

Regeneron Plans 1 Million-Square-Foot Expansion

By John Jordan

GREENBURGH—Regeneron Pharmaceuticals, Inc., the fastest growing biotechnology company in the Hudson Valley if not New York State, is moving forward with a phased expansion of its operations that could result in one million square feet of newly developed space in the Town of Greenburgh.

Regeneron currently occupies more than one million square feet of leased space at the Landmark at Eastview, which is located in the Town of Mount Pleasant. The firm has filed plans with the Town of Greenburgh on a major expansion of its operations on property it



Regeneron Pharmaceuticals currently occupies more than one million square feet of leased space at the Landmark at Eastview in Mount Pleasant.

owns adjacent to the Landmark at Eastview. However, it should be noted that no definitive construction timetable has been set and Regeneron, in a prepared statement, said that the company is pursuing the development for its projected growth, but has not determined when and if the new space will be built.

The company is seeking approvals from the town for nine buildings totaling 1,016,190 square feet of research and development and related space, including five parking structures (approximately 2,500 parking spaces),

continued on page 2

FASNY Revises Controversial Plan; Common Council Agrees to Review Project

By John Jordan

WHITE PLAINS—The controversial French American School of New York (FASNY) development at the former Ridgeway Country Club in White Plains has taken a dramatic turn.

The White Plains Common Council in a 4-3 vote approved a settlement agreement on Sept. 6th that puts litigation on hold in return for the council's review of a revised plan.

The five-and-a-half year saga, which resulted in the French American School filing suit against the City of White Plains last year over the city's actions in connection with an earlier plan, could be nearing a close.

The key revisions to the plan include



White Plains Mayor Thomas Roach

keeping Hathaway Lane open, the elimination of the Lower School (nursery through fifth grade) from the project, thus reducing the student population at the property by 33% from 950 to 640. Also, the Upper School would be constructed on the already developed portion of the site where the clubhouse and other former Ridgeway Country Club facilities now stand. The plan as originally proposed was estimated to be valued at \$60 million.

The approved Stipulation of Settlement calls for: the Common Council "to provide the Alternative Plan a diligent and fair review in compliance with all applicable laws and regulations, mutually agreed to milestones, court-ordered

oversight for the review process, and the staying of all litigation until the Alternative Plan is determined by the city under its normal public review procedures."

"We are gratified that the Common Council has approved the settlement agreement. Tonight's vote is long overdue and represents a win-win for the city and the FASNY community. All parties can now put aside costly litigation and concentrate on obtaining final approvals for a compromise school plan," said Andrea Colombel, board chairperson of FASNY. "We expect the judge to sign the agreement in the next few days

Continued on page 2

ABC News' Dan Harris Keynote Speaker HGAR to Hold Annual Members Day on Oct. 17

TARRYTOWN—Members of the Hudson Gateway Association of Realtors will gather at the DoubleTree Hotel in Tarrytown for its 100th Annual Meeting and Member Appreciation Day on Monday, Oct. 17, from 8:30 a.m. to 5:00 p.m.

The event is free for HGAR Members, and is expected to draw more than 1,000 Realtors from the Bronx, Westchester, Putnam, Dutchess, Rockland and Orange counties.

This year's keynote speaker Dan Harris is co-anchor of both Nightline and the weekend edition of Good Morning America on ABC News. He is also the author of 10% Happier, a #1 New York Times bestselling book about a fidgety, skeptical news anchor who stumbles upon meditation. Recently, Harris launched an app designed to teach meditation to doubters and busy

people, so they too can become at least "10 % happier."

Harris has been with ABC News for 16 years. He was the anchor of the Sunday edition of World News, and regularly contributes stories for 20/20, World News Tonight with David Muir, and the weekday edition of Good Morning America. He has reported from all over the world, and received Murrow and Emmy awards for his reporting. Prior to joining ABC, he worked in local news in Boston and Maine.

Other free events of the day will include a workshop on "Leveraging the Google Environment" with Warren Dow of Lone Wolf Real Estate Technologies and "The Memory Switch" with Matthew Goerke.

Dow's session will include the Google operating systems, browser

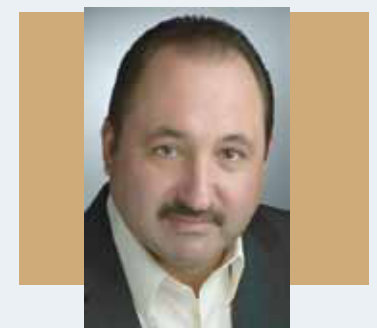


ABC News' Dan Harris

products tools and services for a more productive mobile business. Goerke will demonstrate how to easily remember names and other important information, make presentations without notes, reduce stress, boost sales and improve

Continued on page 3

INSIDE SPOTLIGHT ON



Larry Curasi
see page 9

- VIEWPOINTS 4
- LEGAL CORNER 5
- RESIDENTIAL 6,7
- PEOPLE 8
- HGAR REPORT 9,10
- EDUCATION 19
- LEGISLATIVE 20
- BARRISTER'S BRIEFING 20
- TECHNOLOGY 21
- COMMERCIAL 22
- PUTAM POSTING 24

ORANGE COUNTY SUPPLEMENT
SEE PAGES 11-18

FASNY Revises Controversial Plan; Common Council Agrees to Review

Continued from page 1

which will give the court authority to oversee the review process. We expect a timely and fair review and look forward to putting a shovel in the ground. FASNY is a wonderful school with a vibrant community, which will contribute to the City of White Plains and its residents for many years to come," she added.

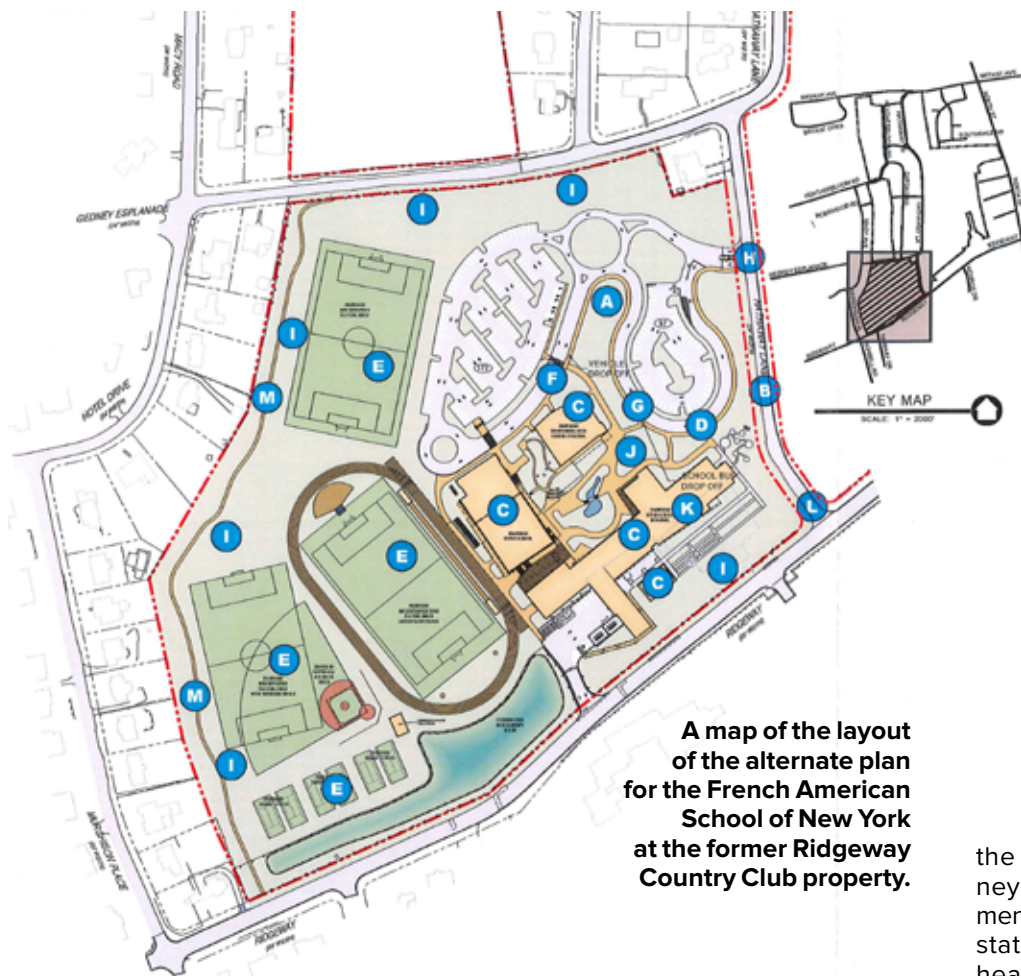
White Plains Mayor Thomas Roach stressed at the council session that the agreement does not compel the city to approve the revised plan. "If we decide it doesn't work, we go right back to where we are today," Roach said in a report in the *Journal News*. "We're not giving up any of our rights."

FASNY has already recorded and created a 51-acre publically accessible conservancy on part of its land with plans to create an east-west and north-south pedestrian and bicycle paths for neighborhood residents, as previously proposed. Known as "Parcel D," the land has frontage on Bryant Avenue, North Street and Hathaway Lane. It has just become the largest private conservation easement in Westchester south of Interstate 287, and the first in the City of White Plains. The conservation easement assures that the property cannot be developed, and will ultimately be open to the public.

The reduction in the conservation easement from the 78 acres offered by FASNY in the original plan to 51 acres reflects the 35% reduction in the size of the school buildings and the 33% reduction in the student population under the Alternative Plan, FASNY stated.

"We are deeply appreciative for the continued and growing support we have received from thousands of residents and businesses across White Plains. We look forward to moving forward and putting this unfortunate delay behind us," Colombel said.

Council members John Martin, Beth Smayda and James Kirkpatrick, along with Mayor Roach voted to approve the Stipulation of Settlement with FASNY. Council members Milagros Lecuona, Nadine Hunt-Robinson and Dennis Krolian voted against the settlement



A map of the layout of the alternate plan for the French American School of New York at the former Ridgeway Country Club property.

SUMMARY OF PROPOSED PROJECT CHANGES	
DESIGNATION	DESCRIPTION
A	Development limited to Parcel A.
B	Hathaway Lane maintained as a public roadway.
C	Proposed Upper School, Greenhouse, Gymnasium and Performing Arts Center buildings remain as originally proposed.
D	Black box theater building (6,000 Square Feet) has been removed from Parcel A.
E	Athletic field configuration remains as originally proposed.
F	Vehicular student drop off loop remains as originally proposed.
G	Bus drop off loop has been redesigned to be located entirely on Parcel A. Approximately 750 linear feet of drop off distance is proposed.
H	Vehicular access to the campus is provided via a driveway on Hathaway Lane with a gate house.
I	75 foot open green setback adjacent to residential lot lines has been maintained.
J	Total proposed building square footage has been reduced from 243K square feet to 158K square feet (35% reduction). Total proposed parking has been reduced from 348 to 248 parking spaces (29% reduction).
K	Total student enrollment has been reduced from 950 to 640 students (33% reduction).
L	Maximum number of vehicle trips during the Peak AM and PM hour has been reduced from 530 trips to 415 trips (22% reduction). Maximum vehicle trips on Ridgeway from 7:00 AM to 9:00 AM from 715 to 415 (42% reduction).
M	Proposed pedestrian bike path.

agreement.

FASNY acquired the former Ridgeway Country Club in 2011 and presented its development plan that was intended to consolidate its school operations in Larchmont, Mamaroneck and Scarsdale onto one campus. FASNY was founded in 1980 in Larchmont. The project sparked intense local opposition and has been one of the most contentious development proposals in some time in the City of White Plains.

A FASNY spokesperson, in response to questions posed by *Real Estate In-Depth*, stated the FASNY rents facilities in Westchester County (Larchmont, Scarsdale, and Mamaroneck) and will continue to rent and operate facilities

for the Lower School, as it has done for the past 35 years. Therefore the revised plan significantly alters what had been an initiative to consolidate all its Westchester County operations to the White Plains campus.

The revised plan also reduces the total building square footage from 243,000 square feet to 158,000 square feet.

When asked how the revisions would affect the overall cost of the project, the FASNY spokesperson stated, "The publicly quoted project budget was always for the Upper School portion of the school's phased plan."

One of the groups that have been critical of the FASNY project, blasted

the settlement agreement. The Gedney Association, in a prepared statement provided to *Real Estate In-Depth*, stated, "The 'Settlement' turns on its head the earlier Environmental Findings by the Council that explicitly stated that FASNY could not use Ridgeway as its entrance to the complex nor local streets such as Hathaway Lane. Remarkably, the 'FASNY FOUR' (the Mayor and Council members Kirkpatrick, Martin and Smayda) are now considering de-designating Parcel A as an "Environmentally Sensitive Site"—a blatant and transparent attempt to avoid the requirement for a super-majority vote."

The association stated that it "intends to plan and coordinate its efforts with the neighborhood associations already on record against the FASNY project as well as other citizens who believe the integrity of our land use review process has collapsed to special interests."

Regeneron Plans 1 Million-Square-Foot Expansion

Continued from page 1

and related improvements. Regeneron owns the 100.17-acre parcel that is situated entirely in the Town of Greenburgh on the west side of Saw Mill River Road (Route 9A) approximately 300 feet from the intersection of Old Saw Mill River Road and Grasslands Road (Route 100C). The property is located in the town's Planned Economic Development District.

Regeneron affiliate Loop Road Holdings made a presentation to the Greenburgh Town Board in a work session on Sept. 6. Joanne Deyo, vice president, facilities for Regeneron Pharmaceuticals and Loop Road Holdings, led the presentation. The nine buildings would be built on 60 acres.

Deyo and other Regeneron officials stressed that no development timeline had been set and that construction would match its business and employment needs. No development cost for the project was revealed at the session.

In a statement released to *Real Estate In-Depth*, Regeneron officials said of the pharmaceutical firm's plans before the Town of Greenburgh: "Regeneron has called Westchester home for over 28 years and continues to grow and invest in the community. Our application to the Town of Greenburgh affords us the opportunity to expand in the future if needed. We are currently in the planning stages and are seeking

site plan approval. We look forward to working with the town and our community partners as we go through this process."

Regeneron acquired the undeveloped parcel in May 2015 for \$73 million, according to a report in the *Westchester County Business Journal*. At the time of the purchase, Regeneron stated that it had acquired the property "to offer flexibility for future growth." Last year, Regeneron completed a \$100-million expansion project when it opened two new buildings totaling 300,000 square feet of space at the Landmark at Eastview.

Greenburgh Town Supervisor Paul Feiner said of the proposed project, "This is for us really, really exciting because I think Greenburgh now is going to be one of the top two biotech centers in New York State." Feiner said that Regeneron officials told the town that the project would be phased in over a period of up to 10 years.

He noted that once Regeneron builds and fills the space, the project will bring in additional tax revenue and local merchants will also benefit. He also believes the development will improve the local housing market with Regeneron employees seeking to buy housing near their employ.

Feiner noted that the property was rezoned last year to the town's Planned

Economic Development District that allows for major projects. He said that while projects of this size usually spark controversy and some local opposition, because of the rezoning and the property's location in a commercial center away from residential housing, "This application will be pretty unusual in Westchester because if the Town Board had its preferences we would approve it in five minutes."

The proposal also includes the preservation of more than 40 acres of open space and improvements to local infrastructure. Feiner said the town expects in building permit fees alone to collect anywhere from \$7 million to \$8 million over the 10-year period. Regeneron, which achieved LEED-Gold designation on its last two buildings at Landmark at Eastview, would be looking to achieve that LEED status as well with its expansion space in Greenburgh.

Greenburgh officials during the work session stated that the proposed project conforms to the zoning and could be approved in the next four to six months.

Deyo said that the company has no development plans at the moment for the other 40 acres it owns. However, the company assuaged fears that the property would be developed for a big box retail user. Regeneron currently employs 5,000 workers worldwide and about 2,500 workers at its Landmark at

Eastview campus. Deyo told the Town Board that if the expansion project were fully built-out it would double its Westchester workforce, or result in 2,500 new jobs.

If the project moves forward it would only enhance Westchester County's emerging biotechnology sector. Westchester County is pursuing a \$1.2-billion bioscience park at a 60-acre vacant parcel at the Grasslands campus in Valhalla.

The project called the Westchester BioScience & Technology Center, calls for approximately three million square feet of space to be built in phases. The total project site includes 60 acres of vacant county-owned land known as the "North 60" and an adjacent 20 acres of vacant property owned by Fareri Associates of Greenwich, CT. The county is looking to finalize a long-term lease deal with Fareri to begin development of the project.

SUBSCRIBE to
IN-DEPTH
914-681-0833

WMC Health to Invest \$170 Million In Port Jervis, Kingston Hospitals



WMC Health plans to spend more than \$40 million in upgrades to the Bon Secours Community Hospital in Port Jervis.

VALHALLA—The Westchester Medical Center Health Network, which is undertaking a \$230-million expansion of its facilities at its campus in Valhalla, announced earlier this month that it will be investing more than \$170 million in network facilities in Port Jervis and Kingston.

“This week, we are delivering on promises we made to our neighbors in Kingston and Port Jervis to deliver the highest quality care as close to their homes as possible,” said Michael D. Israel, president and CEO, Westchester Medical Center Health Network. “With the announced projects at Bon Secours Community Hospital in Port Jervis and HealthAlliance hospitals in Kingston, we will change the healthcare and economic landscape in these cities. The projects represent facility, technology and employment investments in these areas and the people who call them home.”

On Sept. 6, WMCHHealth and Bon Secours Charity Health System, a member of the Westchester Medical Center Health Network, announced an investment of more than \$40 million in Bon Secours Community Hospital and in the Port Jervis area. Elements of the Bon Secours Community Hospital renovation plan include, but are not limited to, an expanded emergency department with more than 10,000 square feet of space along with a new entrance and waiting area; an upgraded imaging suite with advanced equipment supplied by Philips, the world-leading technology partner of WMCHHealth; the conversion of 36 semi-private rooms in the hospital’s medical/surgical unit into private rooms; a newly-designed bariatric center and a centrally-located pharmacy.

Additionally, Bon Secours Community Hospital will partner with local organizations such as Cornerstone Care and the Orange County Department of Mental Health Services, to offer dental, women’s health, pediatrics, behavioral health and other services. This is all part of the “medical village” concept where much-needed care options and healthy lifestyle information will be accessible to area residents in a convenient location, WMC officials stated. With its planned wellness center offering monitoring services, exercise classes, nutrition education, healthy cooking workshops and more, Bon Secours Community Hospital will be the hub of the “village” that also will be populated with community partners offering similar healthcare services in nearby locations, hospital officials stated.

“With this extensive project, we are proud to begin the process of transforming the health outcomes of Port Jervis residents as well as those from

nearby areas in New York, New Jersey and Pennsylvania,” said Mary P. Leahy, MD, CEO of Bon Secours Charity Health System.

On Sept. 8th, WMCHHealth and HealthAlliance of the Hudson Valley (HealthAlliance), a member of the Westchester Medical Center Health Network, unveiled plans for a five-year, \$133.6 million project that includes a 110,000 square-foot expansion—highlighted by a new, four-story tower addition—and 70,000 square-foot renovation of the HealthAlliance Hospital on Mary’s Avenue in Kingston, as well as a medical village hub at HealthAlliance Hospital’s Broadway Campus.

The new, 437,000 square-foot HealthAlliance Hospital will boast 141 all-private patient rooms (201 total) and a

nearly 25,000 square-foot, state-of-the-art emergency center, along with a new surgical concentration that will include an advanced medical imaging center, two computer-enhanced inpatient surgical suites, a same-day surgery unit, an expanded post-surgical recovery unit and an advanced endoscopy services center, along with a new birthing center and a pharmacy.

The new HealthAlliance Hospital effort on Mary’s Avenue and the resulting consolidation of all HealthAlliance inpatient and emergency services in that hospital are the first part of a \$133.6-million, five-year “Healthy Neighborhood Initiative” project. The project will also redevelop the current HealthAlliance Hospital: Broadway Campus into a “medical village”—an innovative focal point for the city’s health and related needs.

ABC News’ Dan Harris Keynote Speaker HGAR to Hold Annual Members Day on Oct. 17

Continued from page 1

time management.

In addition to serving boxed lunches, HGAR will also offer a special plated luncheon featuring representatives from the National Association of Realtors and the New York State Association of Realtors. This special luncheon is \$65, with all proceeds going to support RPAC, the Realtors Political Action Committee.

Members Day will also include a trade show with more than 75 vendors, an Annual Meeting, and a Celebration Cocktail party to acknowledge the HGAR Realtor of the Year and HGAR Affiliate Member of the Year, along with other awards. “We’ll also have some

Next steps for both projects include the submission of certificates of need to the New York State Department of Health and presentations to the planning boards for the cities of Kingston and Port Jervis. After all city and state approvals, construction for the Bon Secours Community Hospital project in Port Jervis is expected to start in the spring of 2017 with the start of the HealthAlliance: Mary’s Avenue Campus project in Kingston planned for the second half of 2017. Both projects are expected to be completed in 2019.

These initiatives were made possible through grants provided by the New York State Capital Restructuring Financing Program. The Bon Secours Community Hospital project received \$24.5 million from the program and the multi-phased HealthAlliance project received an \$88.8-million grant. The balances for these projects will be supported by WMCHHealth, Bon Secours Charity Health System, HealthAlliance and capital fundraising campaigns.

extra surprises this year as we celebrate our 100th Anniversary,” said Richard Haggerty, HGAR CEO. “We’re expecting more than 1,000 Realtors to attend this year.”

Prospect Lending is the Premier Sponsor of the event, and A.S.A.P. Mortgage is a sponsor of the Celebration Cocktail Party.

Members Day is free for all HGAR members, but everyone must register to attend. For more information, registration, or trade show details, please visit www.HGAR.com.

DISAPPOINTED?

Most Westchester Boards of Assessment Review will issue their decisions on or around September 15. If you or anyone you know are disappointed with either a denial or insufficient reduction, you should know that there’s a second opportunity to seek a reduction; via the Small Claims Assessment Review (SCAR) process. Please call for information.

2014 HGAR AFFILIATE OF THE YEAR



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

Call for a free consultation 914-779-4444

PRESIDENT'S CORNER

By Marcene Hedayati, HGAR President



GATEWAY PERSPECTIVES

By Richard Haggerty, HGAR CEO



Merger Vote

What began as the Westchester County Board of Realtors in 1916 has, over time, transformed itself into what we now know as the Hudson Gateway Association of Realtors. Apart from the natural growth of the industry that has been the main driver of our membership, we have also had multiple opportunities to join forces with other associations. These mergers have made us stronger and better, blending the resources and talents found in each entity to create the robust association we have today.

In 1947, the Westchester County Board of Realtors merged with the Pelham Realty Board. In 2009, we merged with the Putnam County Board of Realtors and, most recently, in 2011, the Rockland County Board of Realtors and the Orange County Association of Realtors joined the Westchester Putnam Association of Realtors to become the present-day Hudson Gateway Association of Realtors. Although we are all keenly aware of the varied issues that confront each of these geographic areas and recognize that our members from different parts of our region face distinct issues, we are united by HGAR with one overall purpose—to help our members grow their business and thrive.

Because of the progressive and forward-looking approach unique to our association, joining forces with us was and still is an attractive alternative for other smaller associations. This year, we again find ourselves in the fortunate position of forming another strong alliance, one that expands our territory even further and will surely enrich our membership even more. The Manhattan Association of Realtors, otherwise known as MANAR, the only New York City-based association with NAR/NYSAR status and Realtor members, has proposed a merger citing the need to align themselves with a larger entity that upholds and promotes the same high standards of conduct. Not only would this extend our physical footprint beyond our current borders, but our members would benefit from many New York City initiatives such as MANAR's annual Global Forum, their vigorous schedule of YPN events, and a network of affiliate participants, all sure to promise a more dynamic and valuable experience for all our members.

On October 17th, the annual meeting of the Hudson Gateway Association of Realtors, also known as Members Day, we will be asked to vote on this merger that was recommended by our Board of Directors. We should all be proud and thankful for the efforts made by many of our members who have devoted countless hours to helping our association flourish so that we may be given these, and many other, opportunities. With more than 10,000 members and growing, amazing things are possible and I look forward to being a part of this vibrant association.

Priorities

In mid-August President Elect Dorothy Botsoe and I made the trek to Chicago to the National Association of Realtors 2016 Leadership Summit. NAR conducts the Leadership Summit every year for the association's incoming President and the CEO. In addition to numerous updates on NAR initiatives, the program provides the incoming President of NAR the opportunity to put forth his or her vision for their year in office. The year's President Elect is Bill Brown from Alamo, CA, and the theme of the Leadership Summit was revolution.

I'm not sure what I heard at the Summit was revolutionary, but I did find the content exciting and thought provoking and I believe that Bill Brown's vision and priorities can continue to propel our association in a positive direction to benefit our members.

Bill distilled his vision for next year into four succinct goals:

- 1) Improve home ownership rates;
- 2) Protect the current tax structure, which includes mortgage interest deductibility and 1031 tax exchanges;
- 3) Preserve the Government Sponsored Enterprises (GSEs) Fannie Mae and Freddie Mac, which play a key role in maintaining a healthy secondary mortgage market and
- 4) provide tools to help ensure the financial future of our members.

The first three of Bill Brown's goals are not new, but they are critical to maintaining and strengthening the value of homeownership. The last goal is not a topic that we have heard a lot about before, but I believe it is vital to our member's long term success. We know that real estate is cyclical with highs and lows, and we are just now recovering from one of the most challenging downturns in the economy and the real estate market in recent memory. We also know that many real estate professionals operate on the hand-to-mouth principal and do not provide for adequate savings to ride out the "low" cycles, let alone save for retirement. Providing training and tools to help our members save and invest will hopefully help our members thrive in strong markets as well as challenging markets. Be on the look-out for these tools which NAR intends to roll out next year, and rest assured that HGAR will promote them on a local level.

One NAR future initiative, which was discussed at the Summit, was an upcoming upgrade to realtor.org, which will feature a customized member dashboard when the member first logs on, exactly what HGAR launched just a few weeks ago. It's nice to know that we are ahead of the curve! It's also gratifying that NAR is equally focused on improving the member experience, which has been one of the priorities of this year's HGAR President Marcene Hedayati.

Keeping the interests of the member at the center of all of the association's endeavors is the primary priority of HGAR and it goes hand-in-hand with all of the advocacy efforts in which the association engages. Next year HGAR will launch a new strategic planning initiative that I believe will further enhance the member experience.

Sign up for our Free Real Estate In-Depth

online edition and
Newsletter Updates

@

RealEstateInDepth.com



HGAR Launches First New 'Breakfast With Benefits' Program



White Plains Hospital

By Mary T. Prenon

The Hudson Gateway Association of Realtors is launching its new "Breakfast with Benefits" Program to offer HGAR members more free informational forums on topics that will help them in their real estate careers.

The first "Breakfast with Benefits" event is set for Thursday, Sept. 29 at 9:30 a.m. at HGAR in White Plains and is sponsored by Sun Blue Energy of Sleepy Hollow. The program is designed to explain how solar can increase the value of homes and businesses, and save tens of thousands of dollars in utility costs. Using solar energy also allows for generous tax credits.

The next "Breakfast with Benefits" event, scheduled for Monday, Oct. 31 at 9:00 a.m., will be at White Plains Hospital. The hospital is in the process of implementing a series of new developments designed to serve the increasing population of White Plains and the surrounding area.

This exclusive Realtor event will feature a tour of new hospital enhancements, technological capabilities and clinical services in maternity, cardiology, cancer, emergency care, and more. A light breakfast will be served and Realtors will have the opportunity to meet with senior leaders at the hospital, rated one of the best regional hospitals by *U.S. News & World Report*.

Free parking and valet service will be available in the main hospital lot on Davis Avenue at Maple Avenue.

HGAR members interested in attending these "Breakfast with Benefits" events can register on the home page of HGAR.com, under "Events."

REAL ESTATE IN-DEPTH

September 15, 2016 Published September 17, 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

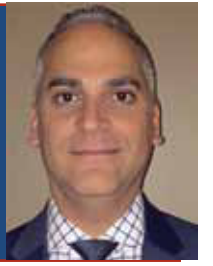
Meadow Art & Design, Design & Production

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, One Maple Ave., White Plains, New York 10605.

Fair Housing Laws: 'Steering' Clear of Potential Violations

LEGAL CORNER

By John Dolgetta, Esq.
HGAR Legal Counsel



It is critical for real estate agents to know and understand what information they may or may not provide to clients when describing or providing information about a new development or a particular neighborhood or area. Many times this occurs when a buyer is looking for newly constructed homes as well as existing homes. Many builders and developers work closely with real estate brokerage firms and agents to market new developments and set up websites to do so. Agents and sellers must be careful to ensure that these websites and marketing materials do not constitute "steering" since this is a violation of the Fair Housing laws.

While one of the most important functions of a real estate agent is to be an invaluable resource of information pertaining to a particular area, an agent must at all times be wary about what information is provided to a customer or client about a specific area or real estate market. When an agent tells a client that a certain neighborhood or area is "great," or a school district is the "best," or "this new construction development is located in an upscale neighborhood," that agent may be engaging in illegal behavior known as "steering."

'Steering' is Illegal Under Federal, State, Local Laws

The National Association of Realtors explains that "[s]teering' under the Fair Housing Act is the process of influencing a buyer's choice of communities based upon the buyer's race, color, religion, gender, disability, familial status, or national origin." (see <http://www.realtor.org/articles/steering-schools-and-equal-professional-service>). An agent is violating not only the Fair Housing Act (FHA) but also state and local laws when he or she engages in "steering" based on any of the protected classes as defined under the federal, state and local laws dealing with fair housing. NAR further explains that "[s]teering occurs when an agent limits the housing options available to a buyer by directing prospective homebuyers interested in equivalent properties to different neighborhoods or communities or even different parts of the same development according to the buyer's race or other characteristics protected under the Fair Housing Act."

The FHA makes it illegal for an agent "...to make, print, or publish, or cause to be made, printed, or published any notice, statement, or advertisement, with respect to the sale or rental of a dwelling that indicates any preference, limitation, or discrimination based on race, color, religion, sex, handicap, familial status, or national origin, or an intention to make any such preference, limitation, or discrimination." (See 42 U.S.C. § 3604(c)). It is important to note that there are several other "protected classes" under New York State law and other local laws in addition to those provided for under the FHA. Some of the additional protected classes under New York State law are as follows: age, creed, race, color, sex, sexual orientation, national origin, marital status, domestic violence victim status, disability, military status, familial status and gender identity. Other protected classes in certain localities include: citizenship (NYC) and source of income (NYC, Westchester, Buffalo, Hamburg, West Seneca and Nassau counties). Of course, the aforementioned list of protected classes is not exhaustive and agents and brokers must research local laws that may include others as well.

Best Practices: Real Estate Agents Should Provide Information Not Recommendations

Real estate agents should provide a client or customer with objective information about a particular area and not personal opinions of what the agent believes the buyer would want to hear about a particular area or neighborhood. This occurs many times when a real estate agent or broker markets a new development or newly constructed homes. Marketing materials and advertising usually makes reference to a development being located in a "great neighborhood" or a "great school district."

It is very common for buyers and tenants to ask about the quality of schools, the ethnic, racial and age make-up of a particular area, crime rates and many other factors. NAR provides some helpful recommendations to avoid engaging in "steering" when an agent is confronted with these types of enquiries. (See <http://realtormag.realtor.org/law-and-ethics/law/article/2009/04/6-ways-avoid-illegal-steering>). NAR recommends that an agent should ask about hobbies, which could elicit useful information about what the buyer may or not be interested in. If a buyer or tenant asks about a school district, an agent should direct the client to the school's or school district's website. NAR also advises that the agent should recommend that the client visit the school or schools in a certain area. A real estate agent or broker should never recommend a specific school over another or indicate that one school or school district is "great" or "better."

When a client asks about crime in a certain area, the agent must recommend that the client go to the local police station or research other publicly available informa-

tion or data. An agent should not "...disclose crime statistics or say a neighborhood is a safe place to live even if you believe it to be true." When a client or customer requests information about religious information, such as places of worship, an agent must not provide specific information, but rather NAR recommends that an agent or brokerage firm "[d]evelop a list of all houses of worship in the neighborhoods you serve and provide that as a resource to buyers." It is further recommended that this type of information only be provided when a prospective buyer requests it. Agents and brokers should also recommend that their clients engage in their own research over the Internet.

Many clients also request information regarding the demographics of a particular area. One could provide them with the link to the Census Bureau website (see <http://www.factfinder.census.gov/>), which provides information on racial, ethnic and income breakdowns. An agent or broker should never provide personal opinions relating to any such information or recommendations based on such information that is intended to "direct" or "steer" a client to one neighborhood or development over another.

NAR points out that "[i]f buyers persist in asking questions that could result in a charge of steering against you, be polite but firm in telling them: 'I'm sorry, but I can't provide that information. Fair housing laws prevent me from steering people away from or toward a certain neighborhood based on race, color, or other protected categories.' An agent's role is to assist buyers and tenants so that they are able to obtain information on their own so they may make their own decisions. The role of the agent is not to "steer" them toward any particular area or choice of housing on the basis of any protected class.

In an article entitled "What It Means to Cross the 'Steering' Line in Real Estate,"

A real estate agent or broker should never recommend a specific school over another or indicate that one school or school district is "great" or "better."

author Theresa Boardman explains that "[h]omebuyers ask [agents] to recommend a 'decent' neighborhood. Steering happens when agents say, 'this is a good neighborhood,' or 'this is the best neighborhood for families with children' or 'you wouldn't be happy here.'" (See <http://www.inman.com/2016/08/19/what-it-means-to-cross-the-steering-line/>). Boardman further points out that "[s]ometimes steering happens on

a subconscious level. Agents make assumptions about where people will want to live based on their religion or family status or even skin color or ethnicity." As a result, "[R]ealtors attempt to guide a particular buyer [or tenant] away from or towards housing in a specified area." (See <http://digitalcommons.law.utulsa.edu/cgi/viewcontent.cgi?article=1395&context=tlr>). No matter how the information is presented, these are violations of federal, state and local Fair Housing laws.

Testers Are Being Deployed; Education is Critical

Earlier this year Gov. Andrew Cuomo announced that New York State would be deploying undercover testers to uncover violations of the Fair Housing laws by agents. (See <https://www.governor.ny.gov/news/governor-cuomo-announces-initiative-strengthen-states-anti-discrimination-efforts>). In his press release, Gov. Cuomo indicated that "[t]hree fair housing agencies have been hired to partner with the state to complete the enforcement program: Housing Opportunities Made Equal (HOME) in Buffalo, CNY Fair Housing in Syracuse, and Westchester Residential Opportunities in Westchester, Rockland and Putnam counties." Governor Cuomo stated that under this new program, the Division of Homes and Community Renewal will work to safeguard the rights of all New Yorkers using trained fair housing "testers" with diverse racial, gender, and economic backgrounds, who also represent parents, and persons with disabilities. These testers will act as potential renters or home seekers and will test for discriminatory bias amongst sellers and landlords. Testers will work in teams and will present similar incomes and career profiles to real estate agents and owners in an effort to obtain housing. The treatment the testers receive will be documented and the results analyzed. When possible discrimination is uncovered it will be investigated and prosecuted. The fair housing enforcement will also include investigations of real estate agents, owners and landlords who are all prohibited from discriminating in the rental or sale of housing in New York State.

Real estate agents need to be cognizant of the information being provided to all clients and customers regardless of their race, ethnicity, color, religious background and any other protected class. They must be aware that these "testers" are out there and that they need to be extremely careful when providing certain information to prospective customers and clients. These "testers" are looking for real estate agents who are engaging in acts of "steering." Again, sometimes these acts may occur on a subconscious level, and therefore, it is critical for the agents and brokerage firms to focus on preventative measures and continuing education relating to fair housing so as to avoid potential violations of fair housing laws.

With a healthy housing market comes an increase in new construction and new

Continued on page 6

**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

NAR, HGAR Planning Grants to Spark Newburgh Neighborhood Revitalization



“These generous grants from the Realtor community will help us explore the possibilities for this neighborhood and we will then hope to learn lessons here that can be replicated elsewhere in the city and in the region.”

—Joe Czajka, senior vice president, Hudson Valley Pattern for Progress

NEWBURGH—Can aiding one neighborhood help an entire city?

A set of grants from the National Association of Realtors and the Hudson Gateway Association of Realtors will look to do just that in the City of Newburgh with the assistance of the nonprofit research and policy group Hudson Valley Pattern for Progress.

Grants totaling \$16,500 have been given to Pattern for Progress by NAR and HGAR for a project that seeks to revitalize a specific neighborhood in the City of Newburgh through the creation of new businesses, jobs and others features as part of a neighborhood revitalization plan.

The proposed neighborhood targeted by the grant is the area bordered by South Lander Street, Benkard Avenue, Colden Street and Washington Street all on the south side of Broadway in the City of Newburgh. The block is home to Atlas Industries, an old manufacturing building that has been transformed to a shared location for dozens of small businesses—small furniture manufacturing, art design space, photographic studios, architects, industrial designers, filmmakers, a bookbinder, graphic designers and artists. The Newburgh Brewery is also located in a repurposed factory in the neighborhood in the vicinity of such cultural amenities as Washington's Headquarters and the new cafés and small retail establishments on the Liberty Street corridor. The neighborhood is adjacent to an area of redevelopment and new construction where dozens of

residential buildings have been rehabilitated through the Greater Newburgh Habitat for Humanity.

The grant provides funds to assemble a small group of local stakeholders to join Pattern for Progress in their efforts to create a Neighborhood Revitalization Plan to further the redevelopment of this community and help ensure long-term success. The revitalization plan will also look to improve housing conditions, eliminate blight and lay the foundation for further economic development efforts in the City of Newburgh.

"Nationally, trends show a renewed interest in urban living by young adults, empty nesters, and seniors," said Joe Czajka, senior vice president at Pattern for Progress and executive director of the Center for Housing Solutions and Urban Initiatives at Pattern. "The urban centers of the Hudson Valley are poised to take advantage of this shift; and to varying degrees some already are."

"These generous grants from the Realtor community will help us explore the possibilities for this neighborhood and we will then hope to learn lessons here that can be replicated elsewhere in the city and in the region," Czajka added. NAR has given \$15,000 to the project while HGAR has provided the local match of \$1,500.

HGAR Chief Executive Officer Richard Haggerty said, "The City of Newburgh holds such great promise and we hope that these planning grants will serve as a catalyst to help maximize efforts already underway to revitalize this waterfront neighborhood."

In a demonstration of commitment to the plan, the Leviticus Fund for community development, the Community Preservation Corporation and Community Capital of New York are helping to provide access to capital and technical assistance for redevelopment in the community.

An informal advisory group comprised of individuals and professionals from institutions interested in guiding the plan is now forming. It now includes Deirdre Glenn and Ali Church of the City of Newburgh Planning Department; Madeline Fletcher of the Newburgh Land Bank; Cathy Collins of Habitat for Humanity, Bill Fioravanti, of the Orange County Partnership; Mary Paden of the Community Preservation Corporation; Greg Maher of the Leviticus Fund; Kim Jacobs of Community Capital of New York; and a representative of SUNY Orange. Others are expected to join as the project progresses.

Pattern for Progress plans to convene a meeting of businesses, the informal advisory group and other stakeholders to set forth a timeline and a set of actions essential to the completion of the plan.

The Realtors planning grant is helping to fund revitalization of a specific section of Newburgh that is part of a larger effort known as the "Creative Neighborhood," which was announced on August 23. The Creative Neighborhood is aimed at attracting technology, the arts and other types of enterprises along with new residents to the city. That effort will also focus on a section of the city several blocks north of Broadway that comprises the SUNY Orange campus and streets adjacent to it.

Pattern for Progress President and CEO Jonathan Drapkin noted at the Creative Neighborhood announcement held at SUNY Orange's Newburgh campus that one of the keys to the city's revitalization could be the college itself.

"How do we maximize its potential, not as a college, but as an anchor for the revitalization of the city," Drapkin said in a story published in the *Middletown Times-Herald Record*.

At the event, officials with Rhinebeck Bank announced it was creating a \$3-million loan fund specifically for businesses that move into the area. Loans of up to \$250,000 will be available at below-market rates, according to the published report.

To find out more about this initiative, contact Joe Czajka at Pattern for Progress at jczajka@pfprogress.org or call 845-565-4900.

Hudson Valley Pattern for Progress is a not-for-profit policy and planning organization that promotes regional, balanced and sustainable solutions to enhance the growth and vitality of the Hudson Valley. Founded in 1965, Pattern works within the nine-county area that includes Columbia, Dutchess, Greene, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester.

The LOFT LGBT Community Center

Proudly Announces **The LOFT's 2016 Ally Award** Recipient

BARRY KRAMER

Owner/Principal Broker-Westchester Choice Realty
Regional Vice President of HGAR



A true leader, supporter and advocate, for over 33 years Barry Kramer has been in our corner. His involvement with both LGBT causes and human rights is extensive and relentless.

Please join The LOFT in honoring Barry at **The LOFT UNITY Gala 2016** Saturday October, 1st 2016 at The DoubleTree by Hilton in Tarrytown



For more information, to purchase tickets and to congratulate Barry,

go to: www.loftgaycenter.org or call 914-948-2932



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

Member: NPMA, NYSPPMA, APS, ESA, HGAR, WCR, PUA

Fair Housing Laws: 'Steering' Clear of Potential Violations

Continued from page 5

real estate development, and agents and brokers, as well as sellers and developers, must be careful when marketing both new and existing homes. In her article, Boardman stated it perfectly, "[b]eing a real estate agent is about making money, which is why we are exposed to more articles about lead capture and the latest tech toy than we are to articles about Fair Housing. Every now and then, let's take a few minutes to remember that real estate is also about people."

Editor's Note: The foregoing article is for informational purposes only and does not confer an attorney-client relationship.

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. For information about Dolgetta Law, PLLC and John Dolgetta, Esq., please visit <http://www.dolgettalaw.com>.

AvalonBay Sells Nanuet Complex for \$147 Million

NANUET—Holliday Fenoglio Fowler, L.P. announced earlier this month it had closed the \$147-million sale of eaves Nanuet, a 504-unit multi-housing community in Nanuet in Rockland County.

HFF marketed the property exclusively on behalf of the seller, AvalonBay Communities, Inc. A joint venture between Harbor Group International, LLC and Azure Partners LLC purchased the asset free and clear of existing debt. The transaction represents one of the largest apartment sales to have occurred in Rockland County.

The eaves Nanuet development is situated on 54 acres at 100 Avalon Gardens Drive. The transit-oriented property is located near Interstate 287's intersection with the Garden State Parkway and Palisades Interstate Parkway and Nanuet's Metro North train station and park and ride lot, providing access to the George Washington Bridge and Midtown and Lower Manhattan. The 97% leased community has 64 buildings totaling 504 homes, with a diverse mix of one-, two- and three-bedroom apartments averaging 1,208 square feet in size.

Apartments feature loft spaces, gas fireplaces, closet and attic storage, in-unit washers and dryers, direct-access personal garages and patios/balconies. Community amenities include an outdoor swimming pool with sun deck, two tennis courts, grilling areas, two playgrounds, clubhouse, fitness center, yoga room, indoor basketball and racquetball courts and a resident lounge with fireplace and business center.

The HFF investment sales team that represented the seller was led by senior managing director Jose Cruz, managing director Kevin O'Hearn, directors Michael Oliver and Stephen Simonelli and associate director Robert Borny.

"Demand for well-located, value-add multi-housing continues to be very strong – especially in high-income submarkets like Nanuet," said Cruz. "This property is one of the largest in the county and provides investors with significant upside."

Coldwell Banker Residential Golf Tournament Raises More Than \$60,000 For Friends of Karen Charity



Michael O'Connor (left), an associate real estate broker with the Coldwell Banker Residential Brokerage Yorktown Heights office, presents a trophy to Rich McNichol of McNichol Home Inspections. McNichol's foursome won the tournament trophy at the 10th annual Coldwell Banker-Erin O'Connor Memorial Golf Outing, which raised funds for Friends of Karen.

YORKTOWN HEIGHTS—Coldwell Banker Residential Brokerage in Connecticut and Westchester County announced that \$61,600 was raised for Friends of Karen Inc. through the 10th annual Coldwell Banker-Erin O'Connor Memorial Golf Outing.

The tournament is held annually in memory of Erin O'Connor and raises funds for Friends of Karen, a nonprofit organization that supports critically ill children and their families. Erin O'Connor, who died of a brain tumor in 1999 at the age of 13, was the daughter of Michael O'Connor, an associate real estate broker affiliated with the Coldwell Banker Residential Brokerage office in Yorktown Heights.

"The sales associates and employees of Coldwell Banker Residential Brokerage dedicate a lot of time and effort into organizing this golf tournament each year because Friends of Karen provides invaluable support and services to families and children who are dealing with cancer and other serious illnesses," said Joseph A. Valvano, president of Coldwell Banker Residential Brokerage in Connecticut and Westchester County. "We are very proud of Michael for spearheading this tournament, and want to thank the sponsors and real estate community for again stepping up to contribute to the success of this year's outing."

"I am so grateful for the generosity that is demonstrated each year by our community. Through this outing, we have been able to make significant contributions to Friends of Karen, which relies on the community's support to be able to continue to assist children who are undergoing treatment, as well as their families," said O'Connor.

The mission of Friends of Karen is to provide emotional, financial and advocacy support for children with life-threatening illness and their families, in order to help keep them stable, functioning and able to cope. Since Friends of Karen was founded in 1978, the organization has assisted more than 14,000 children and their families.

loanDepot[®]
NMLS#174457
Your MORTGAGE MASTER



Kevin Kearns

914.309.9867
kkearns@
NMLS # 175711



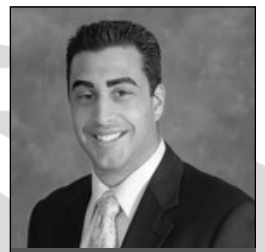
Nicole Arlotta

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



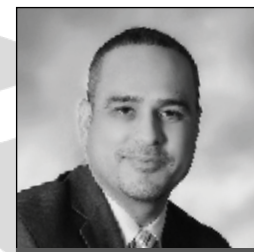
Marie Herrero

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

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





Amy Kane



Jason Wilson

William Raveis recently announced the appointment of two real estate industry veterans—**Amy Kane** and **Jason Wilson**—both of whom have joined William Raveis from leadership positions with the Sotheby's International Realty Network.

Kane will serve as senior vice president of the Westchester and Lower Fairfield region, while Wilson has been appointed to vice president of William Raveis' affiliate offices, as well as vice president, regional director of operations for William Raveis Real Estate.

"Amy and Jason bring an impressive history of being top performers at marquis real estate brands to William Raveis, along with a deep knowledge of the region," said Chris Raveis, president of residential sales at William Raveis. "They chose to stake their future with us. We are confident these talented, established professionals will help us grow our standing in the Westchester and Fairfield markets and make the most of our unique nine-state footprint—the largest in the Northeast and Florida. We see our firm as a place talent goes to build their future."

Kane joins William Raveis from ONE Sotheby's International Realty in Miami Beach, FL, where she served as director of sales and successfully managed more than 175 agents in multiple offices. She previously worked as an executive vice president, sales at Douglas Elliman in Tribeca. From October 2006 to April 2012, Kane served as regional vice president and later senior regional vice president for Houlihan Lawrence, with supervision over nine offices. Kane has also served as a senior vice president at Prudential Holmes & Kennedy in Westchester County and has an extensive sales and executive coaching background.

During her career, she has achieved industry recognition, including receiving the prestigious "Prudential Chairman's Circle Award," "Westchester/Putnam MLS: Top Producer" designation and being named "Houlihan Lawrence: Rookie of the Year."

A resident of Yorktown Heights, Wilson most recently served as branch manager at Julia B. Fee Sotheby's International Realty in Westchester, where he was lauded for growing the firm's Scarsdale office, which he has managed for nearly six years, from \$125 million to \$300 million in annual volume in a four-year period. He also served as co-manager of the firm's Irvington, location, where he was charged with growing Julia B. Fee Sotheby's International Realty brand visibility and market share. Wilson has been in sales and management for more than 18 years, including serving as a branch manager and licensed associate broker at Better Homes and Gardens Rand Realty and as an associate broker at Houlihan Lawrence.

A serial entrepreneur who founded and was managing director of Wireless Depot North America, Wilson is a self-starter who has held leadership positions with the Hudson Gateway Association of Realtors and the New York State Associations of Realtors (NYSAR). He is a certified New York State real estate instructor and co-founder and former chair of the HGAR Young Professional Network (YPN), a member of the Arts Westchester Silent Auction Committee, and current president and treasurer of the Scarsdale Chamber of Commerce. He was named "Manager of the Year" by Julia B. Fee Sotheby's International Realty in 2015 and 2011 and was a "Forty Under 40 Rising Star," an award bestowed by the Business Council of Westchester.

Nicholas Germak, regional vice president of **Weichert, Realtors**, announced recently that **Beth Siciliano** of the Nanuet office received individual recognition for her outstanding performance in July.

As a top producer, Siciliano led her sales region, which is comprised of locations throughout Orange, Dutchess, Westchester and Rockland counties in New York and Fairfield County, CT, for resale revenue units and resale dollar volume.



Beth Siciliano

Weichert, Realtors recently reported that **Robert Gavura** has been named regional vice president of its Manhattan and Hudson County, NJ sales offices. He will be responsible for the management and growth of four Weichert sales offices in New Jersey including Bayonne, Hoboken, Jersey City Downtown and Jersey City Exchange Place and two Manhattan sales offices in Rockefeller Center and Soho.

Gavura brings more than 14 years of real estate experience to his new role, and has successfully led offices that have generated more than \$1 billion in dollar volume. During his career at Weichert, he has become known for his leadership and for bringing several Weichert, Realtors sales offices to historic levels of profitability, including the Hoboken office and the former office in Fair Lawn. Prior to his career in real estate, he worked on Wall Street and was honored with the Outstanding Representative Award from the Society of Consumer Affairs Professionals in Business.

"It is with great pride that we have appointed Robert to this well-deserved position," said Jacelyn Botti, head of residential sales for Weichert, Realtors.



Robert Gavura

"Throughout his career, he has been a proven, innovative leader with impeccable business acumen. The Hoboken team has made tremendous strides under his devoted leadership as manager, which positions us well both for immediate success and long-term growth within the region as a whole."



Angeles Martinez de Carvajal

Angeles Martinez de Carvajal has joined **Hudson Homes Sotheby's International Realty** in Tarrytown as a licensed real estate salesperson.

Martinez de Carvajal started her real estate career in Manhattan before specializing in Westchester. She founded her own real estate investing company in 2008, AMCB Services Company NY LLC. Martinez de Carvajal has an extensive international background, working and investing in real estate in Spain, California, North Carolina and New York State. She came with her family to the U.S. in 2005 and has settled in Tarrytown at Hudson Harbor.

Cindy Iver has joined **William Raveis'** Scarsdale office as a licensed real estate sales person.

Iver grew up in a real estate family and is a resident of the Quaker Ridge section of Scarsdale. She is a member of the National Association of Realtors and the Hudson Gateway Association of Realtors. Prior to her career in real estate, she sold advertising space and created sponsored marketing programs for well-known national magazines in New York City. Her most recent role as representative for *Westchester Magazine*, *Westchester's Wine & Food Weekend*, *Women in Business* and *Best of Westchester* has provided her with an expansive network of contacts. She is a full-time Realtor working throughout Westchester County.



Cindy Iver



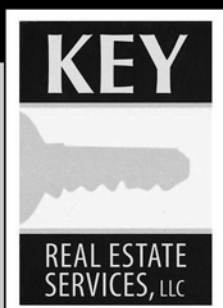
What Would You Say?

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



Allison Jaffe, Broker
GRI, CBR, SRES



HGAR UPDATE

SEPTEMBER 2016

FIRST NOTICE OF ANNUAL MEETING Oct. 17, 2016 Hudson Gateway Association of Realtors, Inc.

WHITE PLAINS—The 2016 Annual Meeting of the Hudson Gateway Association of Realtors, Inc. will take place on October 17, 2016 at 3:30 p.m. at the DoubleTree Hotel, 455 South Broadway, Tarrytown, New York 10591, as part of the Member Appreciation Day program running from 8:30 a.m. to 6:00 p.m. While some Member Appreciation programs may require a paid reservation, the official Annual Meeting at 3:30 p.m. is free of charge. More information about the day's events will be issued to all Members via separate media.

The voting business at the Annual Meeting is the following:

A. Adoption of a Plan of Merger of the Hudson Gateway Association of Realtors, Inc. and the Manhattan Association of Realtors, Inc., with the surviving entity to be known as the Hudson Gateway Association of Realtors, Inc. The Plan of Merger also calls for the creation of the Manhattan Chapter of the Hudson Gateway Association of Realtors, Inc., with a Chapter representative serving on the HGAR Board of Directors in accordance with the amended By-Laws.

B. Approval of amendments to the By-Laws that are necessary for the governance of the Hudson Gateway Association of Realtors, Inc. to become

effective with the filing of the Certificate of Merger.

C. The election of two (2) HGAR Class 1 Directors with terms expiring at the end of 2017, one (1) HGAR Class 2 Director with a term expiring in 2018, and eight (8) HGAR Class 3 Directors with terms expiring at the end of 2019. The HGAR Leadership Committee has submitted the following slate of candidates for election to serve as Officers and Directors on the HGAR Board of Directors for 2017. In the event the Plan of Merger is adopted and the necessary amendments to the By-Laws are approved, Tony D'Anzica, the 2016 President of the Manhattan Association of Realtors, Inc., will serve as the Manhattan Chapter Representative on the HGAR Board of Directors for calendar year 2017 in accordance with the amended By-Laws.

President

Dorothy Botsoe
Dorothy Jensen Realty, Inc.
20 Haarlem Ave., Suite 406
White Plains, NY 10603

President Elect

John Lease III
John J. Lease REALTORS Inc.
5020 Route 9W
Newburgh, NY 12550

Regional Vice President/ Westchester Putnam

Clayton Livingston
BHHS Hudson Valley Properties
14C East Main Street
Pawling, NY 12564

Regional Vice President/ Westchester Putnam

Barry Kramer
Westchester Choice Realty, Inc.
105 Garth Road
Scarsdale, NY 10583

Regional Vice President/Orange

Kathleen Milich
RE/MAX Benchmark Realty Group
100 Commerce Dr.
New Windsor, NY 12553

Regional Vice President/Rockland

Jennifer Mallory
Keller Williams Hudson Valley
18 Laurel Rd
New City, NY 10956

Secretary/Treasurer

Pamela Jones
Coldwell Banker Res. Brokerage
278 Mamaroneck Ave
White Plains, NY 10605

Immediate Past President

Marcene Hedayati
William Raveis Legends Realty
37 Main St.
Tarrytown, NY 10591

Continued on page 27

SPOTLIGHT ON

Brewing a Robust R.E. Career

By Mary T. Prenon

What does the beer industry have to do with real estate? This may seem like an odd question, but if you ask Larry Curasi, they do have a lot in common. For many years, the Broker/Owner of ERA Curasi Realty in Montgomery enjoyed a flourishing career in the beer industry before brewing up an equally successful real estate business over the last 20 years.

While still in the 10th grade, Curasi started working for the Suffern Beer Distributors, doing everything from washing trucks to cleaning the warehouse and loading trucks. "I wasn't exactly the 'angel child' in school, but I had a very strong work ethic at a very young age," he recalled. He worked afternoons and weekends, and eventually became a full time employee while still in school. "When I was in 11th grade, I actually compared my salary to my guidance counselor's salary and I was the one making more money!"

When he finished high school, Curasi continued working in the beer industry, making deliveries and getting involved in sales as well. When he was just 20 years old, he took a job with the Canada Dry/Coors distributor in Yonkers and Marlboro. He later became the union's youngest shop steward. "They allowed me to be the voice for the union employees. It was stressful, but very exciting too," he said.

During this time, Curasi also bought



Larry Curasi

his first house in Walden. He met his wife Nancy the same year and the couple married in 1995. At 24, he had a good experience with his home purchase, and wanted to get more knowledge and experience about buying investment properties. Prompted by this desire, he got his real estate license in 1998. "At the time, I had no intention of selling," he admitted. "I just wanted to learn more about acquiring properties."

However, fate had other plans. Once people learned about his real estate license, business started to pour in. "Word traveled quickly and I did start to sell real estate, as well as invest in properties," he said.

In 1999, Manhattan Beer Distributors

Continued on page 10

2016 HGAR RPAC HONOR ROLL as recorded by NYSAR to September 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
Marcene Hedayati, William Raveis Legends Realty Group, Tarrytown
Katheryn DeClerck, BHG Rand Realty, Goshen
Russell Woolley, Wright Bros Real Estate Inc. Nyack

Sterling R

Irene Amato, A.S.A.P. Mortgage Corp., Cortlandt Manor
Leah Caro, Bronxville Real Estate, Bronxville
Carol Christiansen Café Realty, Mount Kisco
Ann Garti, Hudson Gateway Association of Realtors, Inc.
Donna Gennaro, BHG Rand Realty, Central Valley
Joseph Houlihan, Houlihan & O'Malley R. E. Services, Bronxville
Sander Koudjis, Great American Title Agency, White Plains
Barry Kramer, Westchester Choice Realty, Scarsdale
Drew Kessler, M & T Bank - Mortgage Corp, Fishkill
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
Rosemarie A. Pelatti, Keller Williams Hudson Valley Realty, New City
Marsha Rand, BHG Rand Realty, Nanuet
WCR, Empire Chapter
Alan Yassky, Rockland Realty Commercial Real Estate Services LLC, Nanuet

President's Club

Margo Bohlin, BHG Rand Realty, New City
Allan Bohlin, BHG Rand Realty, New City
Lazer Milstein, Realty Teams Corp, Pamona

Capitol Club

Barbara Bodnar, Coldwell Banker, Yorktown Heights
Theresa Crozier, Houlihan Lawrence Inc. White Plains
Lawrence Curasi, ERA Curasi Realty, Montgomery
Laurie DiFrancesco, BHG Rand Realty, Suffern
Vicky Gonzalez, Hudson Gateway Association of Realtors, Inc.
Michael Graessle, BHG Rand Realty, White Plains
Pamela Jones, Coldwell Banker Residential Brokerage, White Plains
Eric T. Levenson, Café Realty, Mt. Kisco
Cynthia Lippolis, BHHS River Towns Real Estate, Croton-on-Hudson
Joseph Lippolis, BHHS River Towns Real Estate, Peekskill
Eydie Lopez, Wright Bros Real Estate Inc., Nyack
Fortune Macri, Meenan Security Services
Jennifer Mallory, Keller Williams Hudson Valley, New City
Pat Palumbo, Houlihan Lawrence, Somers
Cathleen Stack, Hudson Gateway Association of Realtors, Inc.
Eileen Taus, Hudson Gateway Association of Realtors, Inc.
Maryann Tercasio, BHG Rand Realty Central Valley
Renee Zurlo, BHG Rand Realty, Central Valley

Continued on page 21

BOARDROOM REPORT

**Boards of Directors
Hudson Gateway Association of Realtors,
Inc. (HGAR)
June 8, 2016
HGAR offices, White Plains, New York**

Hudson Gateway Association General Activities

CEO Richard Haggerty provided an update on HGAR's discussions with the representatives of the Manhattan Association of Realtors, Inc. ("MANAR"). He advised that representatives from MANAR and HGAR have continued to meet to discuss terms of a possible merger between the two associations. He indicated that the MANAR Board of Directors recently met to discuss the terms of such a merger and voted to proceed with the discussions. Specifically, MANAR is seeking Chapter Status within HGAR and desires commitments to support an annual international real estate symposium, which MANAR has conducted successfully in the past. CEO Haggerty indicated that if discussions continue to proceed at a positive pace the potential merger agreement would be presented to the Board of Directors in September and the HGAR General Membership in October.

CEO Haggerty then reported on the status of the relocation of the HGAR White Plains office to One Maple Avenue and the status of the official transfer of possession in accordance with the provisions of the lease documents. He stated that a short punch list of items remained regarding the new facility. One main issue concerned the functionality of the air conditioning unit, which had to be resolved before HGAR would sign off on the punch list and proceed with the transfer of the lease to HGAR from Urstadt Biddle Properties.

CEO Haggerty provided an update on the planned Grand Opening Ceremony and 100th Anniversary Celebration that would be conducted on July 18th at 3 p.m. at its corporate headquarters in White Plains.

Communications and Member Services

Communications Council Chairperson Debra Budetti reported that HGAR was offering free Defensive Driver courses at HGAR's Goshen office on June 20th and June 22nd. In addition, Dan Harris of ABC News has been selected as the Keynote Speaker for HGAR's Members' Day to be held on October 17th at the Doubletree Hotel in Tarrytown. Also, YPN is planning an event to focus on Condominiums and Co-Ops in the near future.

Education

Education Council Chairperson Gail Fattizzi reported that the Education section of HGAR.com would be revised so that when the new member portal launches, members' education records will be visible on the member's homepage. In addition, there will be a "Lunch and Learn" held for Continuing Education credit on June 21, 2016 at HGAR in White Plains. The topic will be mold and environmental issues. The Education Council is planning on lowering the price of its pre-licensing online course from \$249 to \$199 for the general public and is planning on offering a discount code for Brokers, Owners and Managers. Fattizzi also reported that the Commercial Certification Program received very positive reviews and announced that the next one will be held sometime in October. Lastly, the Education Council is issuing a Request for Proposal ("RFP") to several vendors in order to explore the possibility of a new software platform for HGEdu.

Legislative, Political and Legal Issues

HGAR Governmental Affairs Director Phil Weiden reported that "Lobby Day" held at the State Capitol building in Albany on May 24th was a great success. In addition, Weiden reported that several HGAR representatives attended the NAR Mid-Year Conference held in May, in Washington D.C. At that time, HGAR Representatives met with U.S. Senators Chuck Schumer and Kirsten Gillibrand to discuss Realtor legislative issues.

Realtors Political Action Committee ("RPAC") Chairperson Laurie DiFrancesco stated that there were various RPAC fundraising events taking place in the near future including a June 9th event at the Ritz-Carlton Penthouse in White Plains, a June 30th afternoon Yankees game, a Rockland Boulders game on August 10th, an event at Boscobel in Putnam County on July 27th, and an event to take place at Billy Joe's Ribworks in Newburgh on August 24th.

CEO Haggerty praised the efforts of Weiden, HGMLS Past President Leah Caro, and others, in defeating the proposed hike to the Yonkers Transfer Tax. Said increase would have doubled the amount of the tax and therefore increased the financial burden on homeowners upon the sale of their homes.

Fair Housing and Cultural Diversity

Director Eydie Lopez spoke on behalf of the Fair Housing and Cultural Diversity Committee. She indicated that she recently received Fair Housing Proclamations from the County Executives for Westchester, Putnam and Rockland counties. In addition, the Committee promoted Fair Housing Month on Facebook and is also seeking a grant from NAR for an International Food Night and Art Exhibit.

Professional Standards

Professional Standards Council Chairperson Myriam Ramos then reported on behalf of the Professional Standards Council, advising that since the last HGAR Board of Directors meeting, the HGAR Grievance Committee has met and reviewed four Ethics Complaints, all of which will be forwarded on for a hearing. They also reviewed three Arbitration Requests, two of which were considered Mandatory Arbitration matters and one of which was considered a Voluntary Arbitration matter. One Ethics Complaint is under the Appeal Period. In addition, two Ethics Complaints were withdrawn and one Arbitration Request was withdrawn.

Ms. Ramos then presented six Ethics Decisions designated as 192-E, 193-E, 194-E, 195-E, 196-E, and 197-E, and a copy of each decision was presented to the Directors. Time was given to the Directors to review the decisions and thereafter the Directors confirmed by separate votes Ethics Decisions 192-E, 193-E, 194-E, 195-E, 196-E, and 197-E.

Multiple Listing Service

Hudson Gateway Multiple Listing Service, Inc. ("HGMLS") President Renee Zurlo presented an update on the HGMLS. She indicated that on May 3, 2016 HGMLS

hosted Brian Larson, Esq. and Mitch Skinner, Esq. of Skinner Larson, PLLC. They discussed, among other topics, Project Upstream and AMP initiatives, the Broker Public Portal, and what the implications are for the industry, as well as for HGMLS, and to educate HGMLS Officers and Directors and assist them in making informed decisions going forward.

President Zurlo will be assembling a Presidential Advisory Group to review and make recommendations concerning the Broker Public Portal, Project Upstream, transaction management system possibilities, and other initiatives. She also reported that the Supra lockbox invoice cycle was commencing and announced that the HGMLS Rules Committee was planning to meet later that day.

CID and WCR Reports

CEO Haggerty delivered a report on behalf of the Commercial and Investment Division ("CID"). He indicated that CID recently held an event at the campus of Pfizer in Rockland County. The speaker was Laurence Gottlieb, president of the Hudson Valley Economic Development Corporation. The next CID event would be held on June 23, 2016 in Putnam County at the Putnam County Golf Course where the speaker will be Putnam County Executive Mary Ellen O'Dell.

Women's Council of Realtors ("WCR") President Patricia Palumbo reported that WCR was recently recognized by NAR for Excellence in Programming. In addition, WCR made a \$1,000 contribution to the Realtors Political Action Committee ("RPAC"). On June 6th, WCR hosted Veronica McManus, Regional Director of Realtors Property Resource ("RPR"). On October 13, 2016, WCR is planning on hosting a "Realtor-to-Realtor" event at the Bull and Barrel Restaurant in Brewster. The beneficiary of that event would be the charitable organization, Ann's Place. In September, WCR will have a Realtor safety event. Lastly, on July 19th, WCR will host a Member Appreciation Cocktail Party at Antipasti di Napoli in Briarcliff Manor.

Management, Financial & Membership Reports

Secretary/Treasurer Pamela Jones presented the Treasurer's Report on behalf of HGAR including the bank and investment summaries for May 1st, and the Directors approved receipt of the Cash Report.

Please welcome the following new members to your area:

Designated Realtor

James G. Felakos
3 Richard Somers Rd.
Granite Springs, NY 10527
914-248-6754

Vicdania Gomez
Gomez Group, LLC
568 West 261 Street, #1
Bronx, NY 10471
917-783-1767

Solomon Klein
127 Rte. 59, #C5
Spring Valley, NY 10977
845-517-5439

Douglas McVicker
273 Pine Grove Rd.
Middletown, NY 10940
845-386-1011

Whitney C. Meyer
Healthcare Trust of America
16435 N. Scottsdale Rd.
Scottsdale, AZ 85254
917-575-7196

Brian G. VanDuser
Chase
24 Kings View Highway
Walkkill, NY 12589
914-993-2278

Affiliate

Frank M. Beaver
Advisors Mortgage Group, LLC
781 Route 15 South, Suite 102
Lake Hopatcong, NJ 07849
973-823-1300

Erica Cartee
SERVPRO of Tarrytown/Elmsford
1000 N. Division St., Suite 11
Peekskill, NY 10566
914-358-9000

Continued on page 23

Brewing a Robust Real Estate Career

Continued from page 9

purchased the local company where Curasi worked and at that point, he had a decision to make. "I thought about starting over at a new place or doing real estate full time, and I chose real estate," he said. He joined a small, independent firm in Orange County at the age of 28.

Two years later, he obtained his associate broker's license, and then his broker's license. An early advocate of technology, he tried to update the office with computers, but ended up often bringing clients to his home office to use his own computer. He became a HUD-certified broker and sold many foreclosed homes.

Within a short time, he opened his own office, Curasi Realty, in the lower level of his home. "It was kind of scary, but once we got settled in, it got very busy," he said. As the company grew, he relocated the brokerage business to a storefront in Montgomery, hired an administrative person, and recruited about eight new sales associates. "In fact, most of them are still with me today," he added.

In 2002, his wife, Nancy joined the business, leaving a corporate position at PepsiCo. Seeking to take the business to the next level, Curasi joined the ERA franchise network. Four years later, they moved into their current office, a three-story building in Montgomery. Today, ERA Curasi has 65 agents.

"Real estate always has its ups and downs, but I think what helped us was specializing in investment properties," he said. "That's why I'm still in business today."

Throughout the years, Curasi has won many sales awards including the "Excellence in Sales" from the former Orange County Association of Realtors (OCAR). He received the "Beyond Excel-

lence" Awards from ERA from 2003 to 2008 and from 2011 to 2013. His company was named among the Top 200 in the nation from ERA from 2007 to 2011 and Top 100 in the Nation from ERA from 2013 to 2015.

Curasi also served on the former GHVMLS Board of Directors from 2008 to 2011 and was Treasurer for the GHVMLS Board of Directors (2011, 2012). He continues to serve on the HGMLS Board. "I think the merger made all of our Associations a lot stronger and gave us a much larger voice," he said.

Over the years, the biggest change for Curasi has been the power of the Internet. "I remember years ago, an instructor telling us that the Internet would never affect our business," he said. "That couldn't be further from the truth, but as Realtors, we still need to have that personal touch with people when we're listing or selling. We also have to be more aware of details like problems with oil tanks, or other obstacles. We have to face them and work through them."

In addition to managing the daily operations of his agency, Curasi continues to invest in properties, make improvements to them and resell them. When he's not working, he and his wife Nancy are visiting their daughter, an executive pastry chef in West Palm Beach, FL. They also like to travel, and just recently celebrated their 21st wedding anniversary.

As a two-time cancer survivor, Curasi thrives through real estate. "I love helping people and seeing my agents be successful," he said. "Although I still have great memories and some amazing stories about the beer industry, real estate is my passion and I would never look back."



www.realestateindepth.com

REAL ESTATE IN-DEPTH

Official Publication of the Hudson Gateway Association of Realtors



ORANGE COUNTY
PARTNERSHIP
 CENTER OF ECONOMIC DEVELOPMENT
 NEW YORK



THE POWER OF POWERFUL DEVELOPMENT



Celebrating 30 years of Economic Excellence

www.ocpartnership.org • 845.294.2323

County Executive Neuhaus Bullish on County's Future



Steve Neuhaus

By John Jordan

Since winning the County Executive post in the November 2013 election, former Chester Supervisor Steve Neuhaus has tackled some difficult issues. In his first term he has successfully closed significant budget gaps, stabilized county government finances, shepherded the redevelopment of the Government Center in Goshen, which is now under construction, and has taken a very active part in economic development initiatives that have fostered economic growth and new jobs in Orange County.

Real Estate In-Depth recently sat down with County Executive Neuhaus at his offices in Goshen to learn the latest on these and other initiatives that hold such promise for Orange County.

Q: I know the project is in approvals, but what is your position on the LEGOLAND New York proposal in Goshen, and what do you think it can do for the Orange County economy if it is approved?

Neuhaus: I think the application is very strong. From day one, I have been on board with them... (ultimately) and they fell in love with Goshen. We brought the Goshen leadership in from day one, including Town Supervisor Doug Bloomfield, and even talked to the Village of Goshen about water and sewer. When this project took life, when it became public, it was not the first time that officials had heard about it. That being said, last Monday was a big day for

Legoland, they codified the water and sewer agreement. That is real traction, because the lifeblood of any project is water and sewer...

Editor's Note: On Aug. 9, the project cleared a major hurdle when the Village of Goshen Board of Trustees passed a resolution to provide water and sewer service to the proposed LEGOLAND New York theme park. Based on anticipated usage, LEGOLAND New York will pay the village approximately \$900,000 per year once the deal is finalized.

We had talked with the Village of Goshen about it early on, but it had no value until it was actually codified. Now that it is codified, it is going to help the Village of Goshen out, which has very high sewer rates, and they have a sewage plant that can handle way more than what it takes in now. So having a big user is going to help them.

I think that it is a wonderful attraction and will have a regional impact. Just like the casino (in Sullivan County) will have a regional impact, it (LEGOLAND New York) will have a host of ancillary benefits. They are going to do business with a lot of local firms around here. People from all around the region will have jobs there, just like they have in the construction phase of the casino going on right now. So I am very happy about it. We



expect anywhere from 1.3 million to 2.5 million people coming to Legoland (each year). Also, the type of people the park will attract; I am a father with young kids, the people that will come are good

people. They are family people...

Editor's Note: Neuhaus, who visited Legoland's Florida resort earlier this summer, praised the resort's relationships with local school districts and the educational programs that he says will benefit Orange County youth if the project is given the green light to break ground.

I am sold on it. I know I am overdoing it a bit on this, but I feel that strongly about the project.



Q: One of the major issues the project has is its potential impact on traffic on Route 17. Do you think the traffic impact can be mitigated?

Neuhaus: The only obstacle they need to overcome at this point now

is traffic. I knew that from day one. Some people cited water and sewer, but I knew the village had issues and their issues were they needed more customers... I drove home from Virginia last night from my military base and at 10 p.m. I was coming up the New York State Thruway from Route 17 in New Jersey and the traffic was backed up from the Tappan Zee

Bridge all the way up to Harriman. The state and the federal government need to prepare for future growth. When the State of New York gets criticized for spending hundreds of millions of dollars

on Start-Up New York and only creating



a few hundred jobs, now you have a project that is going to bring 1,500 jobs to my county. Sexy jobs—engineering jobs and hospitality jobs—they should build (additional infrastructure) to accommodate these projects.

I have been very active with pushing the State DOT and the governor to fast track the Harriman (Exit 131 off of Route 17 by Woodbury Common) project. Harriman is now scheduled to start as a Design-Build project in 2018. But, they should not be just redesigning the interchange; they should also be designing a high-speed toll. That being said, they also need to fix the other backup (further south).

Q: Can you provide an update on the progress on the redevelopment of the Orange County Government Center in Goshen?

Neuhaus: We are moving full speed ahead on it. The skin is being put on the outside (of the buildings). The good thing now about the Government Center is you can actually see some major work going on. That doesn't mean nothing happened previously. We had to put in about 131 pilings in the new section. In September steel will be delivered and we will be erecting steel shortly thereafter.

Right now there is tangible evidence of major work because they are now putting up the steel and putting up the

Continued on page 14

Orange County Housing Market Moving in Right Direction



Ron Garafalo

By Ron Garafalo

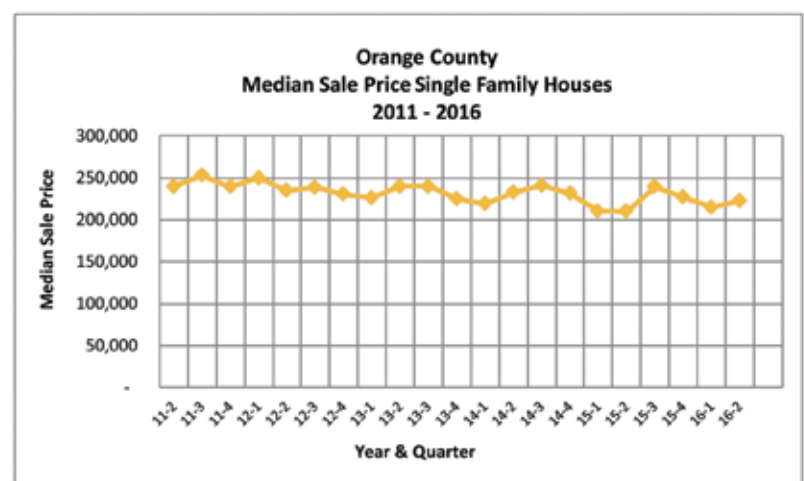
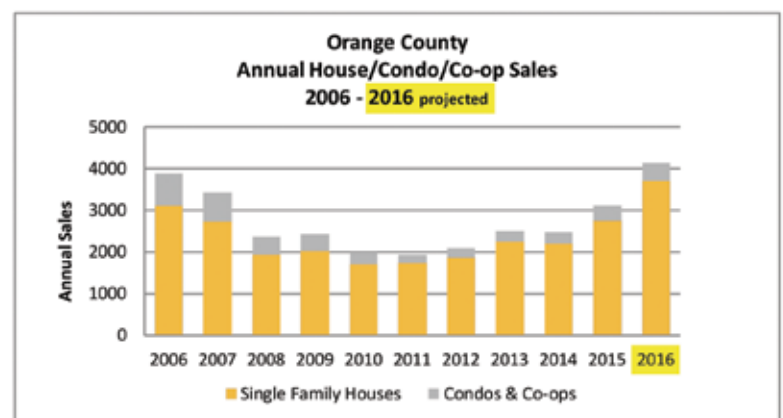
The real estate market in 2016 has been extremely busy in Orange County. I believe that the biggest change this year has been the large increase in the number of homes that have sold. In both the first and second quarter, Orange County has seen an increase in the number of homes sold by about 30%

as compared to the same time last year. This speaks volumes as to the activity that is occurring in the real estate market in our area.

Another statistic that is very encouraging is that for the first two quarters of the year, we have also seen home prices rise slightly. This is significant since we have not seen home prices increase in Orange County in over a decade. We saw large decreases in home prices in the 2006 -2008 period, and then a continuation of price declines since then, but at a slower rate. The overall decrease since the peak of the market has been that home prices have declined about 25%. Therefore, to have two quarters of positive results in home prices is another sign that the real estate market in Orange County is definitely moving in the right direction. For many years we have seen prices increase in Westchester, then Rockland and later Orange. However, until the first two quarters this year, we had not seen that happening—it is happening now.

At this time, I believe that we have a powerful combination of economic data and news that point to continued positive results for Orange County real estate. We have increases in units and

Continued on page 15



Legoland Looks to Develop \$500M Theme Park in Goshen

By John Jordan

GOSHEN—While Orange County drew snake eyes in its quest to land a casino resort last year, the county is now on the



Legoland's Rescue Academy

Merlin Entertainments made its first presentation of its 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 is seeking a zone change from the Town of Goshen on 153 acres of the 523 acres it controls on a parcel that abuts Route 17 along Harriman Road between exits 124 and 125. Merlin had considered sites all along the

East Coast. Merlin was also mulling properties in New Jersey and Virginia before deciding on pursuing the property off Harriman Road.

Merlin Entertainments plc, the owner and operator of the proposed LEGOLAND New York resort and theme park, filed plans with the Town of Goshen in June for its \$500-million theme park to be built on property bordering Route 17. The proposal for the LEGOLAND New York resort includes a theme park with more than 50 rides, shows and attractions and a 250-room LEGOLAND Hotel. The theme park will be geared toward families with children ages two to 12.

Merlin officials had proposed to build the Legoland park 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 town, drew some local criticism, the Haverstraw Town Board and Town Supervisor Howard Phillips released a statement last October that it 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 Entertainment to develop the theme park in Orange County.

On Aug. 9, the project cleared a major hurdle when the Village of Goshen Board of Trustees passed a resolution to provide water and sewer service to the proposed LEGOLAND New York theme park. Based on anticipated usage, LEGOLAND New York will pay the village approximately \$900,000 per year once

the deal is finalized. Merlin has also promised to donate two wells to the adjoining Acadia Hills neighborhood. In an exclusive interview with *Real Estate In-Depth*, Phil Royle, head of community & project relations for LEGOLAND New York, discussed how the firm selected Goshen for its theme park and how it hopes to secure approvals so that work could begin sometime next year on the development.

Royle said that Legoland conducted a site search of locations throughout the Northeast for some time before its site team selected Goshen. He said the more than 500-acre parcel is "highly suitable" for the theme park. In addition, the company was impressed with the work behind the scenes by the Orange County Partnership, the Orange County Executive, and the Chambers of Commerce to bring new business to the area.

"We knew that if we selected Goshen and decided to work with Goshen that we would have all those people who are very, very pro-business trying to bring new business to the area," he said.

He offered high praise to Orange County Executive Steve Neuhaus and the Orange County Partnership in communicating with the company Orange County's interest in the project and in identifying the Goshen property.

Royle said that like its other Legoland parks, the company believes that the theme park can fit into the area. In that vein, he said that the theme park will be designed as a "park within a park" and will not be visible from the outside.

He said the main reason the theme park is designed that way is to "hide it from the children." Royle related, "When you are driving along the freeway and you have screaming kids in the car and they are getting excited, you want to surprise them."

While some local opposition has surfaced concerning potential environmental impacts and traffic volume on Route 17, Royle said that for the most part his firm has been pleased with the support it has received from the community, business groups and local building trades.

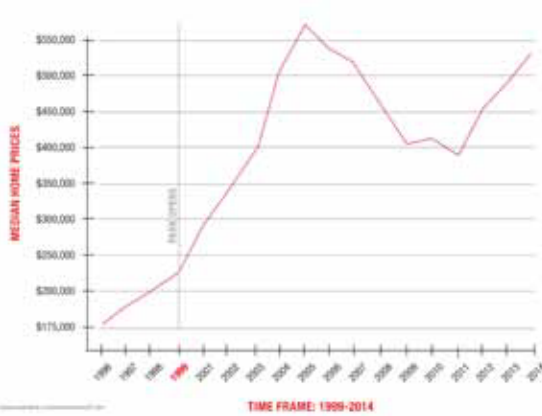
"We have been very fortunate and have received a lot of public support, and we have a lot of grass root supporters who have gone off and printed their own T-shirts and banners and signs," Royle said.

"And yes, there is a small amount of opposition and there are questions that they have, but there have been a lot more people that are sitting on the fence."

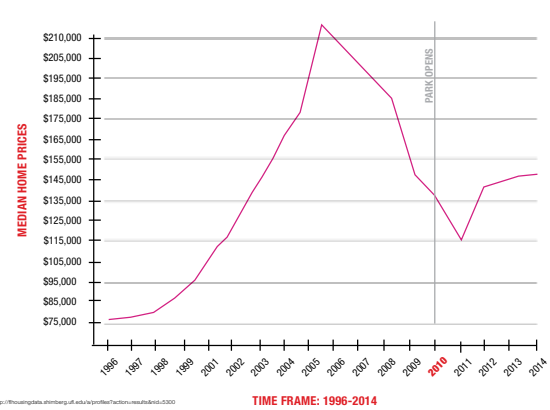
He said that Merlin has been "incred-

Continued on page 15

LEGOLAND CALIFORNIA OPENED IN 1999
SAN DIEGO COUNTY (CARLSBAD, CA.)



LEGOLAND FLORIDA OPENED IN 2010
POLK COUNTY (WINTER HAVEN, FL.)



A study of median home prices when Legoland opened its theme parks in Carlsbad, CA and Winter Haven, FL both indicate a measurable positive effect on sale prices. SOURCE: Legoland

Orange County Partnership Celebrates 30th Anniversary



From left, former Orange County Executive Lou Heimbach and Orange County Partnership President and CEO Maureen Halahan.

By John Jordan

GOSHEN—The year 1986 holds a special place for some. Ronald Reagan was serving his second term as President of the United States, Oprah Winfrey began her nationally syndicated television show and long-suffering New York Mets fans saw their team from Queens, NY defeat the Boston Red Sox in seven games.

However, for those in the business community in Orange County, the year 1986 is very significant because it was

30 years ago that then Orange County Executive Lou Heimbach brought in private business leaders to form the economic development agency—the Orange County Partnership. The Partnership, which remains the chief economic development agency in the county, has since its formation attracted thousands of jobs and filled millions of square feet of commercial space and fostered billions of dollars in new investment in the county.

Real Estate In-Depth recently sat

down with Heimbach and Maureen Halahan, president and chief executive officer of the Orange County Partnership, to discuss the organization's first three decades and its goals for the future.

Heimbach related that his initial intent was to unify business attraction activities, which were very fragmented between two competing Chambers of Commerce in Middletown and Newburgh, as well as a portion of the Orange County Planning Department that was responsible for some economic development activities.

After his proposal to consolidate economic development into one entity was rejected by the business organizations, Heimbach approached Orange & Rockland Utilities, phone companies, and major banks in the county about the plan and many agreed to provide seed funding to get the new organization—the Orange County Partnership started. Orange County government also provided funding for the partnership as well, he noted.

Heimbach recalled that part of the Partnership's bylaws included having the partnership operate as a non-government agency so that it would not be subject to the restrictions imposed on governmental agencies and their employees.

Although the County Executive, the County Legislature and the Industrial Development Agency each had a seat

on the Orange County Partnership's Board of Directors, the majority of the board was and continues to be members of the private sector.

The organizational structure of the Orange County Partnership was specifically structured to keep politics out of economic development, Heimbach stressed "I think we are kind of the poster child for those type of organizations, not only in New York, but probably most of the country," Heimbach said.

Halahan shared that when the Partnership began operations there were 23 business parks that had space available or had developable space on the market. Today, with the exception of the recently launched (2014) Warwick Valley Office and Technology Corporate Park and a few spaces at several business parks, the spaces at those parks back in 1986 have been filled or built out.

Some of the changes that have taken place since then, both good and bad, include more restrictive regulations, particularly in terms of environmental approvals with the State Environmental Quality Review Act (SEQRA), and more available office space.

Halahan added that while the wholesale/distribution and retail industries are still strong in Orange County, the county is now seeing a host of emerging sectors, specifically food and beverage, health care and manufacturing that are making the Orange County economy

Continued on page 16

Orange County Partnership Supports Advance Testing's High School Mentorship Program

GOSHEN—Since 1992, the Orange County Partnership has partnered with Leadership Orange, the county's premier leadership training program, to train new and emerging county leaders.

Recently, the Partnership joined with Advance Testing Company to deliver a program that impacts local high school students. On August 2nd and 3rd, students from Middletown High School and the Newburgh Free Academy experienced, first-hand, the world they will inherit. According to Jimmy Smith, president and CEO of Advance Testing Company, "We will only thrive as a county if we invest in our youth."

Because of Smith's leadership, several Orange County companies opened their doors to expose students to the opportunities and challenges they will face in forging a career in the county they call home.

Maureen Halahan, president & CEO of the Partnership remarked, "Jimmy Smith has been associated with the Partnership as an advocate for economic development for the past 20 years. He continuously creates new and innovative ways to engage the next generation."

The Orange County Partnership hosted six students from MHS and NFA to brief them on the economic world we live in. The Partnership shared with them its role in attracting and expanding businesses in the county and how they use their resources to make it happen. In fact, the Partnership presented an in-depth case study to walk the students through the intricate planning and approvals process necessary for one of their most recent and newsworthy attraction projects: LEGOLAND New York.

The Partnership and ATC also coordinated local tours of recent attrac-

tion and expansion "wins" that included visits to Pratt & Whitney, Angry Orchard and the Accelerator.

In addition, the students had the opportunity to share the lunch table with County Executive Steven Neuhaus, as well as Ed Harrison and Michael Torelli of Stewart International Airport, who shared their advice and insight with the young scholars.

Advance Testing Company's 2016 mentorship program culminated with a formal graduation on Thursday, August 25th at the company's headquarters in Campbell Hall. Several dignitaries were on hand for the celebration, including County Executive Neuhaus, U.S. Representative Sean Patrick Maloney, New York State Assemblyman James Skoufis, along with the students and their parents. Several guests spoke, all of them acknowledging the leadership and commitment demonstrated by Advance Testing Company



From left, Larissa Lewis, Orange County Partnership; Bill Fioravanti, Orange County Partnership; Steve Neuhaus, Orange County Executive; Alvin Joel Alicea, NFA graduate; Brian Bezkorowajny, Advance Testing Company; Sergio Andrade, NFA student; Maureen Halahan, Orange County Partnership; Aisling Martin, NFA student; Ed Harrison, Stewart International Airport General Manager; Adam Seidman, Advance Testing Company; Manpreet Kaur, Middletown High School student; Alberto Jorge Herrera, NFA student and Corey Ryan Resto, NFA student.

and its leader Jimmy Smith.

Halahan said of the mentorship initiative, "I applaud Jimmy and hope more business leaders take his lead and help us to, along with Leadership Orange,

develop the next generation of Orange County."

For more information about how you can participate in this program, call 845-294-2323.

County Executive Neuhaus Bullish on County's Future

Continued from page 12

inside of the exterior wall. So in the last few weeks there are people calling saying, "My God, this thing is actually happening."

Q: When are you looking to complete the project and move government operations back to the Government Center?

Neuhaus: We are looking to be in

there in the fall of next year, so just over a year from now. We think that we will be all moved in by the end of next year because you will have to do the move in phases so that you are bringing offices in there and not disrupting services.

The good thing about that (move back to the Government Center) is that I am not going to be leasing all these offices. There are hundreds of thousands of dollars in annual leases that we will not be doing anymore.

Q: Can you provide any update on the planned redevelopment of the Camp LaGuardia property?

Neuhaus: Camp LaGuardia is now fully in our possession. John McCarey, director of real property, and Planning Commissioner David Church are working and looking at the future of that property. The way I envision it is to partition some of it out. There is a lower 100-plus acres that is mainly wetlands or could revert back to farming. I have already had some farmers approach me on purchasing it. I wouldn't have a problem doing an RFP and selling it, putting it back on the tax rolls and letting farmers farm it.

There are other sections. I want to cut out a piece to provide access to the Heritage Trail, which is a no-brainer—we need more parking for people to enjoy it. I am physically constructing expansions of the Heritage Trail this year. We are going to start this month on the Hariman section. (He added that work on a section of the Heritage Trail between Middletown and Goshen will begin next year.)

Right now what we are looking at is cleaning the property up first. Then, we are planning to have the (developable portion) on a brokerage tour this fall with the Orange County Partnership. So right now I have to clean it, because it still looks like a scene from the "Walking Dead."

Q: On the developable portion of the property, are you looking to do an RFP or do you have another strategy in mind?

Neuhaus: I would do an RFP and have developers come in. In Chester, we had a company V. Paulius out of New

Jersey that bought a big piece of property, subdivided it out and sold a couple of sections each year. I don't want to get into the construction business. That being said, I know the Orange County IDA has a great shovel-ready program that we worked on together and the only people eligible are governments—local and county. So I could also see the county putting some money in to get some of the infrastructure in place to make the property more valuable, but you could very easily have that property on the market within the next six to nine months.

Q: I understand that you are looking to also sell some property surrounding the Valley View Nursing Home. Where does that initiative stand at the moment?

Neuhaus: We have about 80 acres around the Valley View Nursing Home. Everyone is concerned that if we sell it and it becomes a competitor (to Valley View) that would make things worse? One of the easiest, no-brainer projects to put there is a senior housing project. So you and your wife can live there. God forbid you need some assisted care in the future, you get admitted into Valley View so it helps Valley View keep its patient level high and your wife can walk right through the campus connecting it and see you. That is a way to grow old gracefully together. That should be a no-brainer and we are going to be marketing that through an RFP.

Q: When will you be issuing an RFP on the Valley View parcel?

Neuhaus: I am going to announce it at the end of September in my State of the County address.

Editor's Note: Neuhaus said he will tell the Orange County Legislature that the time is now to do something with the property. He said he is amenable to an outright sale or a long-term lease.

I have had the biggest and the best in the business approach me on everything already. The biggest health care companies have all come up with different types of plans as well as senior housing companies.

**Orange County
Clerk Annie Rabbitt
improves service with
these new features!**

◆ E-Recording ~

Most Land Records can be E-recorded through:

- ◆ Simplifile at www.simplifile.com
- ◆ Corporation Service Co. at www.cesglobal.com
- ◆ E-Recording Partners Network, LLC at www.GOePN.com
- ◆ Indecomm Global Services at <http://inteledocdirect.net/>



◆ E-Filing ~

Electronic Filing is now available in Orange County.

Service is available 24/7

- ◆ www.Courts.State.NY.US



◆ Online Record Search ~

Search our public records from the convenience of your office, home or even your mobile device

- ◆ IQS at www.searchiqs.com/nyora



Convenience ~ E-Recording ~ E-Filing ~ Online Record Search



Annie Rabbitt, County Clerk

4 Glenmere Cove Rd., Florida NY 10921

(845) 291-2690

zzzz_ocerabbitt@orangecountygov.com

Visit the County Clerk's web page at
OrangeCountyGov.com

SUBSCRIBE to IN-DEPTH 914-681-0833

Legoland Looks to Develop \$500M Theme Park in Goshen

Continued from page 13

ibly transparent” and has hosted public meetings and also staged a very well attended Open House to better inform residents about the project.

To those who are still “sitting on the fence,” Royle said, “You don’t have to believe what I say. Look on Trip Advisor, look on You Tube, look on the Internet and review what our customers are saying about our Florida and California theme parks and talk to local businesses and local real estate agents and let them tell you what a good neighbor and what a good business we are to have in the community.”

The third Legoland Park in North America in Goshen would mirror the successful concept of the six operating resorts in Florida, California, the United Kingdom, Germany, Malaysia and Denmark. However, unlike most of its other theme parks, LEGOLAND New York as presently designed would not include a water park.

The main issues being put forth at the moment by opponents of the project are water usage and traffic impact. Royle, when asked by *Real Estate In-Depth* if he believes those concerns can be addressed in the environmental review of the proposal, responded, “Absolutely, we are fully confident that we can address both of those issues.”

He cited the recent agreement with the Village of Goshen to supply water to the project. He also noted that Merlin is working with the New York State Department of Transportation and others to address traffic impacts the project might have. Merlin, Empire State Development and NYSDOT are also in talks regarding costs of those traffic mitigation measures and improvements to

Route 17 interchanges and accessory roads leading to the theme park.

“Any theme park has to rely on excellent customer service,” Royle stressed. “If it doesn’t deliver excellent customer service then people aren’t going to come back. If my guests sit in traffic trying to get to my theme park and have screaming kids in the car in the background, they will not spend lots of money and they certainly will not return. It is not in my best interest at all to operate a theme park where I haven’t taken practical measures of getting vehicles into that theme park quick enough.”

One traffic mitigation measure planned at the Goshen theme park in the hopes of alleviating traffic bottlenecks on Route 17 will be that customers will not be subject to parking fees upon entrance, but rather upon leaving the theme park. “That puts pressure on us as a theme park to get people onto the roads rather than getting people off the roads,” he added.

The developer will initially invest \$350 million in the development of the park and a total of more than \$500 million over the first five years of the theme park and resort. Merlin is looking to secure a total of \$10 million in incentives from the State of New York. A spokesperson for Empire State Development said that \$4.1 million in state funding has been committed thus far to the Legoland project, none of which has been disbursed. It is believed that Legoland has applied for additional state funding this year through the state’s Consolidated Funding Application (CFA) process.

Royle said that Merlin hopes to secure approvals by the first quarter of 2017 and would then bring the project

to the Merlin Board of Directors for final approval. Construction would begin shortly thereafter. The developer hopes

to open the LEGOLAND New York theme park in Goshen in early 2019.

Orange County Housing Market Moving in Right Direction

Continued from page 12

prices, which I mentioned earlier. We also have continued news that interest rates will be rising. Presently, interest rates are at historical lows. It is a great time to buy a home with interest rates being where they are.

However, if rates do rise, many possible homebuyers, that are presently on the fence about moving forward will want to buy. The idea of waiting will possibly cost homebuyers more money if interest rates do rise, which seems to be what many economists are saying. Add to that rising prices, and I see many buyers coming into the market so they can buy at the beginning of a cycle that features rising rates and rising prices.

Additionally, with the increase in unit sales, we are seeing our listing inventory decrease. Less homes for sale will also lead to price increases in the future. We have been seeing many multiple offer situations. This is something that we have not seen in almost 10 years. New construction has also been very busy this year. Traffic at sales offices of new developments has been very brisk. There are many new developments being built, and this is very helpful as the inventory of existing homes for sale decreases.

As summer comes to an end, there is a consensus among my fellow Realtors

that they are busier than they have been in many years. The improvement in the housing markets across the nation has reached Orange County. Going forward, all the signs mentioned above indicate that we are at the beginning of a busy real estate market in Orange County.

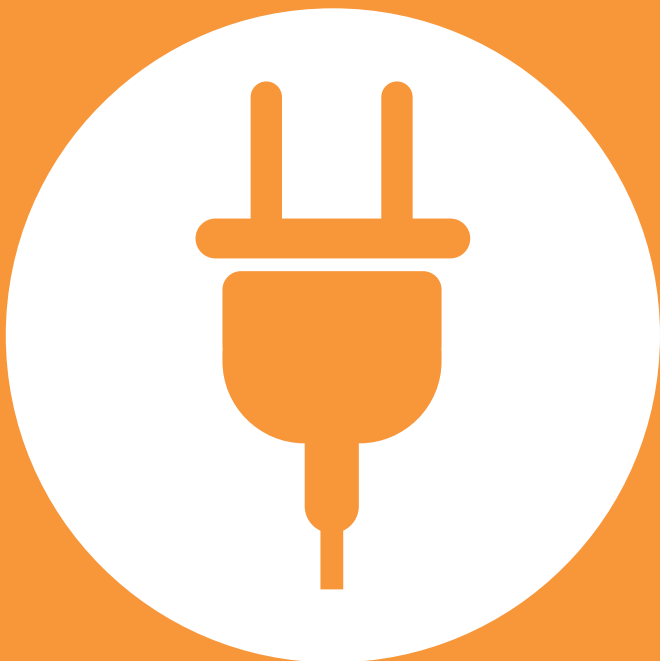
For both buyers and sellers, it is important and in their best interest that they work with a real estate professional. The knowledge that we provide, our understanding of market conditions, our familiarity of working through the detailed process of buying or selling a home, and our advice and negotiating ability in regards to pricing are critical.

Buying or selling a home is the biggest financial decision in most people’s lives, which is why working with a true professional is so important. As agents we have tools and resources that we can provide to our clients that make the process more efficient and easier to understand. We also have the knowledge to deal with all that is involved in buying or selling a home. As the market gets busier, it will become even more important to work with a true professional.

Ron Garafalo is office manager of the Middletown office and broker associate with John J. Lease Realtors, which has offices in Newburgh and Middletown.

YOUR VISION

OUR ENERGY



TOGETHER WE CREATE OPPORTUNITIES

O&R’s Economic Development team is ready to assist your new or expanding business with our incentive programs. Let us put our energy and business expertise to work for you.

CONTACT:

DEBORAH PATTERSON
Economic Development Director
(845) 577-2498
pattersonde@oru.com

TONI GRAZIANO
Economic Development Manager
(845) 577-2516
grazianot@oru.com

Orange County Partnership Celebrates 30th Anniversary

Continued from page 13

more diverse and strong.

"I think this organization is much more targeted than it was before," Heimbach said. "It is now looking for high-paying jobs."

In addition, urban centers, such as Middletown, Newburgh and Port Jervis, are now in demand and some are considering the development of workforce housing to accommodate their expected growth in years to come. Earlier this year, Gov. Andrew Cuomo selected the

There was no Internet, there were no websites. There was nothing like that," Halahan said. "Most everything now is done online. We have conferences that can target that specific industry we are looking to attract here." Heimbach and Halahan noted that the industry has changed whereby major companies employ site selectors to help them make their real estate decisions. Relations with key site selectors have been critical of late in Orange County secur-

time it has matured... and became more sophisticated as to how it operates."

Even the popular Broker Tours, which involved transporting brokers by bus to various available commercial parcels, can now be done electronically every day if one wishes, Halahan related.

Halahan, who has been employed at the Orange County Partnership 15 years and has served as its president and CEO more than 13 years, praised the prior Partnership Presidents for their fine

\$6-million research and development center in Goshen; the Touro College of Osteopathic Medicine in Middletown, a \$26-million project that has netted 275 permanent jobs; Pratt & Whitney's \$140-million expansion in the Town of Walkkill that created 100 new jobs; and PharmaCannis, which was awarded one of only five medical marijuana licenses by New York State, which built a new \$20-million 121,000-square-foot plant in the Hudson Valley Crossing tech park in

Orange County Partnership Economic Activity 2010-2016							
	2010	2011	2012	2013	2014	2015	2016
Attractions	15	7	9	7	11	18	11
Expansions	5	12	7	12	14	16	6
Total Projects	20	19	16	19	25	34	17
Total Jobs	538	412	441	1,058	816	1,500	443
Total Square Feet	973,220	1,468,783	1,021,912	1,069,021	721,128	1,951,435	983,665
Total Capital Investment	\$80,275,000	\$414,350,000	\$101,595,000	\$96,400,000	\$211,826,000	\$1,248,435,000	\$115,155,000

Note: 2016's numbers are as of 9.12.16

City of Middletown as the winner of a \$10-million state grant to help revitalize its downtown district.

Middletown won the award based on the recommendation of the governor's Mid-Hudson Regional Economic Development Council. The City of Middletown bested six other finalists from the Mid-Hudson region. The other finalists were: Ossining, Kingston, Peekskill, Poughkeepsie, New Rochelle and White Plains

Halahan related that one of the principal changes in how the Orange County Partnership markets the county is in the area of technology.

"Marketing 30 years ago meant you were sending out direct mail and putting out advertisements in trade magazines.

ing major new business attractions and thousands of new jobs to the region, they added.

That is not to say that over the years, the marketing efforts by the partnership were not unique and did not bear fruit.

The former leaders of the Orange County Partnership launched groundbreaking marketing efforts in their day, including an international junket to Hanoi, Germany by then President Michael DiTullo to market Orange County commercial properties.

Heimbach said, "The organization went through a learning process because nobody knew how we were going to function or what we were going to do. We had some broad ideas, but over

work during their tenures, noting that the Partnership has been committed to working with other agencies, such as the Industrial Development Agency, Orange County government, the Chamber of Commerce, the Hudson Valley Economic Development Corp., the Accelerator, the Alliance for Balanced Growth and others to promote and foster economic growth in the county.

She stressed that over the years, the Partnership has learned that during the worst of economic times is when it must spend the most in marketing. Halahan attributes a good part of the success Orange County has enjoyed after the recession ended in the second quarter of 2009 to the outreach efforts undertaken by the Partnership during the Great Recession.

The Orange County Partnership recently launched a new highly interactive website with a host of improvements and has embarked on an ambitious online advertising effort, in addition to its print and radio marketing efforts.

The organization has consistently marketed Orange County's favorable demographics and strategic location to companies in the region and all over the globe. Those efforts have led to a host of new companies investing in Orange County including: Angry Orchard's


the Town of Hamptonburgh that created 80 permanent jobs.

In the health care sector, AmerisourceBergen will take occupancy sometime next year of its 312,000-square-foot distribution facility in the Town of Newburgh. Meanwhile, Crystal Run Healthcare has recently completed a new building project in Newburgh and is working on a new facility in the Village of Monroe.

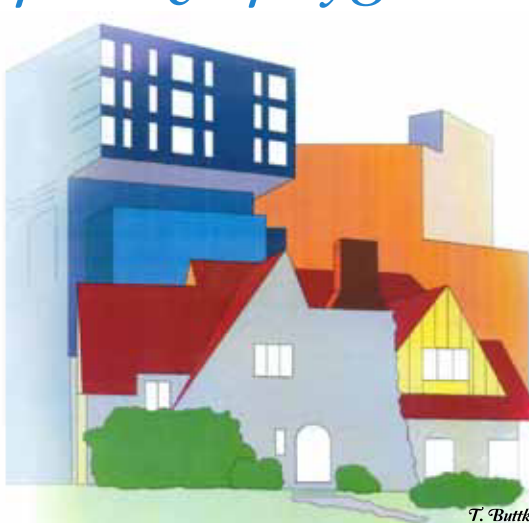
The largest project being constructed at the moment in Orange County is the \$900-million CPV Valley Energy Center in Wawayanda and in the pipeline is the possible development of a LEGOLAND New York resort in the Town of Goshen.

While many things have changed over the past 30 years, there is one thing that has been a constant—the marketing of the county's prime location in the New York metro region.


"We have an international airport, we have three interstate highways and access to rail," Halahan said. "We also have available properties." She adds that while New York State's costs have risen over the past 30 years, Orange County remains a less costlier location than other prime surrounding markets and those who qualify for incentives can also significantly reduce costs as well.



Carnell
Engineers for People
The Premier
Home/Building & Environmental
Inspection Company Since 1969



Residential Commercial
Condo Co-op
914-946-4300
Main Office
7-11 Legion Drive, Valhalla, NY 10595
www.carnellengineering.com



Stamford, CT 203-358-8741 Paramus, NJ 201-261-4460 Forest Hills, NY 718-529-5800 Westhampton, NY 631-654-3230

Milestones:

County Executives Since Partnership Formation

Louis Heimbach	—1978-1989
Mary McPhillips	—1990-1993
Joseph Rampe	—1994-2001
Edward Diana	—2002-2013
Steve Neuhaus	—2014-Present

Orange County Partnership Presidents

Michael DiTullo	—1986-1996
Ann Barber	—1996-2001
David Dirks	—2001-2002
Maureen Halahan	—2002-Present

1980s

Attractions: 25
Total Jobs: 2,335
Square Footage: 3.456 million

1990s

Attractions: 105
Expansions: 79
Total Jobs: 7,667
Square Footage: 8.846 million

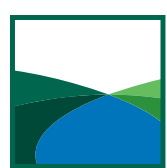
2000s

Attractions: 162
Expansions: 181
Total Jobs: 9,570
Square Footage: 13.395 million

There's a Reason People Borrow Here

Mortgages with more flexibility and less red tape, especially for first-time homebuyers and those with low down payments. At HVFCU, our local mortgage experts understand this market and take the time to get to know your clients. Our free homebuyer education, sound guidance, and affordable home financing packages help prepare your clients for homeownership, making it easier for you to find them their next home.

Contact our mortgage experts at 845.463.3011 to get started.



HudsonValley[®]
FEDERAL CREDIT UNION

845.463.3011 | hvfcu.org





NEW FEATURES INCLUDE:



OUR CITIES
 Statistics and success stories from our 3 cities.



GROW HERE
 Step-by-step guide to locating in Orange or expanding here.



STATISTICAL DATA
 All the Orange County related data you'll ever need, at your fingertips.



TARGET INDUSTRIES
 See what industry sectors have located, and are thriving, here in Orange County.



WWW.OCPARTNERSHIP.ORG • 845.294.2323



WHITE PLAINS, GOSHEN,
WEST NYACK, PUTNAM

OCTOBER 2016 FEATURED CLASSES

White Plains



TUES OCT, 11, 2016 9:00 AM - 5:30 PM
IN PERSON CLASS | CREDITS: 7.5 CE
INSTRUCTOR | ROSEANN FARROW

**Working with Seniors;
Oldies But Goodies**

- Member Price: \$75
- Class Express: \$65
- Non-Member Price: \$90

Additional Classes:

- 10/5- NAR Mandated Ethics (No CE) with Dorothy Botsoe
- 10/5- NAR Mandated Ethics with Dorothy Botsoe
- 10/6- Variances with Gregory T. Varian
- 10/12-Matrix 1: Introduction to Matrix with Kristine DiFrancesco
- 10/13-Mortgage Updates with David Moore
- 10/19-Commercial & Investment Real Estate Certification Program + F.H. with Edward S. Smith

Includes:

- 10/19- (CIRE 101) Working with Office, Green Concepts, etc.
- 10/26- (CIRE 102) Discrimination Issues in Commercial R.E. + F.H.
- 11/2- (CIRE 103) Land & Site Development

- 10/20- Matrix 2: The Next Step into Matrix with Kristine DiFrancesco
- 10/20- Matrix 2: The Next Step into Matrix(NO CE) with Kristine DiFrancesco
- 10/20- Fair Housing with Dorothy Botsoe
- 10/27- Matrix 3: Matrix to the Max with Kristine DiFrancesco
- 10/27- Matrix 3: Matrix to the Max with Kristine DiFrancesco

West Nyack



THU OCT, 27, 2016 9:00 AM - 5:30 PM
IN PERSON CLASS | CREDITS: 7.5 CE
INSTRUCTOR | ROSEANN FARROW

**Realtor Roulette: Don't Gamble
with Your License + F.H.**

- Member Price: \$75
- Class Express: \$65
- Non-Member Price: \$90

Additional Classes:

- 10/4- Matrix 1: Introduction to Matrix with Kristine DiFrancesco
- 10/6- Getting Started as a Property Rehabber & Flipper with Carl Schiovone
- 10/6- Getting Started as a Real Estate Investor with Carl Schiovone
- 10/18- Matrix 2: The Next Step into Matrix with Kristine DiFrancesco
- 10/18- Matrix 2: The Next Step into Matrix(NO CE) with Kristine DiFrancesco
- 10/25- Matrix 3: Matrix to the Max with Kristine DiFrancesco
- 10/25- Matrix 3: Matrix to the Max(NO CE) with Kristine DiFrancesco

Goshen



WED OCT 19, 2016 11:00 AM - 2:30 PM
IN PERSON CLASS | CREDITS: 3 CE
INSTRUCTOR | LAURIE DIFRANCESCO

**Lunch & Learn:
Realtor Safety: Safety First in
NY/NJ**

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

Additional Classes:

- 10/3- Compliance Day with Peter Garruba, Including:
 - NAR Ethics Compliance
 - NAR Ethics Compliance(NO CE)
 - Fair Housing
- 10/20- Getting Started as a Property Rehabber & Flipper with Carl Schiovone
- 10/20- Getting Started as a Real Estate Investor with Carl Schiovone

Putnam



(NYSAR) GRI-8: Technology: e-pro Day 1
FRI OCT 7, 2016 8:30 AM - 5:30 PM
IN PERSON CLASS | CREDITS: 7.5 CE
INSTRUCTOR | NANCY MOSCA

10/24- Mortgage Updates with David Moore

For details and registration go to www.HGAR.com/Education (not HGAR.com)

CALENDAR

SEPTEMBER

Thursday, 22
CID Meeting
Craft Beer & Brewing Industry/Reinventing Old Buildings
9:30 a.m. – 11:30 a.m.

Friday, 23
Communications Council Meeting
11:00 a.m. – 12:00 p.m.
White Plains Office

Sunday, 25 – Wednesday, 28
NYSAR Turning Stone

Friday, 30
Member Experience Committee
11:00 a.m. – 12:00 p.m.
White Plains

OCTOBER

Wednesday, 5
HGAR Board of Directors Meeting
10:00 a.m. – 12:00 p.m.
Goshen

Monday, 10
Columbus Day Holiday
HGAR Offices Closed

Monday, 17
HGAR Member Day and Annual Meeting
All Day
DoubleTree Hotel, Tarrytown, NY

Wednesday, 26
HGMLS Board of Directors Meeting
10:00 a.m. – 12:00 p.m.
W. Nyack

Thursday, 27
CID Meeting
Mount Vernon Mayor Richard Thomas
9:30 a.m. – 11:30 a.m.

Friday, 28
Member Experience Committee
11:00 a.m. – 12:00 p.m.
White Plains



Control of State Senate Hangs in the Balance

Election Day is not far off being that we are now past Labor Day. Coming up in short order, we have the presidential debates, the vice presidential debate along with the state primary elections on September 13th followed by the general election in November. I want to stress that this article is not an endorsement of any candidate for office just an analysis of where the election stands. I am going to focus here on the State Senate.

State elections typically do not receive much coverage in presidential years because the presidential election tends to suck all the oxygen out of the room. Currently the makeup of our state government is as follows: the Governor is a Democrat as is the state attorney general and the state controller along with the majority in the State Assembly. This year the State Senate is the chamber up for grabs. The Republicans currently have 31 Senators and caucus with Democrat Simcha Felder. The Independent Democratic Conference, which has five members, also formed an alliance with the GOP to run the senate chamber out of unhappiness with the mainline Democratic conference. A total of 32 seats are needed to gain a majority.

I am going to cover the Senate seats that are in the lower Hudson Valley region. District 37 is a seat that leans Democrat and is currently held by Senator George Latimer, a Democrat. His opponent is Julie Killian, a Councilwoman from Rye. He has more cash on hand than she does and is expected to hold on to the seat. In District 39, Bill Larkin is running for re-election against Orange County Legislator Chris Eachus. Legislator Eachus received 48% of the vote in 2012. Larkin, a Republican, is expected to hold the seat but the race is becoming closer and closer as the

LEGISLATIVE AFFAIRS

By Philip Weiden
Government Affairs Director for the
Hudson Gateway Association of Realtors



Democratic enrollment advantage has grown in the district.

In District 40 Senator Terrance Murphy, a Republican, is running against an unknown Democrat who will be selected on September 13th. The Republicans have the advantage with this seat as Murphy has more money and is the incumbent, but the Democrats have an enrollment advantage. In District 41 Sue Serino is facing Terry Gipson who won the seat in 2012 but lost to Serino, a Republican in 2014. The race is considered a tossup but Serino has the advantage of being the incumbent.

There are many other races on Long Island and upstate that are competitive and could tip the balance of power one way or the other. Senator Jeff Klein is the leader of the independent Democratic Caucus. A couple of questions as Election Day nears are: Does his conference grow? If the parties are close after the election who does the IDC caucus with?

Anything is possible and can happen. To repeat this column is an analysis and not an endorsement of either political party or candidate.

If you have any questions you can contact Philip Weiden, HGAR Government Affairs Director at (914) 681-0833.

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

Legal Accommodations For Service Animals

We all love our pets. However, service animals, as that term is defined in our state law, are not pets and are afforded certain legal protections above and beyond what pets receive. This article concerns the definition of service animals, where they are allowed, and the interplay between local, state and federal laws concerning this issue.

Under the Americans with Disabilities Act, a service animal is defined as a dog that has been individually trained to do work or perform tasks for an individual with a disability. The task(s) performed by the dog must be directly related to the person's disability. The disability may be physical, psychiatric, sensory, or mental.

BARRISTER'S BRIEFING

By Leon Cameron, Esq.



Only dogs are considered service animals under the ADA. Regardless if the dog has been licensed or certified by state or local law, they are service animals under federal law. There are various tasks that a service animal can perform including providing seizure assistance, alerting individuals to sounds or allergens, and pulling wheelchairs, just to name a few items.

Under both New York State law as well as the ADA, businesses and other facilities that serve the public may not discriminate against persons with disabilities. These locations include restaurants, hotels, retail stores, theatres, sports facilities and any other similar venues that hold themselves out to the public. Disabled persons are also protected when using public transportation including taxicabs and buses. Any person or entity that is found violating these laws can be assessed administrative penalties by the New York State Division of Human Rights. Likewise, they may also be assessed damages and penalties by a court of competent jurisdiction.

Local laws, which try to prohibit the presence of service animals (e.g. a local health ordinance prohibiting dogs on a particular premises), are preempted by the Americans with Disabilities Act. Businesses may only exclude service animals if the animal is out of control or not housebroken. Allergies or fear of dogs are not valid reasons to exclude a service animal. Businesses are not permitted to require documentation from the person requiring the use of a service animal.

The federal Fair Housing Act prohibits discrimination in the sale or rental of housing based on an individual's disability and requires a housing provider to make "reasonable accommodations" that are necessary for an individual with a disability to fully use and enjoy the housing. This may include allowing those with a disability to have a service animal live with them, regardless of a "no pets" policy. Similar to the ADA, the federal Fair Housing Act protects persons with physical and mental disabilities, and requires that service animals be allowed in housing. However, the animal service rules that apply to service or other animals in housing differ from the rules that apply to public accommodations in a few ways. For instance:

- The definition of service animals under the Fair Housing Act is broader than that under the ADA. Animals that provide comfort or emotional support do not qualify as service animals under the ADA, but may qualify under the Fair Housing Act. This is not limited to dogs; any animals may qualify.

- The animal need not be specifically trained as a service animal if it provides physical or emotional support, lessens the effects of the person's disability and is necessary for the person to be able to fully enjoy the housing.

- A housing provider may require an individual provide documentation of their disability and their need for the animal (for example, letters from doctors or therapists describing the disability and explaining how the animal helps the individual).

With this information, Realtors can find themselves better prepared to serve landlord and tenant clients who may have questions or concerns regarding service animals. Remember, they are not pets, but hold a special place in the law and in our society. Happy selling.

Editor's Note: 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.



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

The Latest on HDR Photography Software, Robocall Relief, Slydial and Slybroadcast

High Dynamic Range Photography

High Dynamic Range (HDR) photography is the “trick” that many real estate photographers use to obtain great looking photos for their listings. Basically, HDR photography involves merging under, over and normally exposed photos into a single picture. For Realtors, the typical goal of using HDR photography is to help bring out details in both darker and brighter areas of a photo that a single, normally exposed, photograph is not able to effectively capture. Today, many Smartphones and Smartphone “apps” include HDR features/capabilities. In some cases, the results that are achieved by using Smartphones and Smartphone apps may prove to be good enough for your needs. However, if you find yourself in a situation where you want to work on your photos on a larger screen and want or need more control over the HDR photo processing process, you’re probably going to be better off if you turn to a computer software application that specializes in HDR photo processing.

I recently researched some currently available HDR software options. “EasyHDR” and “Photomatix Essentials RE” are two products that I feel are worth mentioning and recommending. Both products appear to be reasonably easy to use and both can be used by Windows and Mac users.

If you do your own listing photography, please take some time out to become familiar with HDR photography (if you’re not familiar with it already). You’ll be glad you did!

To learn more about the “EasyHDR” and “Photomatix Essentials RE” software applications, here are the links to these products home pages...

easyHDR

www.easyhdr.com

Photomatix Essentials RE

www.hdrsoft.com/real-estate

Some helpful Photomatix and HDR Photography tutorials and resources are available here...

<https://www.hdrsoft.com/resources>

Robocall Relief

I think it’s safe for me to assume that just about everyone receives robocalls. (Robocalls being phone calls from autodialers that typically deliver pre-recorded messages.) I think it’s also safe to assume that most robocalls that most people receive are unwanted. If you would be interested in apps that can help reduce the number of robocalls that you receive, please visit the following webpage that I discovered at The Wireless Association’s website. (There are quite a few solutions for you to consider and explore!)

www.ctia.org/your-wireless-life/consumer-tips/blocking-robocalls

If you would like to block robocalls on your home phone via a plug-in hardware device, the following devices will likely interest you: Tel-Sentry Inc.’s “Sentry 1” and “Sentry 2” devices (www.plugblock.com); nVideon’s “Tel-Lynx Guardian” (www.tel-lynx.com); and Digitone’s “Digitone Call Blocker Plus” (www.digitone.com).

By utilizing the information above, relief from robocalls should now be at hand. Good luck, and I hope the solution you choose works out well for you!

Leaving a Voice Message Directly Into Mobile Phone’s Voicemail?

For a variety of reasons, you may periodically find yourself in a situation where it would be handy if you could leave a voicemail message for someone (or a group of people) directly into their voicemail (e.g. the called person(s) phone doesn’t ring. You just leave a message!). The Slydial and Slybroadcast services allow you to accomplish this goal, provided that the number you call is the recipient’s mobile phone number (and that the mobile phone number and service that they have is a typical/traditional one and not something like a Google Voice number, or a pre-paid phone service plan). With a bit of creative thought, I’m sure that you can come up with a number of scenarios where having the ability to quickly leave a voicemail message for a person or group of people could prove to be quite helpful/useful. If this capability sounds interesting to you, just visit the following two courtesy links to learn more...Slydial (www.slydial.com) and Slybroadcast (www.slybroadcast.com).

Tip: If you have a phone number for someone, but aren’t sure if the number is a mobile or landline phone number you can likely look up the answer to the question at the free “freecarrierlookup.com” website/service. Simply visit the website, enter

RPAC Honor Roll

Continued from page 9

99 Club

Paulette Bailey, Bronx, Janet Brand, Briarcliff Manor, Randall Calano, Yorktown Heights, Leon Cameron, White Plains, Gary Connolly, White Plains, Patricia Casse, Scarsdale, Michael Criscuolo, Irvington, Theresa Crozier, White Plains, Nancy Curasi, Montgomery, Kevin Dwyer, Mahopac, Briarcliff Manor, Gail Fattizzi, White Plains, Valentina Dedvukaj, White Plains, Jeffrey Farnell, Newburgh, Cecilia Feng, Peekskill, Ronald Garafalo, Pine Bush, Patricia Holmes, Rye, Nancy Keller, Yorktown Heights, Mary Kingsley, Pelham, Carol Kope, White Plains, Gary Leogrande, White Plains, Kathleen Mangan, Pelham, Donna McGroder, Highland Mills, Gregory Miller, New City Josef Muller, Scarsdale, Kathy Piergiorgi, Goshen, Mary Prennon, White Plains, Peggy Shea, White Plains, Myriam Ramos, Yorktown Heights, Cary Sleeper, Larchmont, Patsy Sposato, Valhalla, Claudia Vaccaro, Warwick, Leah Warncke, White Plains, Philip Weiden, White Plains, Karen Willman, Brewster

Recap of Contributions Year to Date**
TOTAL: \$114,875 from 2,098 contributors
Goal: \$144,787 from 3,278 contributors
 % of dollar goal: 79%
 % of member goal: 64 %

TECH TALK

By John Vrooman
john@johnvrooman.com



and submit the phone number that you want to look up, and the service should report back whether the number is a wireless number or a land line number. To give the service a test, please visit www.freecarrierlookup.com

Windows 10 Anniversary Update Webcam Fix

After installing Microsoft’s Windows 10 Anniversary Update many (apparently millions) of users discovered/learned that the update resulted in not being able to use their webcam either at all or under certain circumstances. If you are an affected user, you should know that Microsoft is working on a fix and hopes to have it ready and released sometime this month (September). In the meantime, if you’re affected by the problem and don’t want to wait for the official Microsoft solution, a workaround fix has been making its way around the Internet and is apparently working for many users. The following links lead you to information and a video about the workaround fix.

<http://www.windowscentral.com/how-fix-webcam-freezing-issue-windows-10-anniversary-update>

<https://youtu.be/hfQDY8vyLuQ>

Reminders

This column (and many previous ones) are made available for your viewing convenience and reference at www.realestateindepth.com/technology (The “Technology” section of the *Real Estate In-Depth* web site.)

If you have comments, suggestions, tips, questions or just want to say “Hi”, you are invited to contact me at 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. He curates information from a diverse range of resources and enjoys sharing tips, thoughts and discoveries with others—using a “something for everyone” approach. John has been authoring this column since August 2000 and is an Associate Broker with Better Homes & Gardens Rand Realty’s White Plains, office.

INTRODUCING THE ALL NEW...

HGAR “PERKS AT WORK” PROGRAM

The HGAR “Perks at Work” Program is your FREE one-stop shop for savings on everything from grocery items to luxury vacations.

Get started now!
 Just visit HGAR.com “Resources,” then “HGAR Perks at Work.”

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

HOME HEATING OIL & SERVICES
Robison
 (914) 847-0210
www.robisonoil.com

Health & Life Insurance
Newhouse Financial & Insurance Brokers
 (914) 288-8829
www.newhousefinancial.com

CREDIT RESTORATION
Better Qualified
 (888) 533-8138
www.betterqualified.com

INSURANCE
Auto & Home
Hudson United Insurance
 (845) 825-8089
www.hudsonunited.com

Pet Insurance
VPI (Veterinary Pet Insurance)
 (855) 874-4944
www.petinsurance.com/hgar

EYE CARE
Raymond Opticians
 (914) 245-1222
www.raymondopticians.com

Auto, Home & Life Insurance
Liberty Mutual
 Justin Brady (914) 374-2400
www.libertymutual.com

MARKETING, PHOTOGRAPHY AND FLOOR PLANS
Edberg Solutions
 (201) 861-3900
www.edbergsolutions.com

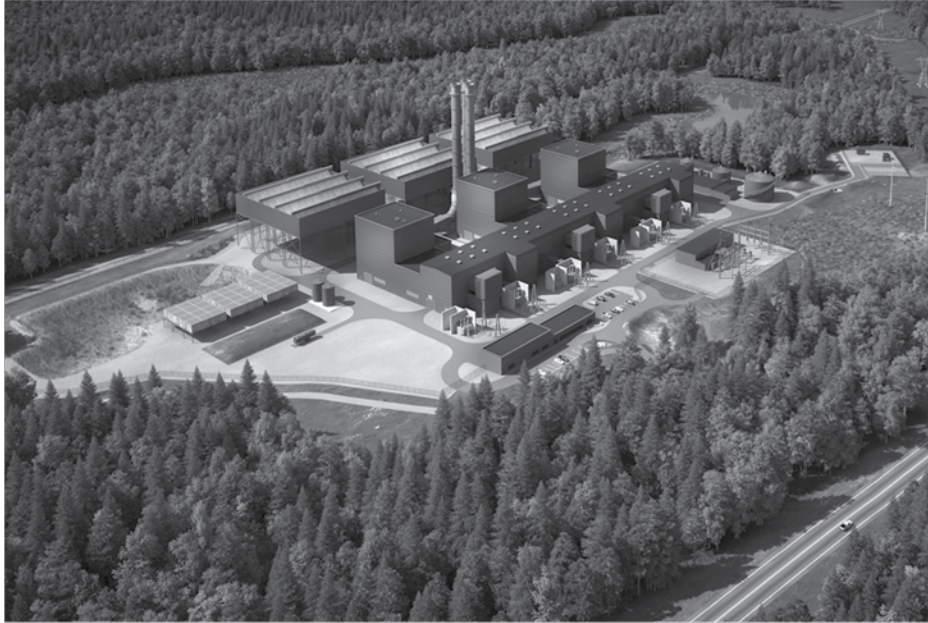
HEALTH CLUB
Pure Fit Club
 (914) 694-4841
www.purefitclub.com

E & O and Health Insurance
Professional Liability Consulting Services Inc.
 (914) 592-6505
www.plcsi.com

HUDSON GATEWAY ASSOCIATION OF REALTORS
 One Maple Avenue, White Plains, NY 10605
 914.681.0833 www.HGAR.com



\$1B Dover Energy Project Gets Major Investment Funding



Construction work on the Cricket Valley energy plant in Dutchess County could begin by year's end.

By John Jordan

DOVER, NY—The long-delayed Cricket Valley electric generating plant to be built in Dutchess County has secured a major investment from funds managed by New York City-based BlackRock.

Also, a chief executive with the developer of the \$1-billion project in Dover, said the firm hopes to close on financing for the energy project in the fourth quarter and begin work before year's-end.

Funds managed by BlackRock's Alternative Solutions Group, in partnership with BlackRock Real Assets, entered an agreement with Advanced Power NA Inc. to invest approximately 10% in the 1,100-megawatt combined cycle gas turbine Cricket Valley electric generating facility, utilizing General Electric 7FA.05 combustion turbine generators. Based on project cost estimates, the BlackRock investment in Cricket Valley could be valued at approximately \$100 million. Advanced Power did not provide specifics on the investment and officials with BlackRock refused comment at press time to verify the projected investment value. Another partner in the Cricket Valley energy plant project is TIAA-CREF.

In its announcement, BlackRock stated that construction of the plant is expected to begin in the fourth quarter of this year and is projected to be completed in the fourth quarter of 2019. Robert DeMeyere, project manager of Cricket Valley Energy

and vice president, development at Advanced Power NA, said that the firm hopes to secure financial close on the project in the fourth quarter and begin work on the development by the end of this year. The Dover energy plant, which will be a merchant energy facility that will sell its electricity on the wholesale market, was first proposed in 2009.

"We're pleased to partner with Advanced Power on Cricket Valley and we look forward to growing our relationship in the future," stated David Giordano, head of the North American Renewable Power Infrastructure team for BlackRock. "This transaction represents the strong growth in natural gas investment opportunities given the increased retirements in aging generation facilities, and will bring much needed generation capacity to the supply-constrained Hudson Valley region."

Advanced Power CEO, Tom Spang said of the investment deal for Cricket Valley, "BlackRock's investment in Cricket Valley represents a strong vote of confidence in a project that enjoys strong community support. We are delighted that BlackRock has joined the Cricket Valley project and we look forward to working together to see it through to construction and operation."

DeMeyere said when asked to provide a project timeline, "We have bank groups put together and we are trying as hard as we can to get a (financial) closing this fourth quarter."

He added that Advanced Power hopes to begin work on the first phase of the project—the demolition of 12 buildings at the project site—before the end of this year. The first phase will take about six months to complete and full construction of the plant will take about 38 months. The demolition contractor is Environmental Remediation Services Inc. of East Syracuse, NY. The Engineer Procure Construction (EPC) contractor is Bechtel of San Francisco, CA.

He added that the project was ready to go to financing in June 2013 and had secured all of its permits for the generating plant, but was awaiting the New York Independent System Operator to complete its Facilities Interconnection study. In July 2013, the NYISO issued a report that mandated Advanced Power to build a 14-mile long transmission line from the project site to the Pleasant Valley substation. The new transmission line will likely cost about \$50 million, he noted.

The process to permit the newly required transmission line took approximately two-and-a-half years to complete and was secured in April 2016.

DeMeyere said that Advanced Power believes there will be sufficient demand for the energy produced at the Dover facility. The firm undertakes energy studies every six months and "we are confident that there is a good market in New York. We wouldn't have put seven years into it."

Advanced Power is a privately owned company that develops independent power projects in North America and Europe and has 7,000 MW in development or operation. Majority-owned by senior management, Advanced Power has offices in Boston and London and is headquartered in Zug, Switzerland. Advanced Power has successfully developed more than 15,000 MW of power generation projects, and subsequently closed \$7 billion of limited recourse project financing.

BlackRock operates one of the largest infrastructure investment platforms in the world with more than \$9 billion in investor commitments and invested assets as of June 30, 2016.

Harrison Approves Multi-Family Plan At Site of Two Vacant Office Buildings

HARRISON—The adaptive reuse on former office properties along the Platinum Mile in Westchester County now includes residential development.

Normandy Real Estate Partners, announced that the Town of Harrison Town Board recently approved an important "first" for the Platinum Mile of the Interstate 287 (Cross Westchester Expressway) corridor by voting to approve a Special Exception Use Permit that will allow for the creation of 421 rental apartments, including 42 affordable units, on a site that for nearly 50 years has been occupied by two corporate office buildings.

This will be the first multi-family housing in the so-called "teardrop" area of the I-287 corridor (between I-287, I-684, the connector road from I-287 to I-684, and the Hutchinson River Parkway), what has long been known as an epicenter of corporate offices.

The vote at a Town Board meeting on Sept. 1 followed two years of review by the Town of Harrison that included a full review under the State Environmental Quality Review Act (SEQRA) by the Planning Board, and multiple public meetings and hearings. The 10.35-acre site owned by Normandy is currently occupied by 103 and 105 Corporate Park Drive, two 87,700-square-foot, three-story, multi-tenant, 1970-era office buildings that are essentially vacant, with 103 having been unoccupied for 14 years and 105 less than half occupied for much of that time. The new use is consistent with the town's 2013 Comprehensive Plan, and a zoning amendment approved by the Town Board in April 2016.

The office buildings will be demolished to make way for a five-story, multi-family rental apartment building featuring studio, one- and two-bedroom units and 752 indoor and outdoor parking spaces. The new building will closely match the footprint of the existing buildings and the existing green buffers will be essentially maintained.

The property is owned by Normandy Real Estate Partners, a major commercial property owner whose portfolio includes nearly 1.6 million square feet of office space in 15 buildings along I-287 in both Harrison and the City of White Plains. The housing will be built by Toll Brothers, a prominent national residential builder that is active in Westchester County and the Hudson Valley region. Construction is expected to begin in early 2017.

The decision to allow residential housing to replace chronically underutilized office space marks a major step forward in the repurposing and repositioning of the so-called Platinum Mile that parallels I-287 from White Plains and Harrison east to Port Chester and Rye.

Mayor Ron Belmont said the Town had taken a methodical approach to the inclusion of residential housing. "This is a significant change and we did not take it lightly," he said.

Giorgios L. Vlamis, a partner in Normandy Real Estate Partners, said, "Normandy is thrilled to be a part of the repurposing of the I-287 corridor in Harrison. We applaud the vision and foresight of the Town of Harrison in permitting the multi-family

Continued on page 24

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



the
appliance
doctor

Serving
Westchester • Manhattan • Bronx

800-339-0353



35th

Celebrating 35 Years
of Outstanding Service

914-968-1510 • 1-800-339-0353

www.appliancedoctorx.com

New Members

Continued from page 10

Jonathan Coccia
Mortgage Master
387 S. Main St.
New City, NY 10956
845-875-6090

Denise Comilloni
SERVPRO of Tarrytown/Elmsford
1000 N. Division St., Suite 11
Peekskill, NY 10566
914-358-9000

Anthony Forte
Quintessential Mortgage Group
399 Knollwood Rd.
White Plains, NY 10603
914-804-8278

William Jansz
Trustco Bank
100 Clearbrook Rd
Elmsford, NY 10523
914-715-0449

Watson King
Diamond Cut Landscaping
68 Hempstead Road
Spring Valley, NY 10977
845-598-4394

Andrew King
Diamond Cut Landscaping
68 Hempstead Road
Spring Valley, NY 10977
845-598-4394

Joseph Margheritta
Fresh Maintenance LLC
333 Mamaroneck Ave.
White Plains, NY 10603
866-543-3257

David Perilli
KeyBank
Mailcode NY-32-99-0338
738 Route 9
Fishkill, NY 12524
845-208-6036

Franca Presbyto
Trustco Bank
220 Hartsdale Ave
Hartsdale, NY 10530
914-722-2640

Realtors

Laurinda Abed
Weichert Realtors, Monroe

Joni Alexopoulos
Julia B Fee Sotheby's Int. Realty

Jessica Alsina
Real Living Five Corners

Begona Aronsen
Weichert Realtors, Monroe

Michele Austin
William Raveis Raveis NY LLC, Somers

Lea Baxter
Century 21 VJF Realty

Joel Berkovic
All Star Realty Management NY Corp

Aidan Brewer
Keller Williams Realty Partners, Bedford Village

Claudia Brown
BHG Rand Realty, Pearl River

Sean C. Burris
Epiphany Realty LLC

Anthony Cardoso
KRS Realty LLC

Teresa M. Chaisson-Muzyk
Douglas Elliman Real Estate, Chappaqua

Gen Cheung
River Realty Services, Inc.

Kim Clarke
New York Real Estate Experts

Sean Creighton
Coldwell Banker Res. Brokerage, New Rochelle

Eric Davis
BHG Rand Realty, White Plains

Erica DeLeon
Grand Lux Realty, Inc., Armonk

Lucia S. Destefano
Coldwell Banker Carlson Real Estate

Georgette Dini
My Seasons Realty LLC

Julie DiPietro
Douglas Elliman Real Estate, Scarsdale

Karen G. Eisenberg
BHG Rand Realty, New Rochelle

Lorena Espaillat
Pantiga Group Inc.

Herby Estimable
BHG Rand Realty, New City

Brooke Fischman
Keller Williams Hudson Valley Realty, New City

Jennifer Fisher
Keller Williams Realty, Chester

Herminia Florimon
Keller Williams Realty NYC Group, Bronx

Andrian Forbes
Century 21 Dawns Gold Realty

Jing Fu
Grand Lux Realty, Inc., Armonk

Joan L. Fuller
Trotman Sharpe International Real Estate, LLC

Timothy Gallagher
ERA Curasi Realty

Hector Gallardo
Century 21 Marciano

Concetta Gallo
BHG Rand Realty, Dobbs Ferry

Glenys Garcia
Keller Williams Realty Group, Scarsdale

Heidy Garcia
Pantiga Group Inc.

Ruben Garcia
In Motion Realty Group Inc.

Jared Gettinger
Keller Williams Realty Partners, Yorktown Heights

Christina Gilligan
Keller Williams Realty, Chester

Tae H. Gold
Coldwell Banker Res. Brokerage, White Plains

Greg Gordon
Redfin Real Estate

Allyson Greene
Keller Williams Hudson Valley Realty, New City

Marc Guild
Bronxville Real Estate LLC

Leonard R. Harrington
Douglas Elliman Real Estate, Katonah

Blerim Haxhia
NY Future Homes Realty Co.

Dahlia R. Henry
Coldwell Banker Signature Properties, Bronx

Sherry Horowitz
Keller Williams Hudson Valley Realty, New City

Molly Jensen
Dorothy Jensen Realty, Inc.

Monique A. Jetter
Keller Williams Hudsn Vly Untd, Middletown

Jacob Katz
Equivest Realty Group

Tom Keefer
HomesSmart Homes and Estates

Shana Koransky
Platinum Drive Realty Inc

Lauren Lamoureux
Weld Realty

Bonnie T. Levin
Houlihan Lawrence Inc., Scarsdale

Jeremy Lindh
Coldwell Banker Res. Brokerage, White Plains

Hao Lu
Keller Williams NY Realty, White Plains

Kristina Lulashi
KRS Realty LLC

David Lulgjuraj
Houlihan-Parnes Properties

Linda Mancini
Key Real Estate Services, LLC

Lloyd Mascarenhas
Gio Homes Real Estate

David Matos
Galvez Properties Realty Corp.

Hairo Matos
Besmatch Real Estate

Bill F. Mazzella
Coldwell Banker Carlson Real Estate

Camilla McFadden
Julia B Fee Sotheby's Int. Realty, Bronxville

Stephen T. Mele
Keller Williams Realty Group, Scarsdale

Adjaratou Morgan
Keller Williams Realty Group, Scarsdale

Michael Musano
Prudential Kafcos Realty

Wanda Negron
Century 21 Metro Star

Joseph Nikolson
Weichert Realtors, New City

Celine Ofori-Amanfo
Keller Williams NY Realty, White Plains

Tomasz Olfans
Houlihan-Parnes Properties

Mindy Paciello
Weichert Realtors, Nanuet

Linda Pais
Weichert Realtors, Suffern

Zorica Poljak
Sumitomo Real Estate Sales

Sherwin Pollard
Keller Williams Hudson Valley Realty, New City

Samantha Poole
Keller Williams Realty Group, Scarsdale

Christian Portilla
Patricia Forgiione's Realty Network, Inc.

Matthew Ragone
Gerard Ragone Real Estate

Christina Reynolds
Keller Williams Hudsn Vly Untd, Middletown

Joseph Roazzi
ERA Insite Realty Services, Thornwood

Amanda Rodriguez
Weichert Realtors, Monroe

Amanda L. Rodriguez
Century 21 Full Service Realty, Monroe

John Rodriguez
Douglas Elliman Real Estate, Scarsdale

Gina Rueda
Madison Allied

Tchunchely Saint Hilaire
Weichert Realtors, Suffern

Richard A. Sayad
The Virtual Realty Group

Melanie Shepard
Douglas Elliman Real Estate, Katonah

Kevin Simon
Keller Williams Realty, Chester

Keith Siskind
Keller Williams Realty Partners, Yorktown Heights

Joseph Soricelli
Exit Realty Group

Marla Striar
Platinum Drive Realty, Inc.

Jennifer Strober
Tuxedo Park Estates Ltd

Michael J. Sullivan
Eugenia Anderson Howley

Masis Tamazian
Weichert Realtors, Nanuet

Daniel Testa
Post Road Realty

Delila Torres
Keller Williams Hudsn Vly Untd, Middletown

Kyra Troiano
Maxwell Jacobs, Inc.

Robert Valdez
Grand Lux Realty, Inc., Armonk

Edward A. Vargas
Keller Williams Realty NYC Group, Bronx

Dominique R. Wasilewski
Douglas Elliman Real Estate, Scarsdale

Shanel Wiggins
Keller Williams NY Realty, White Plains

Alan Wright
KRS Realty LLC

Jing Xu
Gio Homes Real Estate

Antonio Zaccardo
Houlihan Lawrence Inc., White Plains

Elvin Zapata
The SMP Realty Group Corp.

Kishia Zucks
Keller Williams Hudsn Vly Untd, Middletown

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

***Indicates individual will hold Secondary Membership.*



Janet Rendle



Jessie Stern

Weichert Realtors also announced that the **Monroe** office was recognized for outstanding industry performance in July. The office led its sales region, which is comprised of locations throughout Orange, Dutchess, Westchester and Rockland counties in New York and Fairfield County, CT, in five awards categories including new home dollar volume, resale listings, resales, resale revenue units and resale dollar volume.

In addition, sales associates **Janet Rendle**, **Jessie Stern** and **Michael Lavan** were all individually recognized for their success throughout the month. As top producers, Rendle was the No. 1 associate in the office for new home dollar volume, while Stern led for resale listings and Lavan had the most resales.

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

PROSPECT
MORTGAGE®

*Experienced.
Reliable.
On Time.*

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



Gain access and save money.

Look to our Member Perk partners for a range of special offers and exclusive discounts to help you save money, work smarter and enhance your life.

- Insurance
- Health
- Office/Business
- Technology
- Retirement
- Marketing



Visit NYSAR.com for full details about all of NYSAR's Member Perk programs and to start saving today.

PUTNAM POSTING

By Jennifer Maher



Calling Adventure Seekers: We Need A Hometown Team for Fireball Run

We are currently looking for two people to embark on the 2,000-mile epic journey to commemorate the Fireball Run's 10th Anniversary. The eight-day adventure begins in Western New York, winds through Pennsylvania, Maryland, and back into New York before concluding in Amesbury, MA. Putnam County will be featured near the end of the trek, on Sept 30 from 3 p.m. to 6 p.m. and Oct. 1 from 8 a.m. to 9 a.m. There will be a party on Sept. 30 from 6 p.m. to 8 p.m. Half of the show's 26 episodes will be filmed in the State of New York, which is a tremendous opportunity to showcase our home state to the world!

As a contestant, your objective would fall into three categories: Personal promotion, serving as the Putnam County representative, and to simply have fun during a unique experience. The total cost for the event is \$8,500. We plan on neutralizing the cost through sponsorship efforts, because we want the community to get behind your team. Some of the support will be coming from the Putnam County Visitors Bureau. You'll also be helping in a very worthy cause—each Fireball Run team is assigned a missing child and spreads the word through distribution of posters, etc. Some 48 children have been found in the show's nine-year run!

Contestants will need to satisfy entry requirements, be able to drive for long periods of time, and carry certain items in their vehicles for use in the show. Organizers go to great pains to ensure safety for all involved, including respect for applicable laws, procedures, and customs. We think that this is an unbelievable opportunity for outside-the-box business thinkers to network and represent themselves, while also serving as a spokesperson for Putnam County, and enjoying a once-in-a-lifetime opportunity to be part of a worldwide film production.

If interested, please call Frank Smith, Acting Director of Tourism, at (845) 808-1015 AS SOON AS POSSIBLE. Our deadline to submit contestants is fast approaching!

Jennifer Maher served as the 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 Chamber of Commerce.

Trustco Bank Mortgages

Making Home Ownership a Reality



- ❖ No Points, No Broker Fees
- ❖ No Borrower Paid PMI¹
- ❖ 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!



www.TrustcoBank.com



*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

Harrison Approves Multi-Family Plan At Site of Two Vacant Office Buildings

Continued from page 22

residential use of the 103-105 property, which will provide a new high-quality housing option for young professionals and empty nesters in close proximity to transportation, offices, and amenities."

Frank S. McCullough Jr., a partner in the McCullough, Goldberger & Staudt, LLP law firm based in White Plains, has represented property owners in accomplishing many of the changes along the corridor, including the replacement of 101 Corporate Park Drive with a hotel, the replacement of the Gannett/Journal News office and printing plant with Life Time Fitness, and Fordham University's conversion of the former NYNEX building into its Westchester campus.

"Harrison has recognized the realities of the changing market needs and demands and has carefully, but steadily made the adjustments to assure that compatible and viable new uses can be established and that its tax base is preserved," he said. "The decision to allow a residential component is the next step in the process and the town's leaders deserve a great deal of credit for their willingness to think outside the box."

Nyack Building to be Transformed Into Rockland County Pride Center

NEW CITY—Rand Commercial recently announced it had sold 28 South Franklin St. in Nyack, which will be used as the Rockland County Pride Center.

"This is an incredible moment in social justice history," said Brooke Malloy, executive director of Rockland County Pride. "The Pride Center will be a cornerstone for lesbian, gay, bisexual, and transgender affirmation and inclusivity in Rockland County, a safe place for all youths, adults, seniors, and families to gather, find support, make new friends, access resources, and feel at home."

The newly formed Rockland County Pride organization needed a home for its community center and headquarters, and with the "pro bono" assistance of Rand Commercial's Joseph Rand and Paul Adler, the acquisition of this property made that dream a reality for the LGBTQ population in Rockland.

Rockland County Pride is temporarily housed in the Nyack office of Better Homes and Gardens Rand Realty until their permanent home is ready for occupancy and use. The three-story property totals 7,500 square feet and was formerly an Elks Lodge.

"This project has been a labor of love, and I'm honored to have been a part of it," said Adler, regional manager for Rand Commercial and board of directors member for the Rockland County Pride Center. "Nyack is a place that continues to set an example of how important it is to accept and understand people of different backgrounds, and we are very fortunate to have this village as a culturally and socially influential area of Rockland."

"I don't think I have ever been prouder of something our company has done for a worthy non-profit like Rockland County Pride," said Rand, managing partner for Rand Commercial.

RPAC Network Event, Billy Joe's Ribworks, Newburgh, Aug. 24, 2016



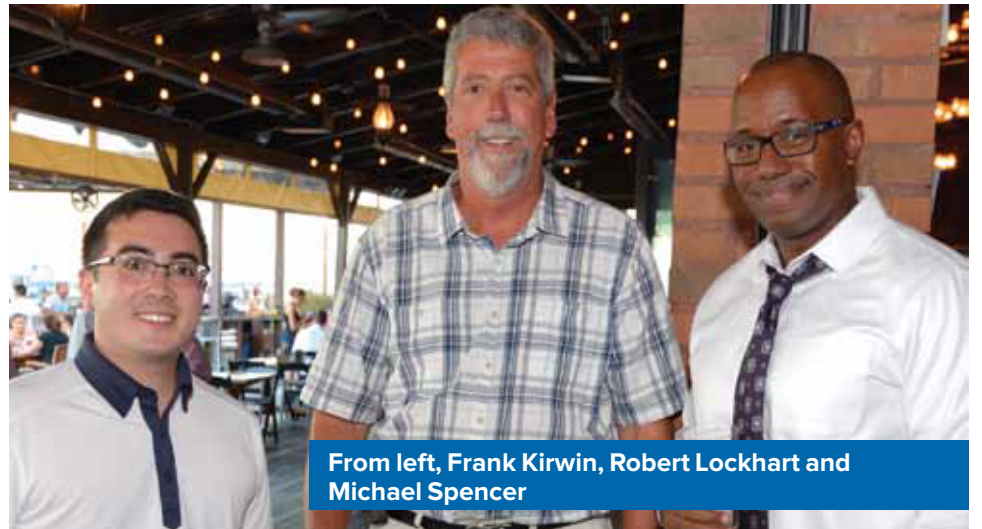
From left, Larry Curasi, HGMLS President Renee Zurlo and Richard Haggerty, HGAR CEO



The event was held at Billy Joe's Ribworks on the Newburgh waterfront.



From left, Marcene Hedayati, HGAR President, with John and Carol Kope



From left, Frank Kirwin, Robert Lockhart and Michael Spencer



From left, Elisabeth Kepley and Molly Jensen



From left, Laurel Lustgarten, Ron Garafalo, Karen Taphorn and Maryann Tercasio



From left, Laurie DiFrancesco, HGAR President-elect Dorothy Botsoe and Eydie Lopez



From left, Ann Garti, HGAR COO, Krissy DiFrancesco, Denise Wilderman Quinn and Katheryn DeClerck



From left, Sander Koudijs, John Lease and HGAR's Gary Connolly



From left, Lisa Maraday, Nancy Hartford, Tracy Lockhart and Lauren Racanelli



THE POWER OF PREVIEWS®

Coldwell Banker Previews International® offers one of the world's best luxury real estate marketing programs.

More Than \$130 Million Daily

Coldwell Banker® sales associates handle an average of \$133.5 million in luxury home sales every day*.

84,000 Agents Globally

There are more than 84,000 Coldwell Banker affiliated sales associates in approximately 3,000 sales offices spanning six continents.

80-Year Legacy of Success

Previews has served the needs of luxury home buyers and sellers since 1933.

Build your business with a Global Luxury Leader.



RYE, NEW YORK

A pristine waterfront home with infinity pool, private pond & views of LI Sound. 4/5 bedrooms, 4 bathrooms, gourmet kitchen plus 2 BR, 2.5 Bth 2000 sq ft guest house. Approx. 38 minutes to NYC. www.2SackettLanding.com
\$8,950,000
Sula Pearlman, Associate Real Estate Broker
C. 914.393.4104 | O. 914.967.0059



RYE, NEW YORK

Former Family home of Barbara Bush, a classic Colonial meticulously restored and expanded for today's living. 16 elegantly scaled rooms, 8 fire-places, kitchen opening to grand family room & 2 story carriage house. www.2UpperDogwoodLane.com
\$5,995,000
Michele Flood, Associate Real Estate Broker
C. 914.420.6468 | O. 914.967.0059



SCARSDALE, NEW YORK

Magnificent Greenacres Estate home. Pretty views of George Field Park. Premium finishes. Timeless scale of rooms including legal finished basement plus carriage house.
\$5,650,000
Kathleen "Kathy" Coleman, Associate Real Estate Broker
C. 914.953.7562 | O. 914.723.3340



KATONAH, NEW YORK

This Normandy inspired estate takes command over the Hudson Valley. 22 acres, 15 rooms, immaculate European grounds including Olympic caliber equestrian facilities.
\$5,500,000
Joyce Espy, Assoc. Real Estate Broker & Frances Kerrigan, Real Estate Salesperson
J. 914.400.6708 | F. 917.951.0931 | O. 914.232.7000



IRVINGTON, NEW YORK

Beautifully renovated Colonial offers gourmet kitchen, 6 bedrooms & 4.5 baths. Fabulous master suite, playroom & 3-car garage. 12 acres with pond views & barn. Close to NYC.
\$2,895,000
Therese Militana Valvano, Associate Real Estate Broker
C. 914.715.2715 | O. 914.693.5476



BEDFORD, NEW YORK

The epitome of superior craftsmanship & luxury, this custom built home is in mint condition. Sited on over 2 private acres, the Gunite pool and bluestone patio complete this special offering.
\$2,495,000
Candice Stafford, Real Estate Salesperson
C. 914.649.3773 | O. 914.234.3647

Bedford 914.234.3647 | Briarcliff 914.762.7010 | Croton-On-Hudson 914.271.8500
Dobbs Ferry 914.693.5476 | Katonah 914.232.7000 | Larchmont 914.834.7100
New Rochelle 914.633.5540 | Pleasantville 914.769.2950
Rye 914.967.0059 | Scarsdale 914.723.3340 | Somers 914.277.5000
White Plains 914.997.0097 | Yorktown Heights 914.245.3400



©2016 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Operated by a subsidiary of NRT LLC. Coldwell Banker, the Coldwell Banker Logo, Coldwell Banker Previews International, the Coldwell Banker Previews International logo and "Dedicated to Luxury Real Estate" are registered and unregistered service marks owned by Coldwell Banker Real Estate LLC. 89835 08/16

*As of September 30, 2015.

FIRST NOTICE OF ANNUAL MEETING Oct. 17, 2016

Continued from page 9

HGMLS President

Renee Zurlo
BHG Rand Realty
 229 Route 32
 Central Valley, NY 10917

Class 1 Directors

Drew Kessler
Wright Bros Real Estate Inc.
 53 S Broadway
 Nyack, NY 10960

John Kope
Dorothy Jensen Realty, Inc.
 20 Haarlem Ave., Suite 406
 White Plains, NY 10603

Class 2 Directors

Francie F. Malina
Houlihan Lawrence Inc.
 113 Main St
 Irvington, NY 10533-1737

Class 3 Directors

Debra Budetti
ERA Insite Realty Services
 600 N. Broadway
 White Plains, NY 10603-2411

Angie Primus Gilford
Primford Homes Realty
 1470 Parkchester Rd., Suite MB
 Bronx, NY 10462

Eydie Lopez
Dorothy Jensen Realty, Inc.
 20 Haarlem Ave., Suite 406
 White Plains, NY 10603

Eileen Barrett
Houlihan Lawrence Inc.
 2453 Route 6
 Brewster, NY 10509

Rey Hollingsworth Falu
Hollingsworth Real Estate Grp.
 75 S. Broadway, 4th Fl.
 White Plains, NY 10601

Crystal Hawkins Syska
Keller Williams NY Realty
 120 Bloomingdale Rd., Ste. 101
 White Plains, NY 10605-1500

John R Olivero
Griffith Olivero
 226 Main St
 Goshen, NY 10924

Gail Fattizzi
Westchester Real Estate, Inc.
 484 White Plains Rd, 2nd Fl.
 Eastchester, NY 10709-5525

Manhattan Chapter Representative

Tony L. D'Anzica
DynaMax Realty NYC, Inc.
 419 Lafayette Street
 New York, New York 10003

HGMLS President

The HGMLS President is nominated by the HGMLS Nominating Committee and approved by the HGMLS Board of Directors.

Classification of Directors

Class 1 Directors terms of office shall expire December 31, 2017, and every three years thereafter. Class 2 Directors terms of office shall expire December 31, 2018, and every three years thereafter. Class 3 Directors terms of office shall expire December 31, 2019, and every three years thereafter.

Manhattan Chapter representative term shall expire on December 31, 2017.

Members of the Leadership Committee

The Leadership Committee members filing this report were: Drew Kessler, Chair; Katheryn DeClerck, Eydie Lopez, Eileen Barrett, Leah Caro, Roberta Bangs and Debra Budetti, Members. Committee members who were proposed as Director candidates recused themselves from the applicable discussions and votes.

ALTERNATIVE NOMINATIONS BY PETITION:

Realtor Members may file petitions to nominate candidates other than those proposed above for any of the Director positions. A petition must be signed by at least three percent (3%) of the Realtor members of HGAR, which 3% constitutes 300 Realtors as of this report. Further, the Realtors must be affiliated with at least twenty (20) different Realtor firms. Branch offices do not count as separate firms. The balance of the Officer positions are not subject to petition challenges because they are subject to election by the HGAR Board of Directors.

Any such petition must be filed with the 2016 HGAR Secretary/Treasurer at least twenty-one (21) days before the election, accordingly, no later than noon on Monday, September 26, 2016. The petition must state the name and firm of the candidate(s). A link to a copy of the HGAR By-Laws is posted on the home page of www.hgar.com. Petitioners are strongly urged to consult with the HGAR CEO or other executive staff members, to be assured of a proper understanding and interpretation of the Bylaws. In the event that nomination petition(s) are filed, HGAR must send notice of such additional nominations to all members eligible to vote in such election at least fourteen (14) days prior to the annual meeting (i.e., not later than Monday October 3, 2016).

PROXY VOTING

Realtor members may vote in person or by proxy at the annual meeting. The person who attends and votes may act as proxy for only one absent Realtor. A proxy ballot and the procedure for voting by proxy shall be posted on the member only pages of www.hgar.com no later than October 3, 2016.



HGAR's 100th Annual Meeting and Member Appreciation Day will be held at the DoubleTree Hotel in Tarrytown on Monday, Oct. 17.



CALIFORNIA CLOSETS®

Experience a California Closets system custom designed specifically for you and the way you live. Visit us online today to arrange for a complimentary in-home design consultation.

WESTCHESTER 16 Saw Mill River Rd., Hawthorne 914.592.1001 californiaclosets.com
NOW OPEN! ROCKLAND 83 South Main St., New City 845.570.9922



ANNUAL MEETING &

Members Day

2016

1916 “Founded in 1916 as the Westchester County Realty Board, the Association opened its first tiny office in White Plains. Today, the Hudson Gateway Association of REALTORS® (HGAR) has more than 10,000 members and is proud to celebrate 100 years of serving the Hudson Valley.”

MONDAY, OCTOBER 17
THE DOUBLETREE HOTEL
 455 South Broadway
 Tarrytown, New York

EXHIBITORS

- | | |
|---|--|
| Allan Block Insurance | Movement Mortgage |
| Arbonne | Mr. Chimney |
| ASAP Mortgage Corp. | National Tenant Network |
| Bank of America Home Loans | Network Publications |
| Broad Financial, LLC | New York Presbyterian Hospital |
| Brown, Harris, Stevens | Newhouse Financial & Insurance Brokers |
| C2G Environmental Consultants LLC | NYSAR |
| Capital One Bank N.A. | Parkway Pest Services |
| Carnell Engineering | Petroleum Compliance Management, LLC |
| Citibank, N.A. | Pillar to Post |
| Clancy Relocation & Logistics | Post Your Listings |
| Columbia Doctors | Prime Lending |
| Commission Express | PropertyShark.com |
| Cutco Closing Gifts | Prospect Mortgage RE/MAX |
| David Lerner Associates | Real Estate Novelists |
| Dolgetta Law PLLC | Real Estate Tax Savers, Inc. |
| Edberg Solutions | Richard O'Donnell, Tax Consultant |
| Emigrant Mortgage Company | Ricky's Home Inspections |
| Estate Inspection Group, Inc. | Robison Oil |
| EverBank | Shelf Genie |
| Evolve Bank & Trust | Shoe Candy by Kara Mac |
| Flower Property Tax Consultants LLC | Showingtime |
| Franzoso Contracting Inc. | Skyline Title |
| Home Warranty of America | Sterling Home Inspections |
| Hudson United Mortgage, Insurance & Title | Superior Mortgage Co, Inc. |
| Hyatt House White Plains | Tank Masters Environmental |
| Journal News Media Group | Tiger Home & Building Inspections |
| JP McHale Pest Management, Inc | Toll Brothers NY Metro Division |
| Judicial Title Insurance Agency LLC | Tompkins Mahopac Bank |
| The Junkluggers/Luggers Moving | Tri-State Engineering, P.C. |
| KeyBank Mortgage | Trustco Bank |
| Korth & Shanihan | Upper Cervical Chiropractic of NY |
| Liberty Mutual Insurance | Water Resource Technologies |
| Lighthouse Environmental Consultants | Webster Bank |
| Luxury Mortgage | Wells Fargo Home Mortgage |
| M & T Bank | |
| Mark's Inspections | |
| Mortgage Master Inc. | |

8:00 am – 3:30 pm • Grand Pre-Function, Hudson & River Rooms

EXHIBITOR BOOTHS OPEN

Visit our 75 Exhibitors to find everything you need to help you be successful in your business!

8:30 – 11:30 am • Grand Ballroom

FAIR AND ETHICAL HOUSING

Leon Cameron, HGAR Director of Legal Services, and Leah Caro present real-life scenarios for complying with federal, state and local rules for Fair Housing and Ethics. No CE Credit: FREE for HGAR members (satisfies NAR's REALTOR Ethics four-year training requirement) CE Credit (3 hrs): \$25 for HGAR members (satisfies NYS DOS three-hour Fair Housing CE requirement and NAR's REALTOR Ethics four-year training requirement. Full three-hour attendance required for both NAR and DOS requirements.

9:30 am – 10:30 pm • Salons 4 & 5

LEVERAGING THE GOOGLE ENVIRONMENT

Warren Dow, VP of Industry Engagement at Lone Wolf Real Estate Technologies, explains how to maximize your real estate business using FREE Google products.

10:30 – 11:30 am • Grand Pre-Function, Hudson & River Rooms

VISIT EXHIBITOR BOOTHS

Take advantage of this break time before your next class and visit all of our Exhibitors.

11:30 am – 12:15 pm • Salons 4 & 5

THE MEMORY SWITCH

Matthew Goerke, developer of "The Memory Switch" program, shows you how to easily remember names and other important information.

Noon - 1:45 pm • Grand Terrace

LUNCH BREAK

Pick up your pre-ordered boxed lunch, dine on the Grand Terrace, and be sure to visit all of our Exhibitors.

12:30 pm – 1:45 pm • Westchester Ballroom

RPAC LUNCHEON

Meet Karl Eckhart of NAR and Mike Kelly of NYSAR while enjoying a delicious, plated lunch. This event benefits RPAC, the REALTORS® Political Action Committee. Your entire lunch cost will be added to your 2016 RPAC contributions.

1:45 pm – 2:15 pm • Grand Pre-Function, Hudson & River Rooms

VISIT EXHIBITOR BOOTHS

There's still time to do some last minute browsing at our Exhibitor booths!

2:00 – 3:15 pm • Grand Ballroom

KEYNOTE ADDRESS "10% Happier"



Dan Harris Award-winning ABC News Anchor and New York Times Best-Selling Author

Dan Harris is co-anchor of both "Nightline" and the weekend edition of "Good Morning America." He is also the author of "10% Happier." Harris has been with ABC News for 16 years. He was the anchor of the Sunday edition of "World News," and also contributes stories for "20/20," "World News Tonight with David Muir," and "Good Morning America."

3:30 – 4:30 pm • Grand Ballroom

HGAR Annual Meeting

Elect your 2017 HGAR leaders and congratulate the HGAR REALTOR® and Affiliate of the Year, along with other award winners.

4:30 – 6:00 pm • Salons 4 & 5

Celebration Cocktail Party

Join your friends and colleagues and celebrate your successes of 2016!

SPONSORED BY: **PROSPECT MORTGAGE** experience. replicable. on time.

SPONSORED BY:

