledging receipt of the disclosure and the required pamphlet on lead, and a statement by any agent involved that the agent has informed the cooperative or condominium and its board of its obligations (if applicable).

The EPA has developed sample disclosure formats for leases. Copies can be obtained from the EPA website at [www.epa.gov](http://www.epa.gov). Sales contracts must also include specific disclosures and acknowledgements, the drafting of which should be completed by private counsel.

These regulations are not applicable to the following:

- Housing built after 1977 (whether for sale or lease).
- Any housing for the elderly or disabled and any housing in which the living area is not separated from the sleeping area e.g. efficiencies or studio apartments.
- Properties sold by way of foreclosure.
- Pre-1978 rental housing found to be free of lead-based paint.
- Short-term leases for 100 days or less (such forms of leases may otherwise be prohibited by local law).
- Lease renewals if the information required by the regulations has been previously disclosed in the original lease.

The regulations only require disclosure of known information. Neither a seller nor a landlord is required to independently investigate such information regarding the presence of lead-based paint if not already known. Once the presence of lead-based paint is known, however, it must be disclosed. Failure to comply can result in penalties of up to \$10,000 for each violation.

Failure to comply is also an independent violation of a federal statute known as the Toxic Substances Control Act, 15 U.S.C. §2601 et seq. (1976). The Toxic Substances Control Act of 1976 provides the EPA with authority to require reporting, record-keeping and testing requirements, and restrictions relating to chemical substances and/or mixtures. Certain substances are generally excluded from TSCA, including, among others, food, drugs, cosmetics and pesticides.

The Act also allows for awards of triple damages to the purchaser or lessee against any person who knowingly violates it. Finally, a court can award

court costs, reasonable attorneys' fees and expert witness fees to an individual who prevails in an action against the building under this Act.

### Property Condition Disclosure Statement For Sellers

As a response against the common law doctrine of caveat emptor ("let the buyer beware"), the New York legislature created the Property Condition Disclosure Act, N.Y. Real Prop. Law §§ 460-467, (the "PCDA") which became effective in 2002.

As such, sellers must make certain disclosures (the form of which is available at the New York Department of State website, [www.dos.ny.gov](http://www.dos.ny.gov)) under the law or pay a credit of \$500 to the buyer at closing. The PCDA applies to "residential real property," which the law defines as a one- to four-family dwelling that is either actually used as a home or residence by one or more people, or intended to be used as a home or residence by one or more people.

The term does not include condominium units, cooperative apartments, vacant land on which the owner intends to build a residence, or property in a homeowner's association that is not owned by the seller. (N.Y. Real Prop. Law §461(5).) The law applies to all contracts for the purchase of "residential real property," including long-term installment contracts and leases with either an obligation or an option to purchase the property. (N.Y. Real Prop. Law §461(4).)

Sellers are not obligated to complete and deliver the disclosure statement for certain types of property transfers that are exempt from the PCDA. Such exemptions include: transfer ordered by the court in a lawsuit including probate, mortgage foreclosure, bankruptcy, legal partition, or divorce; transfer to another co-owner of the property, or to your spouse or a relative from a common ancestor or descendant; transfer that has not been ordered by a court, but is part of the settlement of a family law proceeding; transfer to the State of New York, or any other unit of local government, if part of condemnation proceedings, or otherwise transfer of newly constructed property that is uninhabited, and has not been occupied previously; transfer to your lender to prevent foreclosure or satisfy a mortgage and transfer made to distribute the property according to fiduciary responsibilities in a probate proceeding.

By providing the aforementioned forms at the time of the signing of the lease or purchase contract, not only will landlords and sellers keep themselves out of legal hot water, but they will foster trust with their tenants and buyers, an immeasurable benefit in this competitive market for Realtors.

The foregoing article is for informational purposes only and does not confer an attorney/client relationship. For a legal opinion specific to your situation, please consult a private attorney.

*Leon Cameron is Director of Legal Services & Professional Standards Administrator for the Hudson Gateway Association of Realtors.*

## Are high property taxes preventing you from selling a home?

We are experts in reducing tax assessments

Call Granite today at 914-747-8999 for a free, no-risk consultation.

For more than 37 years David Ruzow has been helping homeowners throughout Westchester, Putnam, Rockland, Dutchess & Orange County evaluate their properties to determine if they are over assessed and paying more in real estate taxes than they should.



[www.granitetaxreduction.com](http://www.granitetaxreduction.com)

914-747-8999



Sign up for our

Free Real Estate In-Depth online edition and Newsletter Updates

[RealEstateInDepth.com](http://RealEstateInDepth.com)



## State A.G. Adds \$100M for Foreclosure Prevention

NEW YORK—New York State Attorney General Eric T. Schneiderman announced on May 25th a \$100-million expansion of efforts to provide no-interest loans to help New York families avoid foreclosure and stay in their homes.

The expansion, funded by the Attorney General's April settlement with Goldman Sachs over the bank's deceptive practices leading up to the financial crisis, is expected to help more than 3,000 families across the state pay off small debts that are preventing them from securing a needed mortgage modification.

A new analysis released by the Attorney General's Office also showed that the Mortgage Assistance Program (MAP), the first phase of these efforts, has already had a significant positive impact on families that live near a MAP loan recipient because foreclosed homes often drag down the property value of other nearby homes. According to the analysis, every \$1 in loans preserves about \$8.50 in property values for homeowners within 750 feet of the MAP loan recipient.

Since MAP began in late 2014, the \$18 million in loans given out have already preserved \$153 million in property values for nearby homeowners. The new \$100 million is estimated to save an additional \$722 million, after accounting for administrative program costs.

All told, these no-interest loans are expected to preserve a total of \$875 million in property values for nearby homes by the time every loan has been disbursed.

"Since taking office, my number one priority has been getting New Yorkers the resources they need to rebuild from the housing crisis," Attorney General

Schneiderman said. "This new investment in the MAP program will help thousands of New York families keep their homes and rebuild their communities. This program is already having an incredible impact in communities throughout the state and I am excited to expand it to even more families."

Even families with reliable income streams are often denied mortgage modifications because they have a series of missed mortgage payments, delinquent second or third mortgage liens, or unpaid property tax bills that must be satisfied before a first mortgage holder will grant a modification. MAP provides loans that fill the gaps for struggling families, empowering them to negotiate with their mortgage holders and ultimately remain in their homes, the Attorney General's office stated.

The analysis of the program, conducted by the Center for NYC Neighborhoods, looked at each individual recipient of a MAP loan and determined the property value preserved for every home within 750 feet of the loan recipient because the loan recipient had not gone into foreclosure.

"While we have come a long way since the worst days of the housing bubble, I know too many hard-working New Yorkers are still at risk of foreclosure," said U.S. Congresswoman Nita Lowey, District 17. "I applaud Attorney General Eric Schneiderman's announcement of a \$100-million expansion for the Mortgage Assistance Program and as Ranking Member of the House Appropriations Committee, I will continue to fight for federal investments in our communities so that the Attorney General can continue assisting our neighbors in need."

"The Attorney General's innovative



New York State Attorney General Eric Schneiderman

use of money garnered from financial institutions that have violated the law will help our state one home at a time," said State Assemblyman Thomas J. Abinanti, District 32. "I thank him for helping my neighbors and my community will be a better place because of his actions."

"I am very grateful to Attorney General Schneiderman for creating the MAP program," said Miguel Ortiz, 84, a Pleasantville resident whose home was saved thanks to a MAP loan. "And I was very lucky to find Westchester Residential Opportunities who walked me through this process, and made it possible for my wife and I to continue building memories with our family in the only place we have ever called home."

MAP provides homeowners with small loans which are non-amortizing

and carry no interest rate. The loans only come due upon sale of the home, refinancing, death of the borrower, transfer of ownership, or mortgage maturity.

MAP, which is funded through settlements with the big banks for their roles in the housing crisis, builds on the success of the Homeowner Protection Program (HOPP). HOPP, a network of roughly 90 housing counselors and legal service providers to help at-risk homeowners across New York to avoid foreclosure, has already helped more than 60,000 New York families. Applicants for MAP loans must connect with a free HOPP counselor to begin the application process.

For more information on how to apply for MAP loans, call 855-HOME-456 or visit [AGScamHelp.com](http://AGScamHelp.com).

## Like a Kid in a Candy Store

By Mary T. Prenon

WHITE PLAINS—When women have the chance to experience Westchester mom and fashion designer Kara Mac's new business, they often react like kids in a candy store! It's not surprising, though, because ShoeCandy by Kara Mac may be just as addicting as those colorful jars of jellybeans, lollipops and gumdrops. ShoeCandy is just what it sounds like—"candy" in the form of interchangeable shoe accessories like heels, toe clips and sandal straps.

The idea for Mac's business literally originated from her feet. A daily train commuter to Manhattan, Mac needed comfortable shoes to wear for her 20-minute walk from Grand Central Terminal to her office. "I wouldn't wear sneakers because I always wanted to look fashionable and hip," she admitted. "You never knew who you were going to run into."

Given Mac's impressive resume, one could understand her need to ditch the sneakers. Over the past 30 years she has designed collections for Ralph Lauren, Jansen, Tricots ST. Raphael, Talbots, Bobby Jones and many more.

**Editor's Note:** HGAR hosted a special RPAC event with ShoeCandy by Kara Mac on Thursday, June 9 at the Ritz-Carlton, Westchester in Downtown White Plains. The fundraiser benefitted the Realtors Political Action Committee.

Once ensconced in her office, she would survey the dozen pairs of shoes neatly hidden under her desk—flats, pumps and dressy heels just in case of an after-work event. Planning a business trip meant stuffing even more shoes into an over-crowded suitcase. "Of course, you need something to go with every outfit," she added.

After years of sore feet and constant shuffling of shoes, Mac's ShoeCandy idea was born. "One day I just looked around and asked myself why I had so many shoes," she said. "That's when I discovered that there had to be a better way around this."

The premise was simple—create a core group of quality, comfortable shoes with removable heel covers and toe clips, and let women customize them with interchangeable accessories for several different looks. Transitioning from office to evening wear would be a breeze, not to mention packing for business trips.

Utilizing her own background and experience, Mac set out to learn more about molding, casting and removable shoe parts. "My kitchen counter became my 'lab,' and at night and weekends I worked on my ideas," she said.

However, before jumping headfirst into entrepreneurial waters, Mac took a mini-course for potential business owners with Daymond John of the hit TV show "Shark Tank."

A few months later, she had the opportunity to meet one-on-one with him. "I was at the Empire State Building in May of 2014, and I was so nervous I was dripping with sweat," she recalled. An hour-and-a-half later, she heard the words that she never forgot to this day—"This could be huge!" "It was one of the best days of my life," she recalled.

In fact, Mac was so excited that she had to call someone immediately, but her cell phone was dead. So, on the train ride home, she went from commuter to commuter to borrow a phone charger so she could make her calls. The next day, Mac quit her full time job.

After many more shoe trials, Mac hired an engineer to put her plans to work. When the prototype was perfected on the third try, Mac set out to find a factory to produce the shoes. She searched all over the U.S., Italy and Brazil and eventually found her



The event was a shoe lover's dream.

Brazilian agents through LinkedIn.

"They had been involved in fashion designing in the U.S., and while it may have been a risk, you just have to go with your gut," she explained. The factory that produces the shoes also churns out high-end designer shoes, belts and handbags for some of the world's top retail stores. "In fact," she added, "the entire town there is the leather shoemaking capital of South America."

The first shoes off the production line offered just three styles: the "Smokin' Hot Slipper," a flat shoe; the "Patent Party," a low heel shoe; and "Betty Boot," a short, low heeled boot. All had interchangeable heel covers and toe clips to create literally hundreds of different styles.

ShoeCandy by Kara Mac officially launched in December of 2014 at the Massachusetts Conference for Women in Boston, where Hillary Clinton was the keynote speaker. On the first day, she sold over \$5,000 in shoes!

In January of 2015, she got a call from a long-time friend and the two women spent over four hours on the phone talking business. Later, the pair met for a long weekend in Manhattan after which Ann Merin became her business partner.

Since then, the two have been participating in several women's conferences and gearing up their production with a lot more "candy" accessories like jewels, pearls and fringe. They also added some new shoe styles like the "Perfect Pump," "Celebrity Sandal," and "Snappy Slide."

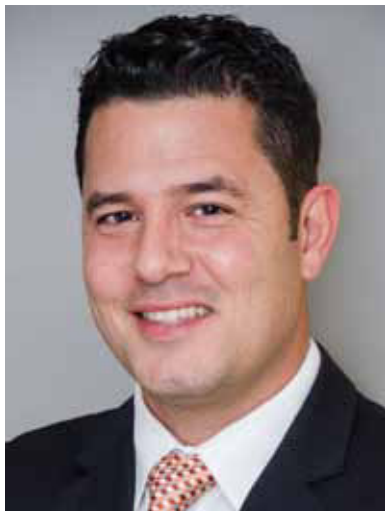
They sell direct via their website, and may end up in some retail stores. Their ultimate goal, though, may be turning the company into a direct selling operation. "Part of our mission is to empower women to start their own businesses," said Mac. "I got to the point where I hated commuting and being just a 'weekend mom'."

With encouragement from her husband, Steve, and her two sons Clancy, 16 and Liam, 15, Mac is looking ahead to a bright future for ShoeCandy by Kara Mac.

"I think women love the fact that they can create their own styles and have so many different looks without having to buy so many different shoes," she said. "Right now, the only difficult part is deciding on the 'candy!'"

**Houlihan Lawrence** recently announced the appointment of **Aaron Velez** as manager to its Yonkers office.

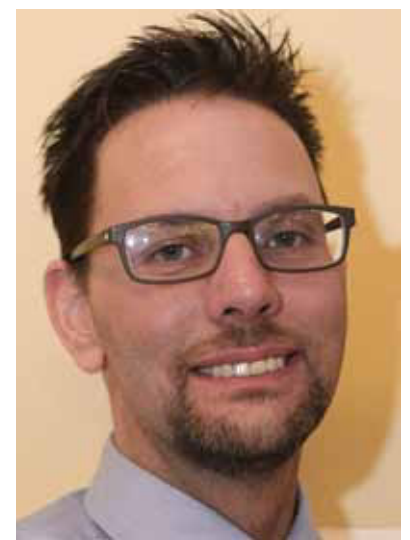
Velez joined Houlihan Lawrence as an agent in 2009. He was awarded a Westchester County Board of Realtors Award for Excellence in Sales for the years 2010-2013, and won the Westchester County Board of Realtors Rookie of the Year Award in 2010. He received a Bachelor's Degree from Lehman College and a Master's Degree from Columbia University.



Aaron Velez



Christine Piccone



David Butcher

**J Philip Real Estate** has introduced associate broker **Gloria Hernandez** as the branch manager of the firm's Pelham Market Center. Hernandez has been licensed for more than 15 years and has been with the company for two years.

Hernandez, a resident of Sleepy Hollow, holds a Masters from Purdue University, and possesses experience in clinical psychology and nutrition and is bilingual.

The Pelham market center is J Philip Real Estate's presence in the southern Westchester County market. It serves the Sound Shore to Yonkers, the Bronx, and all communities south of the I-287 corridor.



Gloria Hernandez



Jania Lindenberg



Freddy Vargas

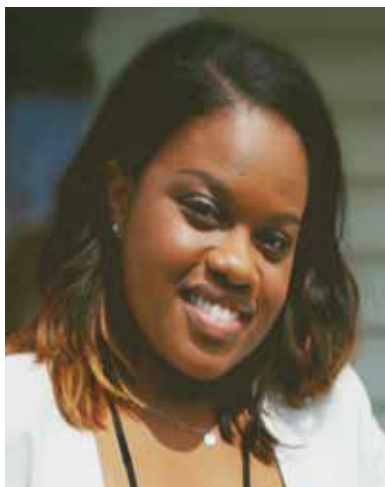
**J. Philip Real Estate** also announced it has hired six new agents to service the agency's growing client base. New agents to the firm include: **Christine Piccone**, who comes to J. Philip from Keller Williams after having spent most of her more than 15-year career at RE-MAX Classic. **Freddy Vargas**, a licensed agent for more than 12 years, made his move from Cafe Realty to the brokerage firm. **Grace Savoca** joins the firm from Coldwell Banker. **Jania Lindenberg** is a 10-year real estate veteran. She is resuming her successful career after a recent hiatus. **Kisha Riviezzo** is a newly licensed agent with a background in marketing, design, sales and customer service and **David Butcher**, also a recently licensed agent, brings more than 20 years of customer service experience to the firm, as well as committed involvement in his community of Mahopac.



Kisha Riviezzo



Lori Chapman



Emborah-Raven Thompson

**ERA Curasi Realty** recently announced the addition of **Lori Chapman** and **Emborah-Raven Thompson** to its team of real estate professionals serving consumers in the Mid-Hudson Valley region.

Chapman is a third generation Realtor who grew up in the real estate business, and began her own real estate career in 2012. She brings more than four years of real estate sales experience in the areas of residential, new construction, land, leasing, etc.

Thompson recently completed her licensing course and is a newly licensed real estate professional. In addition to attending a series of ERA Curasi Realty new agent training, she holds an Associate Degree in Liberal Arts and is currently working on her Bachelors in Literature at Purchase College.

**Realtor Angela Murphy** has won the **Green Team** Home Selling System Quarterly Sales Leader Award for the first quarter of 2016.

Murphy joined the Green Team, based in Warwick, one year ago and is off to a very fast start, the brokerage firm stated. Prior to becoming a real estate agent, Murphy, who graduated from Bergen Community College with an AAS degree in Dental Hygiene, was co-owner of Warwick Kickboxing.



Angela Murphy



To-Dao Casey

**To-Dao Casey** recently joined **William Raveis** as an Associate Real Estate Broker in the Scarsdale office.

A longtime Scarsdale resident, To-Dao is a graduate of the Scarsdale school system, as well as McGill University, Fordham Law School and New York University. She has a background in law and early childhood education and is fluent in Vietnamese, as well as conversant in French and Spanish.

## What Would You Say?

If one of your suburban clients asked you to sell a property in the Bronx, what would you say? Say yes!  
Earn referral income AND serve your loyal client's needs.

**Allison Jaffe, NYS Licensed Real Estate Broker**  
You have a reliable referral partner in the Bronx.  
718-874-2877 • 914-661-0340 • [ajaffe@keyrealestateny.com](mailto:ajaffe@keyrealestateny.com)



Allison Jaffe, Broker  
GRI, CBR, SRES

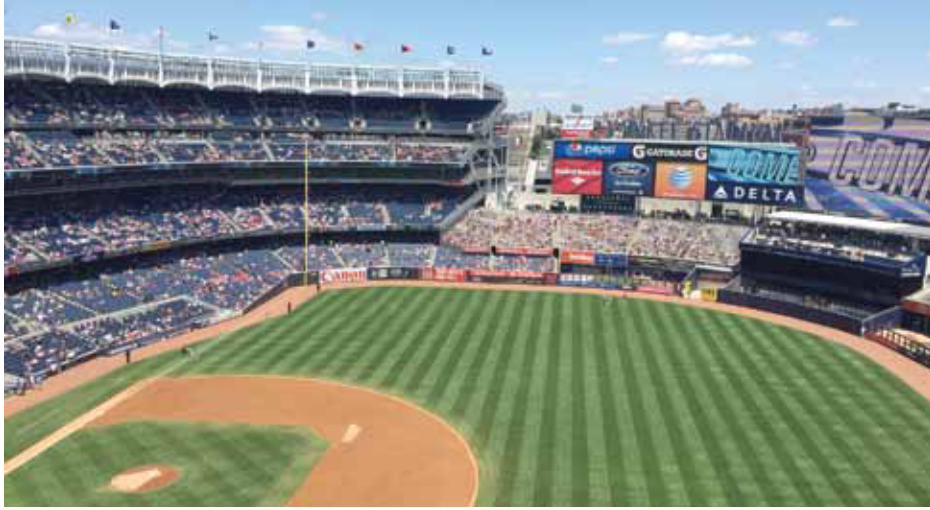




# HGAR

# JUNE 2016 UPDATE

## Time to Play Ball for RPAC!



Yankee Stadium

By Mary T. Prenon

NEW YORK CITY—It's known by some as: "The House that Ruth Built." For others, it simply goes by: "The Big Ball Orchard in the South Bronx."

As HGAR works towards its RPAC Goal for 2016, the RPAC Committee has planned an exciting "Day with the Yankees," at Yankee Stadium on Thursday, June 30. It all begins with a rooftop barbecue featuring hamburgers, hot dogs, salads, popcorn and soft drinks, followed by a 1 p.m. game with the Yankees vs. the Texas Rangers. The cost is \$125 per person.

Last year's event raised more than \$5,000 for RPAC, the Realtors Political Action Committee. RPAC protects Realtors and homeowners by lobbying for legislation such as the STAR program, mortgage interest deduction and other issues affecting the real estate industry.

From left, Derick King, NYSAR; Richard Haggerty, HGAR CEO; and Mike Kelly, NYSAR Political Affairs Representative.



Last year's rooftop BBQ at Yankee Stadium.

HGAR's 2016 goal, set by NYSAR, is \$144,787 from 3,278 contributors. Currently, HGAR is at 72% of its dollar goal and 63% of its member goal. For more information and registration, please visit [www.HGAR.com](http://www.HGAR.com).

## SPOTLIGHT ON

## The 'Greatest Gift of All'

By Mary T. Prenon

Brian Levine is a man of many talents. The Broker/Manager of Houlihan Lawrence's Irvington and Ardsley offices is also an attorney and has enjoyed successful careers as a college professor and owner of a touring entertainment production firm, rubbing elbows with the likes of rock legends Aerosmith, Guns N' Roses, and U2.

While he admits it was exciting, Levine always harbored a passion for real estate—even as a teenager. "I used to say that looking at the real estate listing magazines in the pizza shop as a teen was like crack to me. I couldn't get enough," he said. "I would grab them and read each one cover to cover—studying, analyzing, and imagining what they're like. My friends and family had old homes with great character. I studied different architectural styles in college. It all fascinated me so much!"

Levine decided to major in Communications at the S.I. Newhouse School of Communication at Syracuse University. While in school, he worked backstage at various musical events. Following graduation and armed with his B.S. degree, Levine set out to create his own company, providing skilled labor for local and international touring entertainment productions. He was a master rigger and stage manager for everything from small to major rock productions, as well as the Boston Symphony Orchestra, Tanglewood Summer Series and Stratton Mountain Summer Programs.

Later he returned to school, receiving a master's degree in Public Relations and Management Communications from Emerson College. From there, Levine served as an adjunct professor at Emerson, instructing un-



Brian Levine

dergraduates and graduates in communications, public speaking and debate. He went on to teach graduate students at Brandeis University and undergraduates at Framingham State University.

Levine's ultimate decision to combine his communication and advocacy skills brought him to New York City to St. John's University School of Law. "In teaching communications, I found a certain skill set with argumentation and debate," he explained. "I found that very appealing."

He eventually became a trial attorney in Manhattan, and later moved to Philadelphia, where he practiced in Pennsylvania and New Jersey. He is also licensed in Massachusetts.

While his law career flourished, Levine still reveled in thoughts of real

Continued on page 17

### 2016 HGAR RPAC HONOR ROLL

as recorded by NYSAR to June 2016

Thank you to the following Members who are leading the way in the 2016 RPAC campaign

#### Platinum R

Dorothy Botsoe, Dorothy Jensen Realty Inc., White Plains  
Nancy Kennedy, Houlihan Lawrence Inc. Croton-on-Hudson  
Paul Kennedy, Houlihan Lawrence Inc. Croton-on-Hudson

#### Golden R

Richard Haggerty, Hudson Gateway Association of Realtors, Inc

#### Crystal R

J.P. Endres, BHG Rand Realty, White Plains  
Katheryn DeClerck, BHG Rand Realty, Goshen  
Russ Woolley, Wright Bros Real Estate Inc. Nyack

#### Sterling R

Irene Amato, A.S.A.P. Mortgage Corp., Cortlandt Manor  
Nina G. Betancourt, North Country Sotheby's International Realty, Croton-on-Hudson  
Leah Caro, Bronxville Real Estate LLC, Bronxville  
Carol Christiansen, Café Realty, Mount Kisco  
Diane M. Cummins, Coldwell Banker Residential Brokerage, Bedford  
Ann Garti, Hudson Gateway Association of Realtors, Inc.  
Marcene Hedayati, William Raveis Legends Realty Group, Tarrytown  
Joseph Houlihan, Houlihan & O'Malley R. E. Serv, Bronxville  
Pamela Jones, Coldwell Banker Residential Brokerage, White Plains  
Drew Kessler, M & T Bank - Mortgage Corp, Fishkill  
Sander Koudjis, Great American Title Agency, White Plains  
Barry Kramer, Westchester Choice Realty, Scarsdale  
John Lease III, John J. Lease Realtors Inc., Newburgh  
Clayton Livingston, Coldwell Banker Res Brokerage, Croton-on-Hudson  
Stephen Meyers, Houlihan Lawrence Inc., Rye Brook  
David Moore, PrimeLending, Newburgh  
Rosemarie A. Pelatti, Keller Williams Hudson Valley Realty, New City  
Marsha Rand, BHG Rand Realty, New City  
WCR, Empire Chapter  
Alan Yassky, Rockland Realty Commercial Real Estate Services LLC, Nanuet

#### President's Club

Lazer Milstein, Realty Teams Corp, Pamon

#### Capitol Club

Laurie DiFrancesco, BHG Rand Realty, Suffern  
Eric T. Lebenson, Café Realty, Mt. Kisco  
Eydie Lopez, Wright Bros Real Estate Inc., Nyack  
Cynthia Lippolis, Berkshire Hathaway HomeServices River Towns Real Estate, Croton  
Veronica Meola, Berkshire Hathaway HomeServices, Eastchester  
Chris Scibelli, Keller Williams Realty, Highland Mills  
Maryann Tercasio, BHG Rand Realty Central Valley  
Renee Zurlo, BHG Rand Realty, Central Valley

Continued on page 12

# BOARDROOM REPORT

Please welcome the following new members to your area:

## Designated Realtor

\*Erqjan Na  
Isunny Realty LLC  
35 Page Ave.  
Yonkers, Ne 10704  
917-580-2356

Delroy Smith  
New Middleton Realty Inc.  
34 E. 1st St.  
Mount Vernon, NY 10550  
914-840-9648

Lenworth L. Williams  
Darliston Realty  
10 Fiske Pl., Ste. 417  
Mount Vernon, NY 10550  
914-667-5979

Jason Hallinan  
51 Maple Ave.  
Patterson, NY 12563  
845-319-6063

Kerrick A. Agee  
Realized Capital LLC  
74 West Orchard Rd  
Chappaqua, NY 10514  
914-705-2275

Maxim A. Kogan  
Real Easy, LLC  
24 Pondview Lane  
New Rochelle, NY 10804  
212-300-6822

Maurice Owen-Michaane  
Capital Realty NY LLC  
175 Huguenot St., Ste 200  
New Rochelle, NY 10801  
917-842-5552

\*\*Samuel Rivers  
Deutsche Gramatan Vanderbilt  
30 Rockledge Ave.  
Mount Vernon, NY 10550  
914-407-4489

Thomas E. Scott  
Madison Allied LLC  
411 Theodore Fremd Ave.  
Rye, NY 10580  
917-885-1161

## Affiliate

Fortune S. Macri  
Meenan Security Services  
475 Commerce St.  
Hawthorne, NY 10532  
914-327-1274

Cheryl Cohen  
Luxury Mortgage Corp.  
399 Knollwood Rd., Ste. 304  
White Plains, NY 10603  
914-298-3200

Valentina Dedvukaj  
Furnished Quarters  
25 Bank St., Ste. 201D  
White Plains, NY 10606  
914-848-7431

Michael E. Muldoon  
KeyBank  
738 Route 9  
Fishkill, NY 12524  
845-208-6036

Marvin Levine  
KeyBank  
738 Route 9  
Fishkill, NY 12524  
845-208-6036

Terri Bohannon  
RE/MAX New York  
5075 S. Syracuse St.  
Denver, CO 80237  
303-796-3656

Sandy Jamison  
RE/MAX New York  
5075 S. Syracuse St.  
Denver, CO 80237  
303-796-3656

Sam Dugan  
Granite RE Tax Consultants LLC  
331 Manville Rd., Ste. 105  
Pleasantville, NY 10570  
914-747-8999

Erik Wilhelmsson  
Digital Market Designs  
170 Hamiton Ave.  
White Plains, NY 10601  
914-600-7777

David Ruzov  
Granite RE Tax Consultants LLC  
331 Manville Rd., Ste. 105  
Pleasantville, NY 10570  
914-747-8999

## Realtor

Sheryl M. Abelson  
Coldwell Banker Res. Brokerage, White Plains

Uzziel G. Abrigo  
Weichert Realtors, Larchmont

Imran Ali  
CS Realty Relocation Services, Inc.

Victor Angelillo  
Lofra Homes Realty

Fareeda Azmat  
River Edge Properties

Brett Baimel  
KRS Realty LLC

Linda D. Bander  
Keller Williams NY Realty, White Plains

Natalie J. Barabash  
William Raveis Legends Realty Group, Briarcliff

Anna Bargielski  
Mary Jane Pastor Realty, Inc.

Michael Barton  
Exit Realty Power

Aaron Batelic  
Century 21 VJF Realty

Joseph A. Becchinelli  
BHG Rand Realty, Suffern

Frank Bellantoni  
Keller Williams NY Realty, White Plains

Andrew E. Beswick  
Comfort Homes & Property Management LLC

Desmond S. Blaize  
John J Lease Realtors, Newburgh

Terence R. Bludeau  
Douglas Elliman Real Estate, Scarsdale

David Bodie  
Exit Realty Power

Terri Bohannon  
RE/MAX New York

Kira Buetti  
Coldwell Banker Res. Brokerage, Katonah

Lidia Bury  
World Homes Realty

Timothy Butler  
RE/MAX Benchmark Realty Group, New Windsor

Yolanda Cahill  
Weichert Realtors, Monroe

Guido T. Carpenito  
Dartay Realty

Yasmin Carrasco  
Global Property Systems Real Estate LLC

Kristine M. Carros  
Frank G Riess Appraisals Inc

Frank Ceresa  
BHG Rand Realty, Central Valley

Patricia H. Cibulka  
Coldwell Banker Res. Brokerage, Croton

Cheryl Cohen  
Luxury Mortgage Corp.

Dayna Cohen  
Coldwell Banker Res. Brokerage, White Plains

Glenn R. Cotler  
Joyce Realty Corp.

Jonathan C. Cross  
Imagine Properties

Emilio Cruz Jr.  
Realty Guild LLC

Clorinda Cucurullo  
ERA Insite Realty Services, Thornwood

Elizabeth Damiano  
Houlihan Lawrence Inc., White Plains

Philip DeAngelis  
Westchester Choice Realty, Inc., Scarsdale

Juan DeBushea  
Exit Realty Search

Frank Demaio  
Premier Realty Boutique, LLC

Georgia DuFresne  
Keller Williams Hudson Valley Realty, New City

Ardit Duhanaaj  
Keller Williams Realty Partners, Bedford Village

Orjana Evangelidis  
Silversons Realty, LLC

Omar Fernandez  
Coldwell Banker Res. Brokerage, Larchmont

Brendon Fitzgerald  
J. Philip Real Estate, LLC., Briarcliff Manor

William P. Fleischhauer  
Café Realty

Anne Fuentas  
Keller Williams Realty NYC Group, Bronx

Frank Geiger  
Ginnel Real Estate

Kim E. Gershuny  
Houlihan Lawrence Inc., Somers

Michelle Getty  
Absolute Real Estate of NY Inc

Kaitlyn Gilbert  
Keller Williams NY Realty, White Plains

Richard P. Goldsmith  
Rand Commercial, White Plains

Maria Goodrich  
Century 21 E & M Williams Realty

Lisa Green  
Wright Bros Real Estate Inc., Nyack

Nancy L Green  
J. Philip Real Estate, LLC., Briarcliff Manor

Patricia Greenhaw  
Platinum Drive Realty, Inc., Scarsdale

Michael Haas  
Keller Williams Hudson Valley Realty, New City

Belynda Hardin  
Link NY Realty

Shannon Hargrove  
Weichert Realtors, Suffern

Walter G. Heitner  
William Raveis-New York LLC, Katonah

Natasha Hibbert  
NY Future Homes Realty Co.

Nancy P. Ho  
Redfin Real Estate

William Hoag  
BHG Rand Realty, New City

Melissa Holtz  
World Homes Realty

Lauren Ippoliti  
Kane & Associates

Michael Izzo  
Coldwell Banker Res. Brokerage, White Plains

Christopher Jackson  
Keller Williams Hudson Valley Untd, Middletown

Wilbert O. James  
ARA 1 Realty Group, LLC

Kenneth R. Jamieson  
Keller Williams Hudson Valley Untd, Middletown

Sandy Jamison  
RE/MAX New York

Georgette Joseph  
Keller Williams Realty NYC Group, Bronx

Tonya Kendall  
Keller Williams Hudson Valley Untd, Middletown

Kristene Kershaw  
Borrani Realty Corporation

Frank A. Kirwin Jr  
Wright Bros Real Estate Inc., Nyack

Jason Koperniak  
Douglas Elliman Real Estate, Bedford

Lisa Kutka  
Keller Williams Realty Partners, Yorktown Heights

Kellie LaKamp  
Renwick Sotheby's International Realty

Michael Lane Jr  
Keller Williams NY Realty, White Plains

Kelly A. Lapadula  
Houlihan Lawrence Inc., White Plains

Florence D. Larsen  
Frank G Riess Appraisals Inc

Erica Lawless  
Keller Williams Realty NYC Group, Bronx

Cathy Lempert  
Douglas Elliman Real Estate, Scarsdale

Rajon Lewis  
Exit Realty Search

Ronald D. Lindridge  
Keller Williams Hudson Valley Untd, Rock Hill

Lorena Lombardi  
Coldwell Banker Res. Brokerage, Briarcliff Manor

Antonio Lucia  
Nortrud Wolf Spero

Tina M. Lynch  
Webb Development Services Corp

Deborah Manners  
Weichert Realtors, Nanuet

David Martin  
Exit Realty Group

Marisol Maya  
Houlihan Lawrence Inc., White Plains

Michael McGuire  
Austin McGuire Company

Njeri McKenzie  
Besmatch Real Estate

Brenda M. McMillan  
Houlihan Lawrence Inc., Larchmont

Michael J. Merrill  
Keller Williams Realty NYC Group, Bronx

Ronald Midilli  
Café Realty

Monique L. Miner  
Keller Williams Hudson Valley Untd, Middletown

Marcia Morgan  
Century 21 Schneider Realty

Edwin Munoz  
Keller Williams NY Realty, White Plains

Jay I. Nadler  
EP Sotheby's Realty

Deborah J. Negron  
Frank Tangredi Realty Company

Helen Nelsen  
Coldwell Banker Village Green, Goshen

Marcie Nolletti  
Vincent & Whittemore Real Estate

Louis Obioha  
Lofra Homes Realty

Gabriel Ocasio-Cortez  
Stetson Real Estate

Ryan Orso  
BHG Rand Realty, Goshen

Tina Park  
Houlihan Lawrence Inc., White Plains

Giancarlo Pecora  
Houlihan Lawrence Inc., Bedford

Kristy Petrowsky  
Keller Williams Hudson Valley Untd, Rock Hill

Florence Pierre  
Keller Williams Hudson Valley, New City

Renee Pritchard  
Keller Williams NY Realty, White Plains

Angela Proscia  
Keller Williams Realty Partners, Yorktown Heights

Trina Purse  
Coldwell Banker Signature Properties

David Riess  
Coldwell Banker Res. Brokerage, Yorktown Heights

Kisha J. Riviezzo  
J. Philip Real Estate, LLC., Briarcliff Manor

Michelle Rushing  
John J Lease Realtors Inc., Middletown

Tatierra Russell  
Integrity Business Solutions, Inc.

Hermina Sahmanovic  
Keller Williams Hudson Valley Realty, New City

Eliezel Sanchez  
ERA Tucker Associates, Inc.

Greg Schaefer  
Keller Williams Realty NYC Group, Bronx

Samuel Schroedel  
William Raveis Legends Realty Group, Tarrytown

Erika Scibelli  
Keller Williams Realty

Bernard Scott  
Greater Metro Realty Group, LLC

Alex Selimaj  
Exit Realty Group

Vanessa Soto  
Keller Williams Realty Group, Scarsdale

Kristina M. Storm  
Houlihan Lawrence Inc., Rye

Philip Taylor  
Keller Williams Hudson Valley Realty, New City

Bruno Teixeira  
Keller Williams NY Realty, White Plains

Lara B. Tersigni  
Houlihan Lawrence Inc., Brewster

Emborah-Raven Thompson  
ERA Curasi Realty, Montgomery

Dubrasca Tovar  
Global Property Systems Real Estate LLC

Jeffery Tuccillo  
Henry Djonbalaj Real Estate

Alkis Valentin  
Blast Realty LLC

Charles H. Velazquez  
Fleetwood Realty

Bryamz Villanueva  
Keller Williams NY Realty, White Plains

Randy Walters  
Keller Williams Realty NYC Group, Bronx

David Wang  
Broker by Owner, LLC

Huan Wang  
William Raveis Real Estate, Ridgefield

Teresa M. Webb  
Keller Williams Realty NYC Group

Stacy Weissman Miller  
William Raveis Real Estate, Scarsdale

Nicholas I. Winiarski  
RE/MAX In The City

Dina Wolleben  
Imagine Properties

Stacy A. Young  
William Raveis Real Estate, Greenwich

*\*Indicates individual holds current membership and is opening up as a new firm as Broker/Owner.*

*\*\*Indicates individual will hold Secondary Membership.*

## 2016 HGAR RPAC HONOR ROLL

Continued from page 11

### 99 Club new this month

Janet Brand, Houlihan Lawrence Inc. Briarcliff Manor, Randall Calano, Keller Williams Realty Partners, Yorktown Heights, Patricia Cassese, Berkshire Hathaway HS West. Pr, Scarsdale. Michael Criscuolo, Houlihan Lawrence Inc. Irvington, Nancy Curasi, ERA Curasi Realty Montgomery, Kevin Dwyer, Dwyer Agency, Mahopac J. Philip Faranda, J. Philip Real Estate, LLC., Briarcliff Manor. Gail Fattizzi, Westchester Real Estate, Inc. Eastchester, Jeffrey Farnell, John J Lease REALTORS Inc. Newburgh, Ronald Garafalo, BHG Rand Realty, Pine Bush, Patricia Holmes, Julia B. Fee Sotheby's International Realty, Rye, Carol Kope, Dorothy Jensen Realty, Inc. White Plains, Gary Leogrande, Keller Williams NY Realty, White Plains, Kathleen Mangan, Stiefvater Real Estate, Pelham, Gregory Miller, Keller Williams Hudson Valley, New City Josef Muller, Westchester Choice Realty, Inc. Scarsdale, Patricia Palumbo, Houlihan Lawrence Inc. Somers, Kathy Piergiorgi, BHG Rand Realty, Goshen, Peggy Shea, Keller Williams NY Realty, White Plains, Cary Sleeper, Julia B. Fee, Sotheby's International Realty, Larchmont, Claudia Vaccaro, BHG Rand Realty, Warwick, Karen Willman, Houlihan Lawrence Inc. Brewster

Recap of Contributions Year to Date\*\*  
**TOTAL: \$104,020 from 2,071 contributors**  
Goal: \$144,787 from 3,278 contributors  
% of dollar goal: 72%  
% of member goal: 63%



WHITE PLAINS, GOSHEN,  
WEST NYACK, PUTNAM

JULY 2016 FEATURED CLASSES

White Plains



TUES JULY, 12, 2016 9:00 AM – 12:15 PM  
IN PERSON CLASS | CREDITS: 3 CE  
INSTRUCTOR | FRANK DELL'ACCIO, JR.

Flood Insurance: What You Must Know

- Member Price: \$35
- Class Express: \$25
- Non-Member Price: \$50

Additional Classes:

- 7/7- Realtor Roulette: Don't Gamble with Your License + Fair Housing with Roseann Farrow
- 7/12- Matrix 1: Introduction to Matrix with Kristine DiFrancesco
- 7/20- Matrix 2: The Next Step into Matrix with Kristine DiFrancesco
- 7/20- Matrix 2: The Next Step into Matrix (NO CE)
- 7/20- Mortgage Updates with Irene Amato
- 7/21- NAR Mandated Ethics with Don Cummins, III
- 7/21- NAR Mandated Ethics (NO CE) with Don Cummins, III
- 7/27-Building Your R.E. Practice in the New Norm with Don Scanlon
- 7/28- Matrix 3: Matrix to the Max with Kristine DiFrancesco
- 7/28- Matrix 3: Matrix to the Max (NO CE)

West Nyack



THURS JULY, 21, 2016 6:00 PM – 9:15 PM  
IN PERSON CLASS | CREDITS: 3 CE  
INSTRUCTOR | SHARON TUCKER

FSBO'S

- Member Price: \$35
- Class Express: \$25
- Non-Member Price: \$50

Additional Classes:

- 7/12-Flood Insurance: What You Must Know with Frank Dell'Accio, Jr
- 7/14- After Hours Program Starts Includes:
- 7/14- Commercial Property Manager with Scott Shedler
- 7/19- NAR Mandated Ethics with Adam DiFrancesco, GRI
- 7/19- NAR Mandated Ethics (NO CE) with Adam DiFrancesco, GRI
- 7/21- FSBO's with Sharon Tucker
- 7/26- Realtor Safety- Safety First in NY/NJ with Laurie DiFrancesco
- 7/28- RPR-Using RPR to Better Serve Buyers & Sellers with Data Analysis with Sharon Tucker
- 8/2- Seven Deadly Sins in R.E. with Roberta Bangs
- 8/4- Agency Update with Laurie DiFrancesco
- 8/9- Fair Housing with Adam DiFrancesco, GRI

(Registration for individual classes are available.)

Goshen



MON JULY 11, 2016 11:00 AM - 2:30 PM  
IN PERSON CLASS | CREDITS: 3 CE  
INSTRUCTOR | CAROL MCCANN

Lunch & Learn Short Sale Solutions

- Member Price: \$35
- Class Express: \$25
- Non-Member Price: \$50

Additional Classes:

- 7/5- Matrix 1: Introduction to Matrix with Kristine DiFrancesco
- 7/5-Realtor Safety- Safety First in NY/NJ with Laurie DiFrancesco
- 7/6- Compliance Day with Carol McCann
- 7/6- Fair Housing with Carole McCann
- 7/6- NAR Ethics Compliance with Carole McCann
- 7/6- NAR Ethics Compliance (NO CE) with Carole McCann
- 7/12-Seven Deadly Sins in R.E. with Roberta Bangs
- 7/13- Flood Insurance: What You Must Know with Frank Dell'Accio
- 7/14- Matrix 2: The Next Step into Matrix with Kristine DiFrancesco
- 7/14- Matrix 2: The Next Step (NO CE)
- 7/14-Fair Housing with Carole McCann
- 7/18- (NYSAR) – (SRES) Seniors R.E. Specialist (7/18 & 7/19) with Roseann Farrow
- 7/25- Matrix 3: Matrix to the Max with Kristine DiFrancesco
- 7/25- Matrix 3: Matrix to the Max (NO CE)

For details and registration go to [WWW.HGAR.Com](http://WWW.HGAR.Com)

CALENDAR

JUNE

- Monday, 20**  
New Member Orientation  
10:00 a.m. – 1:45 p.m.  
White Plains
- Tuesday, 21**  
YPN Breakfast Meeting:  
Co-ops & Condos –  
“Myths and Myth-Information”  
9:30 a.m. – 10:30 a.m.  
White Plains
- Thursday, 23**  
CID Meeting – Putnam County  
Putnam County Golf Club  
8:00 a.m. – 10:00 a.m.

- Friday, 24**  
Member Experience Committee  
11:00 a.m. – 12:00 p.m.  
White Plains
- Tuesday, 28**  
HG Realtor Foundation Pub Night  
5:30 p.m. – 7:30 p.m.  
202 Steakhouse, Yorktown Heights
- Wednesday, 29**  
HGMLS Board of Directors Meeting  
10:00 a.m. – 12:00 p.m.  
White Plains
- Thursday, 30**  
A Day with the Yankees (RPAC Fund-raiser)  
11:00 am – 5:00 pm  
Yankee Stadium

JULY

- Monday, 4**  
Independence Day Holiday  
HGAR Offices Closed
- Wednesday, 13 – 15**  
NYSAR AE Seminar
- Monday, 18**  
HGAR Ribbon Cutting/100th  
Anniversary Celebration  
3:00 p.m. – 6:00 p.m.  
HGAR White Plains
- Tuesday, 19th**  
WCR Appreciation Cocktail Party  
5:00 p.m. – 7:00 p.m.  
Bull and Bear Brewery, Brewster, NY

- Wednesday, 20th**  
Education Council Meeting  
10:00 a.m. – 11:30 a.m.  
White Plains.
- Friday, 29**  
Member Experience Committee  
11:00 a.m. – 12:00 p.m.  
White Plains



# Realtors, Builders Say Supreme Court Ruling Is a Major Victory for Real Estate Industry

By Philip Weiden

June 1st brought good news from the Supreme Court. In *U.S. Army Corp. of Engineers vs. Hawkes Co. Inc.* a case in which NAR joined as a party to an amicus brief, the court issued its opinion and upheld a property owner's right to appeal in court an Army Corps of Engineers determination that the owner's property contains federally regulated "waters of the United States."

As has been previously noted, NAR supports using appropriate scientific criteria to identify regulated areas, keeping the focus on preserving high value wetlands; requiring that local officials and affected property owners be notified about the presence of wetlands; and using wetlands mitigation banking. NAR and others supported past Supreme Court decisions to reject federal agency attempts to assert jurisdiction beyond navigable waters, to all waters, based on theories like the presence of migratory birds. The decision is a victory and should help as the process of fixing the waters of the U.S. rules continues.

Attempts have been made to prohibit this rule by Congress, but the administration has threatened to veto it and the Congress has not been able to come up with the two-thirds majority needed to override a Presidential veto. *Politico* reports, "the ruling allows businesses to challenge the federal government's decisions on which wetlands and streams it can regulate." The entire idea has been an attack on private property rights.

In the decision, Supreme Court Justice Anthony Kennedy, who is typically a swing vote on the court, cast major doubts on whether the rule is constitutional and seems to feel that it is a violation of private property rights. Under the rule anyone who may have a stream or a small pond on their property could have trouble selling that property or doing what they wish with that property because the EPA could come in and rule that it is a threat to the environment. On top of the EPA, New York State also has the strongest environmental land use regulations. Additional EPA regulations in New York would only cause confusion for property owners to deal with. This can go hand in hand with environmental regulations that Albany would like to force on to Realtors and which I will cover in future columns.

NAR President Tom Salomone said in reaction to the court decision, "Landowners shouldn't have to go through a costly and burdensome appeals process simply to protect their property rights. The Supreme Court's Hawkes decision will help ensure that landowners have additional protections when their rights are encroached upon by 'jurisdictional determinations' from the Army Corps of Engineers. NAR joined with industry partners in calling for those protections, and we're pleased that the court unanimously decided in our favor."

National Association of Home Builders' Chairman Ed Brady said in a state-



ment, "NAHB commends the Supreme Court for its unanimous decision in this case regarding whether property owners have the right to challenge the U.S. Army Corps of Engineers in court after it has issued a jurisdictional determination. This common sense ruling represents a clear victory for property owners to assert their rights if they disagree with an arbitrary edict by the federal government."

U.S. Congressman Sean Patrick Ma-

loney has been in support of getting rid of the rule as have most of the majority party in Congress, but we must work to convince more members of Congress that this can hurt property values and stifle transactions in their respective states and districts. Stay tuned for updates as this issue continues to move forward.

*Legislative Affairs columnist Philip Weiden is the Government Affairs Director for the Hudson Gateway Association of Realtors.*

## HGAR Lobbies State Lawmakers On Key Issues; Wins Victory in Thwarting Transfer Tax Increase

Continued from page 1

after NYSAR and HGAR issued a Call to Action on June 13 for Realtors to contact lawmakers on the proposed bill. NYSAR reported that the full State Senate approved the measure.

On Tuesday, June 14th, NYSAR reported that the Realtor supported NY First Home bill (A.4427-B/S.7903) passed unanimously in the Senate Finance Committee. Later, the full New York State Senate passed the bill by a 61-0 vote.

On the local political front, HGAR successfully lobbied the Yonkers City Council to reject a proposal by Yonkers Mayor Mike Spano to double its transfer tax from 1.5% to 3%. Leah Caro, Broker/Owner of Bronxville Real Estate, told *Real Estate In-Depth* the increase in the transfer tax in Yonkers would have devastated the residential sales market in Yonkers.

### Lobby Day in Albany

HGAR President Marcene Hedayati, Caro and Legislative Committee Chair John Lease III led the HGAR delegation at Lobby Day Albany. Also providing support for the delegation were HGAR CEO Richard Haggerty, HGAR COO Ann Garti and HGAR Director of Government Affairs Philip Weiden.

The lobbying effort was part of the New York State Association of Realtors' Annual Lobby Day. This year's event drew the largest number of Realtors from associations across New York State in the history of the Lobby Day program.

HGAR met with a number of state lawmakers in a meeting room in the Capitol Building Room in the Senate Office Building and then visited all members of the Hudson Valley state delegation to discuss HGAR's legislative priorities individually or with their staff.

Among HGAR's chief legislative priorities include: support for the NY First Home proposal that would establish a first-time home buyer savings account; opposition to any mortgage recording and transfer tax proposals; support for an increase to the threshold of the Mansion Tax; support for proposals that would foster transparency and disclosure in the cooperative housing purchase process and support for vested rights for property owners.

HGAR's legislative priorities also include: opposition to legislation that would add "Source of Income" as a protected class; opposition to expanded agricultural disclosure notice requirements; support for reform of the Scaffold Law and opposition to any legislation that would require disclosure of the availability of certain sex offender

information upon the sale or lease of a property. HGAR noted that it supports disclosing sex offender information, but opposes the legal liability created by any such disclosure requirements.

During its presentation to some state lawmakers and staff at the Capitol Building Room, which included State Assemblywoman Shelley Mayer of Yonkers, HGAR officials stressed its opposition to the proposed transfer tax now before the Yonkers City Council.

### Yonkers Transfer Tax Hike

The transfer tax proposal, part of Yonkers Mayor Spano's proposed 2016-2017 budget, would have increased the transfer tax by \$7,500 on the purchase of a \$500,000 house in Yonkers.

On June 9, the Yonkers City Council by a slim 4-3 vote adopted the \$1.12-billion budget that did not include the transfer tax increase. Instead, the council decided to raise the property tax as a means to balance the budget. The tax rate per thousand dollars of assessed value in Yonkers increases by 4.2%. A typical one-to-three family home at the median assessed value of \$11,300 will see their annual property tax bill increase by \$337, or \$28 per month, city officials stated.

A spokesperson for Mayor Spano said that the mayor was not likely to veto the City Council-passed budget. Mayor Spano in reaction to the council's budget vote, stated, "I proposed a budget that stayed under the tax cap because I believe property taxes are too high, and I proposed an alternative that would have avoided a broad-based tax increase. But the council has now spoken, and I respect their reasoning. Consequently, I pledge to make the council's revised budget work, and I promise to continue the progress we made the last five years by proposing greater efficiencies and savings for our residents."

Caro said that the transfer tax increase would have "stolen the fragile equity" Yonkers homeowners have struggled to amass since the end of the Great Recession. She added that the transfer tax would have been especially harmful to seniors and would have resulted in more short sales, some property owners deciding to either not put their homes on the market or take their homes off the market entirely.

She added that while Realtors understand the complexities in formulating and approving a municipal budget, the hike in the transfer tax in Yonkers would have crippled the residential market in Yonkers and adversely impacted the many other industries and trades that rely on a healthy housing market.



Access **NYSAR.com** 24/7

**NYSAR.com is your ultimate industry resource offering 24/7 access (from any device) to:**

The latest real estate and industry news

Market data and insights

Videos, podcasts, webinars and infographics

**nysar**  
Your home for success.

Legal resources and legislative updates

Professional development opportunities

Member Perk discounts and special offers

**Login to NYSAR.com today!**

Connect with us:



# BOMA Honors Keystone Property Group For Upgrades at Westchester Properties

TARRYTOWN—In recognition of its role in the economic growth of Westchester County, Keystone Property Group has been recognized with the Building Owners and Managers Association (BOMA) of Westchester County’s prestigious “Hall of Honor” award.

Bestowed during the organization’s May 21 gala awards dinner in Tarrytown’s Abigail Kirsch at Tappan Hill, the award was accepted by Keystone Senior Vice President Richard S. Gottlieb.

Specifically, Keystone was recognized for its enhancement of a five-building portfolio of properties located at 555, 565 and 570 Taxter Road in Elmsford, and 200 and 220 White Plains Road in Tarrytown. After leading the joint-venture partnership that acquired the properties from Mack-Cali in 2014, Keystone has completed a wide range of large-scale upgrades to the 600,000 square feet of office space, transforming the buildings into premier headquarters-quality properties that are positioned to drive the commercial success of Westchester businesses, BOMA stated.

“We’re very bullish on the Westchester business landscape, and it’s because

of this strong confidence that we made such a significant capital commitment to the community,” said Gottlieb. “With the buildings’ location near the nexus of several major roadways, they are easily accessible to workers commuting from across the tri-state region. The new Tappan Zee Bridge will further enhance the area’s great access, and we’re confident that our available office spaces and prime building signage overlooking the well-trafficked I-287 will attract leading, discerning tenants that will further contribute to the continued growth of the Westchester economy.”

Keystone’s capital improvements program included the modernization of exercise centers, including upgrading locker rooms and shower areas and adding state-of-the-art professional fitness equipment; common area, restroom and lobby renovations; installation of key building components, including new HVAC chillers and roofs; elevator modernization; and significant enhancements to landscaping and parking lots. Keystone’s repositioning campaign also included power washing the buildings, installing LED lighting in public garages,



From left, BOMA President William Bassett, Keystone Property Group SVP Richard S. Gottlieb and BOMA Former President and Emcee Anthony Lifrieri.

## Simone Announces Five New Leases At Boyce Thompson Center in Yonkers

YONKERS—Simone Development Companies reported recently the signing of five new leases totaling approximately 10,800 square feet of medical, restaurant and retail space at the Boyce Thompson Center, a new 85,000-square-foot mixed-use center under construction in Yonkers.

Gastroenterology of Westchester LLC and Juvanni MedSpa & Anti-Aging Center and Primary Medical Care have signed leases of 4,812 square feet and 1,840 square feet, respectively. Taco Project Yonkers, an award-winning restaurant, signed a lease for 1,470 square feet; Tompkins Mahopac Bank has leased 1,670 for a new branch location, and PLUSH Blow Dry Bar salon is leasing 972 square feet.

With the signing of the five leases, approximately 35% of the Boyce Thompson Center is leased. Late last year, Fortina, an Italian restaurant, signed a lease for 5,587 square feet on the main level of the building. St. John’s Riverside Hospital is leasing the entire two-level 15,000-square-foot freestanding building at the center for medical offices.

“We are very pleased at the level of leasing activity we are seeing at the Boyce Thompson Center. This unique and innovative project is attracting a wide range of tenants including medical practices, restaurants and retail. We look forward to our opening this fall,” said Joseph Simone, president of Simone Development Companies.

Located off Executive Boulevard in Northeast Yonkers, the Boyce Thompson Center is a mixed-use development featuring Class A office space for businesses and medical practices, retail stores, banking and restaurants.

The historic Boyce Thompson building, which was built in the early 1900s, is being restored to its original character. In addition to the freestanding building to be occupied by St. John’s Riverside Hospital, a new building will be connected to the original building creating a total of 70,000 square feet of space. The center will also include outdoor site amenities, such as areas for seating, eating and learning.

## Orange County Partnership Honors Wallkill as its Most Valuable Partner



The Orange County Partnership honored The Town of Wallkill and its Supervisor Dan Depew as its 2016 Most Valuable Partner at a breakfast held at Villa Penzia in Middletown on June 2 that was attended by approximately 400 people. The town was honored for its creation of the “Medical Mile” along East Main Street and Crystal Run Road, as well as the attraction of cutting edge high tech manufacturing companies. From left, Orange County Executive Steve Neuhaus, honoree Town of Wallkill Supervisor Dan Depew, Orange County Partnership Chairman Dominic Cordisco and OCP President and CEO Maureen Halahan.

and providing lobbies with new electronic directories.

“When we entered the Westchester market, we were committed to utilizing our background in creating collaborative, amenity-filled office properties to raise the bar of excellence in the region,” said Keystone Vice President of Development and Leasing Thomas J. Sklow. “This honor signifies that our value-add campaign has gained the approval of the region’s broader business community, which is gratifying to us and also portends well for the future of the office environment in Westchester County.”

Keystone’s future capital improvements for the property will include upgrades to existing on-site cafeterias; the creation of various new amenities, including a new 40-person training center and conference rooms; and additional significant renovations to common areas, lobbies and restrooms.

Keystone Property Group is a real estate investor and developer, with offices located in Conshohocken, PA, Miami, FL, and New York City. Keystone also sponsors and manages a series of opportunistic real estate investment funds.

## Trustco Bank Mortgages

### Making Home Ownership a Reality

- ✘ No Points, No Broker Fees
- ✘ No Borrower Paid PMI<sup>1</sup>
- ✘ Low Closing Costs
- ✘ Friendly, Local Service

Come into any of our Hudson Valley locations and deal with one of our friendly Branch Managers, who are also Loan Originators!

**TRUSTCO BANK**  
Your Home Town Bank  
www.TrustcoBank.com

Member FDIC

\*PMI - Private Mortgage Insurance. Lender paid Private Mortgage Insurance on loans 89.5% Loan-to-value and over. Please note: We reserve the right to alter or withdraw these products or certain features thereof without prior notification. NMLS #474376



# 2016 Special Supplement Schedule

- JULY**      **Hudson Valley Real Estate Report**

---

- AUG.**      **Hudson Valley Supplement**

---

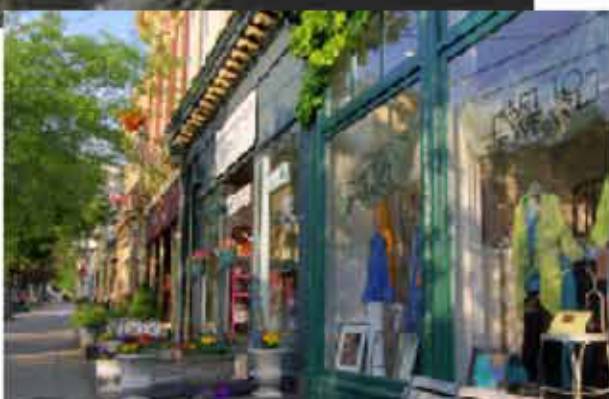
- SEPT.**      **Orange County Supplement**

---

- OCT.**      **Putnam County Supplement +  
Hudson Valley Real Estate Report**

---

- NOV.**      **Rockland County Supplement**





# Finding Alternative Software, Windows 10 Upgrade Expiration And Twitter Tips

Periodically, popular software programs, phone apps, and web apps are discontinued for some reason. When this happens you'll typically find yourself in the position of having to find a suitable alternative to them. At other times, you may just want to find a free or less expensive software option to replace an expensive one you may be using. Regardless, I encourage you to familiarize yourself with the AlternativeTo.net website.

If you take the time to do so, there's a good chance that you will discover some interesting alternative software products to those you are currently using, or have been thinking about getting. Want to find alternatives to Adobe Photoshop, Adobe Photoshop Lightroom, Microsoft Office, Adobe Acrobat, Dropbox, etc.? If so, just visit the AlternativeTo.net website, enter the name of the product that you want to find alternatives to into the search box (that's on the site's home page), and then click the "FIND APPS" button. That's all there is to it! With a little luck, after clicking the "FIND APPS" button you'll be presented with a list of alternative apps to check out. To start your search for some alter-

native apps, please visit...

[www.alternativeto.net](http://www.alternativeto.net)

## Time Running Out On Windows 10 Upgrade

If your computer qualifies for the free Windows 10 upgrade, it's time for you to start planning to make the upgrade. Why? Because the free upgrade offer is currently set to expire near the end of July of this year. If your computer qualifies for the Windows 10 upgrade, and you want to eventually upgrade, but you just don't want to do it before the free upgrade period ends, a workaround is available! The workaround is that you can perform the Windows 10 upgrade (to secure your "digital entitlement" for the free upgrade) and then roll back your Windows 10 installation to your previous setup once again. By doing this, you can continue to run Windows 7 or Windows 8.x until you're really ready to upgrade to Windows 10 at some point in the future. The following "askbobrankin.com" article covers the issue and process in more detail...

[http://askbobrankin.com/tip\\_the\\_windows\\_10\\_secret\\_microsoft\\_wont\\_tell\\_you.html](http://askbobrankin.com/tip_the_windows_10_secret_microsoft_wont_tell_you.html)

## The 'Greatest Gift of All'

Continued from page 11

estate. "When I bought my first row home in the heart of Philadelphia, I spent months researching, renovating and creating," he said. "I exposed 200-year-old brick, built roof decks, painted walls, arbors, planted shrubs and flowers. I was in my glory!"

Years later, back in New York, Levine found himself on the fast track, at times working up to 80 hours a week. The birth of his daughter, however, was a game-changer. "I realized that the time commitment in practicing law was overwhelming," he remembered. "I saw my daughter only when she was sleeping, and I was also working many weekends. Something had to give."

Levine took some time off to reassess his career, and during that time he was also diagnosed with cancer. Fortunately, he made a complete recovery, ended his full time legal work and refocused his energies by finally giving in to his lifelong passion, real estate.

After receiving his brokers' license, he began working part-time at Ellis Sotheby's International Realty in Nyack. "I was passionate about unique homes and high-end homes and even listed a small barn-like home in Stony Point that was the former studio/home of Jasper Johns, the internationally acclaimed painter," he added. "I was never happier."

Levine embraced his new career head-on and hands-on, sweeping driveways, raking leaves, cleaning gutters and shoveling snow for the homes he listed. "I even removed a 20-foot tree branch with a chain saw that fell on a property during Hurricane Sandy," he recalled. He kept trash bags in his car trunk, along with a potpourri pot, cinnamon sticks and a portable stereo with classical music for open houses!

As for housewarming gifts for his buyers, Levine spared no expense. "I'll never forget when a couple bought their first home and they were so excited by the fact that they would have a

fireplace," he said. "When they arrived at the house after the closing, I had a chord of wood delivered and stacked by their garage and a roaring fire in the hearth for them. They cried. I felt so happy."

Levine later joined Rand Realty as a manager of the firm's Dobbs Ferry office. "It was a perfect fit," he said. "I could use my newly developed office skills, communication skills, legal skills, and small business and management knowledge and help others build their business."

Two years ago, he joined Houlihan Lawrence to manage the Irvington and Ardsley offices with a total of nearly 50 agents. Levine describes his position as a "jack of all trades," doing everything from changing lightbulbs to negotiating difficult deals. He also assists in training incoming Houlihan Lawrence agents in Fair Housing.

During this time, he's also become very active with HGAR, serving on the Board of Directors, and on the Arbitration, Broker/Owner, Legislative and RPAC Committees. A really "good sport," Levine also participated in last year's "Mr. Legs" contest, an HGAR event that raised more than \$17,000 for RPAC.

"I absolutely love my job and I regret not getting involved with real estate sooner," he said. "I get to work with the public and help my agents, plus I get the opportunity to support community causes, activities, and events. Above all, I get to help people's dreams come true. There's nothing greater than buying a home!"

However, the most important perk of his real estate career is having more time to spend with his eight-year-old daughter at his Rockland County home on the Hudson River. "I no longer only see my daughter while she's sleeping," he added. "Now we play, we laugh, and we grow up together. That's the greatest gift of all."

## TECH TALK

By John Vrooman  
[john@johnvrooman.com](mailto:john@johnvrooman.com)



Note: Please share this tip with others so that they don't miss out on the opportunity to both obtain a free Windows 10 upgrade, and be able to continue to run their current/older Windows 7 or 8.x operating system past the current Windows 10 free upgrade deadline date.

## Twitter.com's Support Site

If you want to get up and running on Twitter, a great first step is to visit and explore Twitter's support site. In particular, the "Using Twitter" area of the services support site is where you should focus your attention. The following are topics that I came across when I visited the "Using Twitter" area of Twitter's support site: How do I get started? How do I find friends? Should I protect my Tweets? How do I reply to people or Tweets? What is a Direct Message? What is a Hashtag?

Like just about everything, it will take some time and practice to become a real Twitter expert. However, you really can learn the basics and get yourself up and running pretty quickly, if you really want to! To help get you started, here's a courtesy link to Twitter's support area... <https://support.twitter.com>

## Windows Repair Toolbox

Nerd alert! This tip is intended for those of you who are strong Windows computer users. If you are a strong Windows computer user, the free Window Repair Toolbox application will provide you with easy access to many different

software tools and utilities. Cumulatively, the tools that the application contains and/or points you to will be able to help you work through many different types of Windows computer system related repairs and troubleshooting/maintenance tasks. If people come to you to help them with their Windows computer problem, that's a sign that you might want to learn more about this product. To investigate the product in more detail, please visit...

[www.windows-repair-toolbox.com](http://www.windows-repair-toolbox.com)

## Reminders

This column (and a number of recent past ones) are made available for your viewing convenience and reference at [www.realestateindepth.com/technology](http://www.realestateindepth.com/technology) (The "Technology" section of the new Real Estate In-Depth website.)

If you have comments, suggestions, tips, questions or just want to say "Hi", you are invited to contact me at [john@johnvrooman.com](mailto:john@johnvrooman.com). I always enjoy hearing from you!

*John Vrooman is an experienced Realtor who enjoys staying on top of real estate, technology, gadgets, marketing, new media and small business trends/developments. John curates information from a wide range of resources and enjoys sharing tips, thoughts and discoveries with a something for everyone approach. He is an Associate Broker with Better Homes & Gardens Rand Realty's White Plains office.*

## INTRODUCING THE ALL NEW... HGAR MEMBER PERKS PROGRAM

The HGAR Member Perks Program is your **FREE one-stop shop for savings on everything from grocery items to luxury hotels.**

**Every time you shop, you'll also earn WowPoints to redeem for even more savings!**

Get started now at [HGAR.com](http://HGAR.com), click "Resources," then "Member Perks." Go to "First Time Signing In"

You'll also have Access to HGAR Exclusive Offers from these Hudson Valley Businesses:

**CAR/LIMO SERVICE**  
On Time Transport Inc.  
(914) 946-7250 or  
(800) 776-6846  
[www.ontimetransport.com](http://www.ontimetransport.com)

**CREDIT RESTORATION**  
Better Qualified  
(888) 533-8138  
[www.betterqualified.com](http://www.betterqualified.com)

**EYE CARE**  
Raymond Opticians  
(914) 245-1222  
[www.raymondopticians.com](http://www.raymondopticians.com)

**HEALTH CLUB**  
Pure Fit Club  
(914) 694-4841  
[www.purefitclub.com](http://www.purefitclub.com)

**HOME ENERGY & SERVICES**  
Robison  
(914) 760-5286  
[www.robisonoil.com](http://www.robisonoil.com)

**HOME FURNISHINGS**  
Raymour & Flanigan  
Scott Snyder  
(914) 269-9900  
[www.raymourflanigan.com](http://www.raymourflanigan.com)

**INSURANCE**  
Auto & Home  
Hudson United Insurance Services LLC  
(845) 825-8089  
[www.hudsonunited.com](http://www.hudsonunited.com)

**Auto, Home & Life Insurance**  
Liberty Mutual  
Justin Brady (914) 374-2400  
[www.libertymutual.com](http://www.libertymutual.com)

**Disability & Long Term Care Insurance**  
Mass Mutual  
(914) 366-8310  
[www.westchester.massmutual.com](http://www.westchester.massmutual.com)

**E & O and Health Insurance**  
Professional Liability Consulting Services Inc.  
(914) 592-6505  
[www.plcsi.com](http://www.plcsi.com)

**Health & Life Insurance**  
Newhouse Financial & Insurance Brokers  
(914) 288-8829  
[www.newhousefinancial.com](http://www.newhousefinancial.com)

**Pet Insurance**  
VPI (Veterinary Pet Insurance)  
(855) 874-4944  
[www.petinsurance.com/hgar](http://www.petinsurance.com/hgar)

**MARKETING, PHOTOGRAPHY AND FLOOR PLANS**  
Edberg Solutions  
(201) 861-3900  
[www.edbergsolutions.com](http://www.edbergsolutions.com)

**MOBILE MARKETING**  
HomeKeepr  
(917) 688-4487  
[support@homekeepr.com](mailto:support@homekeepr.com)

**VIDEOGRAPHY**  
HouseLens  
(203) 212-6556  
[www.houselens.com](http://www.houselens.com)

HUDSON GATEWAY ASSOCIATION OF REALTORS  
One Maple Avenue, White Plains, NY 10605  
914.681.0833 [www.HGAR.com](http://www.HGAR.com)



## Camp LaGuardia Complex Availability Passes Key Vote



**Camp LaGuardia, a former shelter for homeless New York City men, has sat vacant for nearly a decade. FILE PHOTO**

GOSHEN—The Orange County Legislature voted on June 2 by an overwhelming 19-2 margin to appropriate \$1.2 million to the Orange County's Real Property office to free up the 260-acre Camp LaGuardia property for future development.

"I'm pleased that the Legislature voted to take action that will help put Camp LaGuardia back on the tax rolls," said Orange County Executive Steve Neuhaus said. "This valuable piece of property has been sitting vacant for far too long. The site is perfect for commercial development and will provide economic development as well as job opportunities for Orange County residents."

Town of Chester Supervisor Alex Jamieson commended Neuhaus and the Orange County Legislature for securing the rights to redevelop Camp LaGuardia. The towns of Chester and Blooming Grove pledged to work with Neuhaus on the rezoning and commercial development of the property.

"I certainly applaud the County Executive and Legislature for putting Camp LaGuardia in the right hands," Jamieson said. "This should have been done years ago, but we are all excited that this project is moving forward. It will provide Chester and Blooming Grove with wonderful economic development opportunities."

If the two municipalities can approve rezoning of the property for commercial use, the site will help replenish the county's marketable shovel-ready properties. Recent economic development victories that have brought the likes of Amy's Kitchen and now possibly Legoland to Orange County have cut into the available stock of shovel-ready properties the county can offer businesses looking to establish operations in the county.

The \$1.2 million will be used to buy out the county's contract with Mountco Construction and Development Corp. of Scarsdale.

Neuhaus told *Real Estate In-Depth* during a recent exclusive tour of the property that the county was finalizing a Memorandum of Understanding to buy out a development contract with Mountco Construction and Development Corp. of Scarsdale.

Mountco had proposed a large residential project and some commercial construction on the property, but could not secure approvals from the affected municipalities of Chester and Blooming Grove. The property encompasses land in the Town and Village of Chester and the Town of Blooming Grove.

Neuhaus said that the county is looking for commercial uses on the property and noted that local residents and government agencies bristled at residential development at the property. He said that portions of the property could perhaps be utilized for healthcare purposes for local firms such as Crystal Run Healthcare or Horizon Family Medical, while other sections, including run down but still intact brick buildings could serve as a college campus or branch for an area university.

Orange County acquired the property from the City of New York for approximately \$8.5 million in 2007. Mountco bested several other bidders for the right to redevelop Camp LaGuardia.

The property was established as a shelter for New York City's homeless in 1934, the facility was built in 1918 and served as a correctional facility for women until 1934 when it was transferred to the city's Welfare Department and named "Camp Greycourt." The camp was renamed Camp LaGuardia in 1935. The purpose of the camp was to provide temporary relief for the unemployed. Prior to World War II and through the late 1950s, the camp included a 191-acre farm, which provided food for the residents and to which up to 150 residents were assigned to work. In its heyday, the camp housed more than 1,000 homeless men from New York City.

The closure of Camp LaGuardia was announced in November 2006 by New York City officials as part of Mayor Michael Bloomberg's five-year plan to reduce homelessness in New York City.

## Two Large HQ Lease Deals Signed in Westchester



**Digitech Computer is moving its headquarters to 15,000 square feet of space at the former Reader's Digest headquarters building, now part of Chappaqua Crossing. FILE PHOTO**

CHAPPAQUA—In late May, two firms signed lease transactions at properties in Chappaqua at the storied former Reader's Digest headquarters building here as well as at the Exchange in White Plains.

Brokerage firm Colliers International Group Inc. reported it arranged a long-term, 15,000-square-foot lease for Digitech Computer Inc. at Chappaqua Crossing, the 120-acre, multi-tenant campus located at the site of the former Reader's Digest headquarters at 480 Bedford Road.

Digitech Computer, a national Emergency Medical Services (EMS) billing firm, relocated its headquarters from Briarcliff Manor to the second floor of the Class-A office building—No. 600.

"The tenant was highly attracted to the live/work/play community, its wide array of amenities, and convenient location minutes away from the Chappaqua Metro North train station," said Ian Ceppos, a senior managing director at Colliers International, who along with Associate Cameron Paktinat, represented Digitech Computer in the transaction. "As the company continues to grow, Digitech will also benefit from direct access to Westchester County's strong talent pool."

Kathleen Fazio and Matthew Lisk, of Cushman & Wakefield, represented the landlord in the transaction.

The ownership group, a joint venture between Summit Development and Greenfield Partners that purchased the 120-acre Chappaqua Crossing campus in December 2006, has plans to develop an additional 120,000 square feet of new retail space, including a full-service grocery (Whole Foods), and 111 units of condominium housing with 20 affordable units at the site.

Current amenities at 480 Bedford Road include: a 400-seat auditorium; a cafeteria with seating for more than 1,000 and private executive dining suites; an 11,000-square-foot, professionally-staffed fitness center with modern equipment, an aerobics floor, exercise classes, locker rooms, and saunas; a full service auto center; a conference center and learning center with computer training and breakout rooms; a guest house with four bedrooms and three dining rooms for off-site events; and 24-hour security.

Other tenants at Chappaqua Crossing include Northern Westchester Hospital, CareMount, and Fiber Media.

CBRE Group's Westchester/Connecticut reported recently that Sabra Dipping Company, LLC had committed to stay long-term and expand its square footage at The Exchange in White Plains, NY. The company leased a total of 36,345 square feet at the 129,475 square foot building owned by Normandy Real Estate Partners.

CBRE managed both sides of the transaction. Kevin Langtry, vice president, represented the Sabra Dipping Company and SVP Brian Carcaterra, VP Michael McCall and Associate Morgan Collins served as agents for the building owner Normandy Real Estate Partners.

The leading provider of Hummus, salsas, guacamole and other dips first came to The Exchange in 2010 through a sublease with Pernod Ricard. Since the sublease was coming to an end in the near-term, Sabra elected to commit directly with Normandy Real Estate Partners, which resulted in not only a renewal, but additional space leased for potential growth and expansion. According to a CBRE spokesperson, Sabra's sublease prior to the direct lease transaction with the building ownership was the entire third floor—31,443 square feet—at 777 Westchester Ave., part of the Exchange office complex. The office complex was formerly known under prior ownership as the Landmark at Eastview.

"When Sabra Dipping Company originally came to The Exchange, they noted that the space was well-appointed and designed in a way that gave them a great value for the money already invested," said Langtry. "Sabra has committed to White Plains for another five years."

Normandy Real Estate Partners is a real estate operator and investment manager headquartered in Morristown, NJ with offices in Boston, New York City and Washington, D.C. Normandy currently manages a series of discretionary real estate funds, separate accounts and joint ventures totaling approximately \$1.5 billion of equity commitments. Normandy's existing portfolio includes 13.7 million square feet of commercial assets, three hotels and numerous land development sites. Normandy targets value added and core-plus office and mixed-used real estate investments in the gateway markets of Boston, Metro New York City and Washington, D.C.



**Sign up for our Free Real Estate In-Depth online edition and Newsletter Updates**

**RealEstateInDepth.com**

# Target Deal in Yonkers Helps Fill Westchester County's \$17 Million Budget Gap

YONKERS—A more than 30-year effort to develop a parcel of land adjacent to the New York State Thruway has finally come to an end.

A deal reached in late May between the City of Yonkers, Westchester County, its respective Industrial Development Agencies and the developer will facilitate the construction of a new 175,000-square-foot Target store at the site.

Target, which tried to secure approvals 15 years ago to build a store on the property, will build the new location at the site once it secures approvals for a zone change for the parcel. The new development was facilitated by the sale of the Austin Avenue site by the Westchester County Industrial Development Agency to Morris Builders, LP of Rutherford, NJ (operating as The Morris Companies) for \$32 million.

"This has been a long time in the making, but the result is that this currently vacant property will provide taxes, provide jobs, and provide a public park," said Yonkers Mayor Mike Spano who chairs the YIDA. "Target will now join Stew Leonard's, Costco, and Home Depot as major destinations for shoppers coming to Austin Avenue." Upon opening, the Target store is expected to create 560 permanent full-time jobs.

The sale could not come at a better time for Westchester County, which is in the midst of trying to close a \$17-million budget gap. Terms of the sale have Westchester County eventually receiving \$19 million from the land sale, while the City of Yonkers will receive \$13

million from the deal. The parties to the deal are Westchester County, the Westchester County IDA, the City of Yonkers, the City of Yonkers IDA, and Morris Builders, L.P.

The Yonkers Industrial Development Agency approved the transaction on May 25, while the Westchester County IDA Board approved the land sale the following day. The deal now goes to the Westchester County Board of Legislators for approval.

Upon closing, Morris Builders will pay \$15 million to Westchester County and \$10 million to the City of Yonkers. The county will receive an additional \$3 million when Yonkers issues a building permit for the big box retail store on the property, and \$1 million more when the store opens. Yonkers city officials said the remainder of the funds it expects to receive from the sale will come in stages during the construction process.

Under the terms of the agreement, Morris Builders also receives an option to purchase an adjacent nine acres from the county between Sprain Road and the New York State Thruway. Additionally, the City of Yonkers will receive up to 11 acres of land from the county to establish New Hogan Park. The YIDA anticipates providing Morris Builders with a temporary property tax abatement in the future, with the abatement having a term of 10 years.

Westchester County Executive Robert Astorino said of the deal, "This agreement is an example of how county assets can be unlocked to create benefits for our residents and businesses.



The Morris Companies' 348,312-square-foot portfolio in Yonkers includes Stew Leonard's, Costco and Home Depot and is fully leased. The photo above is a Target store in the Morris Companies' portfolio in Heritage Square, South Brunswick, NJ.

The \$19 million in new revenue will help mitigate an anticipated budget shortfall, shore up funding for non-profits, and allow for the hire of three new police officers."

Yonkers officials said the deal ends efforts lasting more than three decades to develop the Austin Avenue property. They noted that Morris Companies has been attempting to develop the Austin Avenue property since 1985 when an

agreement was originally made with the city. Target proposed 15 years ago to build a store but those plans were abandoned later due to a host of issues including failed negotiations between the county and Yonkers agencies on how to divide up the purchase price revenue.

The property is located across the New York State Thruway from the Ridge Hill shopping center.



## Refer us and you'll receive a \$20 Gas Card!

Does your client need an appliance repair before you can close that deal? Would you like to deal with a company that is authorized for most of the high end brands?

The Appliance Doctor is one of the fastest-growing appliance repair companies in Westchester County! We sincerely appreciate the opportunity to provide outstanding service to your clients. **Won't You Give Us A Try?** You'll receive a \$20 gas card for each client you refer to us, and we'll guarantee your client will receive an exceptional appliance repair experience!

We service all makes and models!

AUTHORIZED FACTORY SERVICE CENTER FOR:

**BOSCH** *Thermador*

**Miele** *dacor* **DCS**

*Fisher & Paykel*  
appliances



Serving  
Westchester • Manhattan • Bronx

**800-339-0353**

**35th** Celebrating 35 Years  
of Outstanding Service

914-968-1510 • 1-800-339-0353  
www.appliancedoctorx.com

## Prospect Mortgage

World-Class Service For All Your Home-Financing Needs



Looking to purchase a home or refinance an existing loan?  
Look no further!

Prospect Mortgage knows your neighborhood and offers a wide selection of products at competitive rates including:

- Conventional Loans
- Investment Property Loans
- FHA and VA Loans
- Agency Conforming
- Jumbo and Super Jumbo
- 203(k) Renovation Loans
- State and Local Bond Programs

Call me today to find out how I can help you meet your financial and homeownership goals!



**Sal Mangiameli**  
Senior Loan Officer  
NMLS #78695  
Office: (845) 544-1248  
Cell: (914) 760-7362  
www.myprospectmortgage.com/SMangiameli  
Sal.Mangiameli@prospectmortgage.com



Branch NMLS #90403  
711 Westchester Ave., Ste. 304  
White Plains, NY 10604

Loan inquiries and applications in states where I am not licensed will be referred to a Loan Officer who is licensed in the property state. Equal Housing Lender. Prospect Mortgage is located at 15301 Ventura Blvd., Suite D300, Sherman Oaks, CA 91403. Prospect Mortgage, LLC (NMLS Identifier #3296, www.nmlsconsumeraccess.org) is a Delaware limited liability company. Licensed Mortgage Banker - NYS Department of Financial Services, 711 Westchester Avenue, Suite 304, White Plains, NY 10604. This is not an offer for extension of credit or a commitment to lend. Rev 5.31.16 (1015-2468G) LR 2015-680

# CID Gets Update on IRG's Plans for Pearl River Office Campus

By John Jordan

PEARL RIVER—The Hudson Gateway Association of Realtors Commercial Investment Division was once again updated on the latest developments at the

be vacating a significant amount of its leased space later this year.

The session was a return engagement for some CID members since the CID traveled to the Pearl River campus back in November 2013 when Pfizer officials briefed the CID on space availabilities there as well as the pending sale of the property at the time.

Cunningham said that a new tenant at the property is Urban Electric Power, a start up that is commercializing zinc anode battery technology for stationary energy storage applications. The company has leased approximately 36,000 square feet of space at Building 155. The other major tenant at the property, besides Pfizer, is Protein Sciences, which leases approximately 83,000 square feet of space at the property.

At the time of the sale, IRG stated that it envisioned a "dynamic mixed use, multi-tenant campus, which will bring businesses and job opportunities to Rockland County."

Cunningham said that there is interest in leasing available space at the property, but would not divulge any details on any of the pending transactions. He said a focus over the next several years is to bring amenities to the property, such as a hotel, a health club and restaurant. IRG is currently master planning the site, which is currently zoned industrial/light industrial. Besides the aforementioned amenity-driven devel-

opment, Cunningham said that medical office, warehouse, residential and other retail could be part of the plan. Since it would require rezoning, the plan would have to go for municipal approval, he noted.

In reference to the retail use, he added, "This is not going to be the Shops at Nanuet, nor meant to compete with that. It doesn't make sense. They don't envision a Walmart (or other big-box user) going up."

He said that the plan is still being formulated and therefore no development cost has been calculated.

Besides adding amenities, Cunningham said that once Pfizer discontinues the production of its Prevnar vaccine at the Pearl River property, the now closed campus will eventually be open to the public. Pfizer currently employs approximately 700 workers in Pearl River and is expected to maintain a workforce of approximately 500 once the Prevnar manufacturing operations there have ended sometime later this year. In the deal with IRG, Pfizer has retained approximately 300 acres of undeveloped property.

"There were 4,000 to 5,000 employees here 20 to 25 years ago, the idea is to bring that back up," Cunningham said. "Right now we have got about 700 (workers). In the coming couple of years (the plan is) to try and double that



Laurence Gottlieb, president of the regional economic development organization Hudson Valley Economic Development Corp., noted the economic benefits of the biotechnology sector. He also gave an informative speech on the Hudson Valley and cited the importance of the biotech, health care and educational sectors in the region.

and double that again and to do that we really need to have the ability to have those amenities on site."

He said the biotech campus is attractive to prospective tenants because the lab/office space at the IRG campus is about one-third of what biotech-lab space costs in New York City.

Rockland Economic Development

Continued on page 21



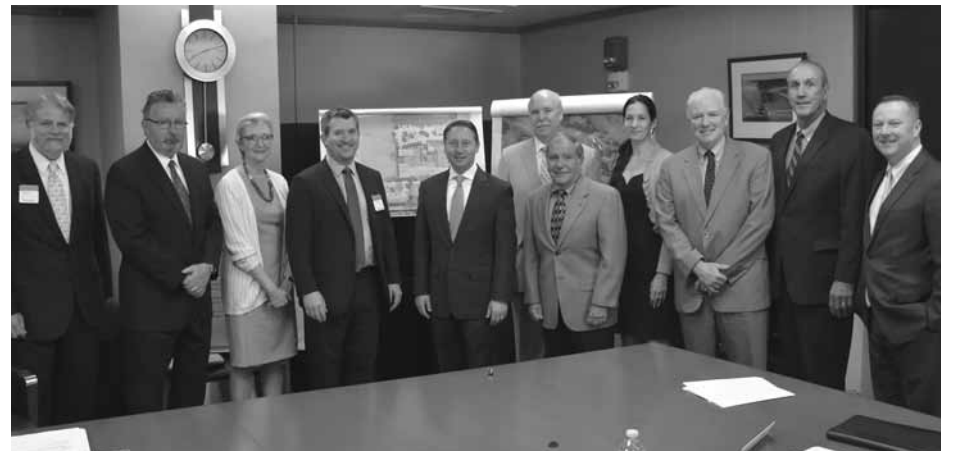
Colliers International EVP John Cunningham also gave a tour of some of the available space at the complex after his presentation.

Industrial Realty Group's campus here.

Major takeaways from the May 19th session held at the property included a new lease deal with a Harlem-based technology start-up and that IRG is currently "master planning" the possible future development of a portion of the 550-acre campus it owns.

The program, which was co-hosted by the Rockland Economic Development Corp., featured John Cunningham, executive vice president of Colliers International, who discussed the space availabilities brought about by the sale-leaseback of the complex by Pfizer to IRG last November. IRG purchased approximately 38 buildings of laboratory, manufacturing, office and support buildings. Pfizer retains and operates 500,000 square feet of owned space and leases back approximately 1.2 million square feet from IRG at the 550-acre campus, although the firm will

## Westchester LDC Provides \$26M In Financing for Rippowam School



From left, Rippowam Cisqua attorney John Marwell of Shamburg Marwell Hollis Andreyca & Laidlaw; LDC Chairman Stephen Hunt; Deborah A. Hurrell, assistant head of school for finance and operations; Colm MacMahon, head of school; Westchester County Executive Robert P. Astorino; LDC Board Member Mark Stanton; LDC Board Member Nicholas Long; LDC Board Member Ilyse Spertus; LDC Board Member Jerry McGrath; Deputy County Executive Kevin Plunkett, and William M. Mooney III, Esq., director of the County Office of Economic Development.

WHITE PLAINS—The Westchester County Local Development Corporation approved on May 26th a total of \$26 million in incentive financing for the construction and renovation of facilities at the upper campus of the Rippowam Cisqua School in Bedford.

The \$19-million project will create approximately 150 to 200 construction jobs and retain approximately 195 full-time and part-time jobs. The LDC approved providing low-cost bond financing of \$26.5 million, which includes the project cost and \$6 million in mortgage refinancing, county officials stated. Construction of the 22,000-square-foot project is expected to begin in June and take approximately 15 months to complete.

"The incentives provided through the LDC will help Rippowam Cisqua School continue its nearly century-old tradition of providing an outstanding education for children from pre-K to ninth grade," said Westchester County Executive Robert Astorino. "This project will also create hundreds of construction and permanent jobs, which are important for the continued vitality

of our county's economy."

The plan for the Upper Campus in Bedford includes a new library and media center; a new innovation center; new arts classrooms and science labs; a new dining hall and an outdoor amphitheater.

"Rippowam Cisqua School has a long history of excellence and innovation," said Head of School Colm MacMahon. "The new upper campus will bring tremendous teaching and learning spaces to the community. We are excited about this project because we know how important middle school is to education, and having an environment that is specifically designed and sized for middle school aged students."

According to the school's website, Kirchoff-Consigli Construction Management Co. of Pleasant Valley, NY has been selected to undertake the project and KG&D Architects of Mount Kisco designed the plans for the upper campus plan. Andy Fox of Stone Harbor Project Advisors was selected as the owner's representative.

The school had scheduled a June 13th groundbreaking ceremony.

## FLOWER PROPERTY TAX CONSULTANTS, LLC

Over 50 Years of Trustworthy Service & Unmatched Success



From left: Angela Flower, Deb Flower, Robert Flower, Bobbie Anne Flower-Cox Esq., Of-Counsel, Rob Flower

Our advantages over other firms:

- Top-notch attorneys
- In-house appraisers
- Former Board of Assessment Review member
- Most competitive contingency fee structure

Family owned and operated since 1962.

Commercial and residential grievances, nearly 100% success rate. We helped develop the law on residential tax grievance over 30 years ago!

3 former associates went on to become Assessors

Call for a **FREE** consultation today.

FLOWER PROPERTY TAX CONSULTANTS, LLC

34 Palmer Avenue

Bronxville, N.Y. 10708

Phone: 914.779.6299 FAX: 914.337.3619

Web: [www.FlowerPropertyTax.com](http://www.FlowerPropertyTax.com)

## PUTNAM POSTING

By Jennifer Maher



# Women Take Lead at Chamber of Commerce

Putnam County's largest local chamber of commerce became a showcase for the talents of strong female leadership this month as Faith Ann Butcher of Mahopac News-Halston Media, and Amy Sayegh of Putnam Community Cares, became Chairwoman and Vice Chairwoman, joining CEO & Executive Director Erin Meagher in key leadership roles. This marks the first time the chamber has seen so many women in these capacities.

Butcher has been an active member and board member of the organization for several years and her volunteerism in the community has made a major difference in not only promoting business, but also in cementing community spirit. "I think running a business-minded organization or being passionate about the issue of economic development is no longer taboo for a woman, thanks to women like Dr. Marsha Gordon, Meghan Taylor and Jennifer Maher. It is no longer the all-boys club. The fact that The Greater Mahopac-Carmel Chamber of Commerce has women in its CEO, chair and vice chair positions shows that what matters to the membership is that you are solution-oriented, driven and ready to roll up your sleeves and work."

Likewise, Sayegh, whose very business embodies the sense of caring for the needy in our community, brings years of experience as both a local entrepreneur and a participating chamber member to her leadership role.

Meagher is pleased with the makeup of the entire board, male and female, as well as the election of her two chief bosses. "I'm proud to work with the great women in leadership of the Greater Mahopac Carmel Chamber of Commerce. For over 65 years, the Chamber has been the leader as a business advocacy group in Putnam County and I look forward to working with our local leaders to ensure Putnam County, and especially the Greater Mahopac Carmel area, is open for business for years to come."

Women have been ascending to many key leadership roles in area chambers of commerce in recent years. Joyce Minard led the New Paltz Regional Chamber until her 2012 retirement, while Dr. Gordon continues to excel at the helm of the Business Council of Westchester. Rose Aglieco serves as executive director over in Brewster, Lynn Cione took over the Orange County Chamber when longtime President Dr. John D'Ambrosio retired, and Kathy Prizzia is the executive director in New Paltz.

The Greater Mahopac-Carmel Chamber of Commerce continues to be an effective community business organization—now is the time to get involved and help shape our economic future!

*Jennifer Maher served as a 2015 vice president of the Hudson Gateway Association of Realtors and currently serves as the 2016 vice president of the Hudson Valley Chapter New York State Commercial Association of Realtors and chairwoman of the Putnam County Chambers of Commerce.*

## Putnam County Executive Odell to Speak To Chamber, CID At June 23rd Meeting

MAHOPAC—The Putnam County Chambers of Commerce, the Hudson Gateway Association of Realtors' Commercial Investment Division and the New York State Commercial Association of Realtors have scheduled a "Year of Business Development" breakfast on June 23rd at the Putnam County Golf Course here.

Putnam County Executive MaryEllen Odell will be the keynote speaker at the event that is scheduled to begin at 8 a.m. A continental breakfast will be served and tickets are \$15 in advance.

For more information, including sponsorship opportunities and to purchase tickets go to [www.putnamchamberny.com](http://www.putnamchamberny.com). To purchase tickets for the event click the "Buy Now" button at the bottom of the home page and then



Putnam County Executive  
MaryEllen Odell

choose the number of tickets to purchase.

## CID Gets Update on IRG's Plans For Pearl River Office Campus

Continued from page 20

Corp. President and CEO Richard Struck said that Pfizer is looking to support the creation of a bioscience incubator at the property. Cunningham added IRG is looking to secure designation under New York State's fledgling Start-Up NY program to provide incentives for those locating at the property. Struck added that Rockland Community College has been granted a total of approximately 200,000 square feet by New York State to designate under Start-Up NY. He said that some of that square footage could be granted to the IRG campus for worthwhile projects.

The program concluded with remarks by Laurence Gottlieb, president and CEO

of the Hudson Valley Economic Development Corp., who noted that biotechnology was the first emerging business cluster for the region created by HVEDC coined "NY BioHud Valley" in 2011.

He noted the tremendous economic benefits biotechnology brings to the region. Gottlieb said that for every scientist job created, another five jobs are also created (two professional and three non-professional positions).

"The multiplier effect of bringing more life science, more research and development to a region can have a ripple effect which is beneficial to more than just the life science firm," Gottlieb said.



## From open house to dream home, we're with your clients every step of the way.

### Citibank offers:

- World-Class Fulfillment Services.
- SureStart® Pre-Approval<sup>1</sup>: Your clients can shop with confidence, knowing their financing is secure.
- Lower rates with Citibank Relationship Pricing.<sup>2</sup>
- An advantage to you in your market with Citibank's strong global brand.
- An experienced team to work exclusively on home purchase transactions.



Maddaline Kostyra  
Home Lending Officer  
914-473-5605  
[maddaline.kostyra@citi.com](mailto:maddaline.kostyra@citi.com)  
NMLS# 589649

Terms, conditions and fees of accounts, programs, products and services are subject to change. This is not a commitment to lend. All loans are subject to credit and property approval. Certain restrictions may apply on all programs. Offer cannot be combined with any other mortgage offer.

1. SureStart is a registered service mark of Citigroup Inc. Final commitment is subject to verification of information, receipt of a satisfactory sales contract on the home you wish to purchase, appraisal and title report, and meeting our customary closing conditions. This offer is not a commitment to lend and is subject to change without notice. There is no charge for the SureStart pre-approval, but standard application and commitment fees apply.

2. A Citibank deposit account is required to receive Citibank mortgage relationship pricing. Ask a mortgage representative for details on eligible balances and the qualifying closing cost credit or rate discount. Availability of the Citibank mortgage relationship pricing for Citibank account holders is subject to change without notice.



© 2016 Citibank, N.A. NMLS #412915. Member FDIC and Equal Housing Lender. Citi, Citibank, and Citi with Arc Design are registered service marks of Citigroup Inc.

# HGAR Contingent Travels to Albany



From left, Ann Garti, HGAR COO, Phil Weiden, HGAR Government Affairs Director, and Kathryn DeClerck



NYS Assembly member David Buchwald



Marcene Hedayati, HGAR President



NYS Assemblywomen Shelly Mayer makes a point.



Ray Hollingsworth, left with members of other local Realtor Boards.



Kathy Milich and Ron Garafalo (in front) with other HGAR members.



From left, Sarah Hughes, Barry Kramer, HGAR Regional VP; Carol and John Kope, NYS Assemblywoman Sandy Galef; and Marcene Hedayati, HGAR President.



From left, Aryaan Saigal, Ross Friedel and Barry Kramer, HGAR Regional VP, and John Crittenden.



From left, Leah Caro, Derick King, NYSAR; and Richard Haggerty, HGAR CEO



From left, NYS Senator Terrence Murphy and Jennifer Maher

# For Annual NYSAR Lobby Day Event



NYS Assembly member James Skoufis



From left, Leon Cameron, Clayton Livingston, Jennifer Maher, Diane Cummins and Matt Bevilacqua



From left, Jeffrey and John Lease, HGAR Regional VP



From left, Jeff Farnell, Cindy Schweizer, Terri Crozier, Sarah Hughes, JP Endes, and Robert Shandley



From left, Pam Jones, Dorothy Botsoe, HGAR President-Elect, and Russ Woolley.



Mike Kelly, NYSAR Government Affairs Director



Phil Weiden, HGAR Government Affairs Director



HGAR representatives meeting with state lawmakers



From left, Clayton Livingston, HGAR Regional VP; Jennifer Maher and Leah Caro



From left, JP Endres, NYS Senate Minority Leader Andrea Stewart Cousins, and Richard Haggerty, HGAR CEO

# Brokers Open House Preview!

Wednesday, June 22nd | 12PM until 3PM

Complementary Buffet Lunch will be served in our Penthouse Club Lounge



You're invited to see Harbor Square, GDC's new luxury rental apartment building on the Hudson River... before our Grand Opening.

- Spectacular Hudson River Views*
- Penthouse Club Lounge*
- Fitness Center and Spa*
- Rooftop Pool & Sundeck with BBQ Stations*
- 24/7 Front Desk Concierge*
- Across from the Ossining Metro-North Station*



GDC is pleased to offer to agents **ONE FULL MONTH'S RENT COMMISSION.**

Be sure to leave your business card to enter our raffle and you may win an Apple iPad, Dyson Vacuum, Bose Bluetooth Speaker, Shinola Watch or Dinner for Two at Blue Hill at Stone Barns.

**Harbor Square**  
3 Westerly Road, Ossining-on-Hudson

RSVP to: [harborsquare@gdcrentals.com](mailto:harborsquare@gdcrentals.com)



**Come home to vacation.**  
Resort-style luxury residences from GDC.

[gdcrentals.com](http://gdcrentals.com)