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 owns adjacent to the Landmark at Eastview.

The five-and-a-half year saga, which first started that pupil opposition was held 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 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White Plains Common Council in a 4-3 vote approved a settlement agreement on Oct. 6th that pupil opposition would be withdrawn in return for the council's review of a revised plan. The key revisions to the plan include:

1. The Alternative Plan is determined by the city common council to provide the Alternative Plan a diligent and fair review in compliance with all applicable laws and regulations, mutatis mutandis agreements, 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.

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 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 performance.

ORANGE COUNTY SUPPLEMENT
SEE PAGES 11-18
FASNY Revises Controversial Plan; Common Council Agrees to Review

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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 to the Journal News. “We’re not giving up any of our rights.”

FASNY has already recorded and created a 51-acre publically accessible conservation easement 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 donation 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 has been set on the proposal that conservation easement would match its business and employment needs. No development cost for the proposal is expected.

In a statement released to Real Estate In-Depth, Regeneron officials said of the proposal, “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 the project.

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 the same level 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 told the Town Board that if the expansion project were fully built out it would enhance 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 camp 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 Fasny Associates of Greenwich, CT. The county is looking to finalize a long-term lease deal with Fasny to begin development of the project.

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Regeneron Plans 1 Million-Square-Foot Expansion

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and related improvements. Regeneron owns the 100,17-acre parcel that is situated 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.

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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. Isaacson, president and CEO of 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, WMCHealth 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 WMCHealth; the conversion of a semi-private room 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.

“The 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, WMCHealth 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

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M ost 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

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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, thrive and thrive.

Because a progressive and forward-looking approach unique to our association, joining forces with us was and is still an alternative for other smaller associations. This year, we again find ourselves in the fortunate position of forming another strong bond, 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/NYSSA 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 merger with MANAR 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 of our members.

On October 17th, the annual meeting of the Hudson Gateway Association of Realtors, also known as Members Day, 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 trends are 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.

HGAR Launches First New ‘Breakfast With Benefits’ Program

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.”
Fair Housing Laws: ‘Steering’ Clear of Potential Violations

It is critical for real estate agents to know and understand what information they may or may not provide to clients, even if you believe you are 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” or “directing” of prospective buyers or tenants.

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 very cautious about providing personal opinions 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 is the ‘decent’ neighborhood.” Steering happens 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 school district. An agent makes a statement that implicitly or explicitly directs a prospective buyer to a specific neighborhood or area. This can occur when agents say, “This is a good neighborhood. It is a safe place to live even if you believe it to be true.” Some real estate agents have been disciplined by the relevant state or local Fair Housing law enforcement agencies for steering.

A real estate agent or broker should never recommend a specific school over another or indicate that one school or newly constructed homes. Marketing materials and advertising usually makes 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 renovated home or homes. Information provided by agents is not necessarily 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 client 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 renovated home or homes. Information provided by agents is not necessarily exhaustive and agents and brokers must research local laws that may include others as well.

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 stated 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, NY, the Center for Fair Housing and Community Development in New York City, and Westchester Fair Housing Opportunities in Westchester, Rockland and Putnam counties.” Governor Cuomo stated that under this new program, the Division of Homes and Community Renewal will work with these three agencies to conduct tests to identify housing professionals who are engaging in behavior that is intended to “direct” or “steer” a client to one neighborhood or development over another. No matter how the information is presented, these are violations of federal, state and local Fair Housing laws.

With a healthy housing market comes an increase in new construction and new 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.” Some real estate agents have been disciplined by the relevant state or local Fair Housing law enforcement agencies for steering.

A real estate agent or broker should never recommend a specific school over another or indicate that one school or
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

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 school district.” An agent makes a statement that implicitly or explicitly directs a prospective buyer to a specific neighborhood or area. This can occur when agents say, “This is a good neighborhood. It is a safe place to live even if you believe it to be true.” Some real estate agents have been disciplined by the relevant state or local Fair Housing law enforcement agencies for steering.

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NEWBURGH—Can aiding one neighbor-hood help an entire city?

A set of grants from the National Association of Realtors and the Hud-son 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 other features as part of a neighborhood revitalization plan.

The proposed neighborhood target-ed by the grant is the area bordered by South Lander Street, Bennick Avenue, Golden 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 busi-nesses—small furniture manufacturing, art design space, photographic studios, architects, industrial designers, filmmak-ers, 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 cafes and small retail establishments on the Lib-erty Street corridor. The neighborhood is adjacent to an area of redevelopment and new construction where dozens of residential buildings have been reha-bilitated through the Greater Newburgh Habitat for Humanity.

The grant provides funds to assem-ble a small group of local stakeholders to form a Pattern for Progress in their ef-forts to create a Neighborhood Revi-talization Plan to further the redevelop-ment 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 devel-opment efforts in the City of Newburgh.

“Nationally, trends show a renews 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.”

“One of the 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 Rich-ard Hagghety said, “The City of New-burgh holds such great promise and we hope that these planning grants will serve as a catalyst to help maximize ef-forts already underway to revitalize this waterfront neighborhood.”

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

An informal advisory group com-prised 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 Fiorello, of Orange County Partnership; Mary Panden of the Community Preservation Corporation; Greg Maher of the Levitcus Fund; Kim Jacobs of Community Capital of New York, and a representative of SUNY Or-ange. Others are expected to join as the project progresses.

Pattern for Progress plans to con-tact a range of businesses, the in-formal advisory group and other stake-holders to set forth a timeline and a set of actions essential to the completion of the plan.

The Realtors planning grant is help-ing to fund a 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 Neighbor-hood 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 area known as the Great Northway that comprises the SUNY Orange campus streets adjacent to the city. Pattern for Progress President and CEO Jonathan Drapkin noted at the Creative Neighborhood announce-ment 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 Mid-Hudson Times-Herald-Record.

At the event, officials with Rhine-beck Bank announced it was creating a $3-million loan fund specifically for busi-nesses 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 Pro-gress at czajka@patternforprogress.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, Sul-ivan, Ulster and Westchester.

Fair Housing Laws: ‘Steering’ Clear of Potential Violations

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, Board-man 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 policy and tech 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, Ed-ward L. Sumber. 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, jogging 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 Borrry.

“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

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.

“Friends of Karen is proud of Michael for spearheading this tournament each year and putting 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. Vetrano, 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.”

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.

The Coldwell Banker Residential Brokerage office in Yorktown Heights announced that $61,600 was raised for Friends of Karen through the 10th annual Coldwell Banker-Erin O’Connor Memorial Golf Outing.

The tournament trophy at the 10th annual Coldwell Banker-Erin O’Connor Memorial Golf Outing, which raised funds for Friends of Karen.
Amy Kane

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 Livingston, 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 Design & Development and Wireless Design & Management, Jason Wilson has held leadership positions with the Sotheby’s International Realty Network.

Jason Wilson

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.”

Cindy Iver

Cindy Iver has joined William Raveis’ Scarsdale office as a licensed real estate salesperson.

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.

Angéles 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.

Angeles Martinez de Carvajal

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 expansive network of contacts. She is a member of the National Association of Realtors and the Hudson Gateway Association of Realtors. For her outstanding performance in July, Beth Siciliano was recently honored with the Outstanding Achievement Award from the Society of Consumer Affairs Professionals in Business.

Beth Siciliano

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

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
Marcia Hadzidakis
William Raveis Legends Realty
37 Main St.
Tarrytown, NY 10591

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

Crystal R
J.P. Endres, BHG Rand Realty, White Plains

Mark Milich, Re/Max Benchmark Realty Group

Rogers R
Richard Haggerty, Hudson Gateway Association of Realtors, Inc.

Crystal R
Paul Kennedy, Houlihan Lawrence Inc.  Croton-on-Hudson

Crystal R
Richard Haggerty, Hudson Gateway Association of Realtors, Inc.

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Allan Bohlin, BHG Rand Realty, New City

President’s Club
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Capital Club
Barbara Bodnar, Coldwell Banker, Yorktown Heights
Theresa Crozer, Houlihan Lawrence Inc. White Plains

President’s Club
Larry Cursa

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 Cursa, they do have a lot in common.

For many years, the Broker/Owner of ERA Cursa 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, Cursa started working for the Suffer 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 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, Cursa 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 Mamaroneck. 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, Cursa also bought 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, the 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
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 the Board of Directors of 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 reported that discussions continue to proceed at a positive pace, and although a 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 offices 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 possession. HGAR has retained an independent firm in Orange County at the request 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 & Memberships Reports

Secretary/Treasurer Pam Jones presented the report on HGAR, including the bank and investment summaries for May 1st, and the Directors approved receipt of the May Flash Report. Please welcome the following new members to your area:

Designated Realtor

Alan J. Faustini
Gracie Smyth 403
2512 7th Ave
New York, NY 10019

Joseph Moglia
271 Green Rd
Ardsley, NY 10502
404-485-1063

Shirley A. Herbst
112-27 120th Pl
Forest Hills, NY 11375
636-2001

Peter G. Lasky
21 Kings View Highway
Stamford, CT 06905
417-690-2256

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Continued on page 9

Brewing a Robust Real Estate Career

In 2000, his wife, Nancy joined the organization, thereby doubling the amount of the tax and therefore increasing the financial burden on homeowners upon the sale of their homes.

Fair Housing and Cultural Diversity

Fair Housing always has its ups and downs, but I think what helped us was helping people and seeing my agents asa thrives through real estate. “I love¬ing stories about the beer industry, real-estate always has its ups and downs, but I think what helped us was helping people and seeing my agents as

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 for a hearing. They also reviewed three Arbitration Requests, two of which were considered Manda¬tory 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 regarding an Arbitration Request were 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. It 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

HUD Gateway Multiple Listing Service, Inc. (“HGLMS”) President Renee Zurlo presented an update on the HGLMS. She indicated that on May 3, 2016 HGLMS 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, Project Upstream, and the transaction management system possibilities, and other initiatives. She also re¬ported that the Supra lockbox invoice cycle was commencing and announced that the HGAR Rules Committee was planning to meet later that day.

Commercial Real Estate

CEO Haggerty delivered a report on behalf of the Commercial and Investment Division (“CID”). He cited 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 Eileen O’Dell.

Realtors’ Council of the Hudson (OCAR). He received the “Beyond Excel¬lence” Awards from ERA from 2003 to 2008 and from 2011 to 2013. His com¬pany was named among the Top 200 in the nation from ERA from 2007 to 2011 and from 2011 to 2013. His company was named among the Top 200 in the nation from ERA from 2013 to 2015.

Cursi 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 con¬tinues to serve on the HGMLS Board. “I think the merger made all of our Asso¬ciations a lot stronger and gave us a much larger voice in matters of importance to us. Over the years, the biggest change for Cursi has been the power of the Internet. “I remember years ago, an in¬structor 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 are selling or listing. 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, Cursi enjoys investing, make improvements, increase the service and usefulness of 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. “I love to travel, and just recently celebrated their 21st wedding anniver¬sary.”

Continued on page 23

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

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, HGAR representatives attended the 2016 Annual Mid-Year Conference held in May, in Washington D.C. That at time, HGAR Repre¬sentatives met with U.S. Senators Chuck Schumer and Kirsten Gillibrand to discuss Realtor advocacy issues. Realtors Political Action Committee (“RPAC”) Chairperson Laurie DuFrancesco stated that there were several RPAC fundraising events taking place in the near future, including a WNY Real Estate Networking 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 Rottweilers in Newburgh on August 24th.

CEO Haggerty praised the efforts of Weiden, HGLMS Past President Leah Caro, and others, in defending the proposed hike to the Yorkers Transfer Tax. Said in¬cluding a double tax on the sale of the home and therefore increased the financial burden on homeowners upon the sale of their homes.

Fair Housing and Cultural Diversity

Fair Housing always has its ups and downs, but I think what helped us was helping people and seeing my agents...
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By John Jordan
Since winning the County Executive post in the November 2003 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 LEGO-LAND 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 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, (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 project is going to 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 relationship 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 (follows story).

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 building). 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 plinings 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

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 here.

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

Continued on page 15
Legoland Looks to Develop $500M Theme Park in Goshen

By John Jordan

Legoland Entertainment to develop the theme park in Orange County.

**LEGOLAND CALIFORNIA OPENED IN 1999**

**SAN DIEGO-COUNTY (CARLSBAD, CA.)**

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

**LEGOLAND FLORIDA OPENED IN 2010**

**POLK COUNTY (WINTER HAVEN, FL.)**

Orange County Partnership Celebrates 30th Anniversary

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 cusp of landing a $500-million theme park geared to a much different demographic.

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.

**Legoland’s Rescue Academy**

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

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, which controls on a parcel that abuts Route 17 along Harman Road between exits 124 and 125. Merlin had considered sites all along the

delays. 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 the 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.

**SPECIAL SUPPLEMENT: ORANGE COUNTY**

Orange County Legislature and the Industrial Development Agency each had a seat on the Orange County Partnership’s board and 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 opened its 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 the several spaces at several business parks, the spaces at those parks back in 1986 had been filled or built out.

Some of the organizational structure of the Orange County Partnership has been taken place since then, both good and bad, include more restrictive regulations, particularly in terms of environment. When 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 15
Orange County Partnership Supports Advance Testing’s High School Mentorship Program

From left, larissa Lewis, Orange County Partnership; Bill Fioravanti, Orange County Partnership; Steve Neuhaus, Orange County Executive; alvin Joel Alcides, NFA graduate; Brian Bexkorowajny, Advance Testing Company; Sergio Andraide, 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.

“we will only thrive as a business in the 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 attractions back to the Government Center.

We are looking to be in New York City by 2020. (He added that work on 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?

A: We are looking to be in New York City by 2020. (He added that work on the exterior wall. So in the last few weeks there are people calling saying, “My God, this thing is actually happening.”)

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

A: Neuhaus: Camp LaGuardia is now fully in our possession. John McCaffrey, director of real property, and Planning Commissioner David Church are working on 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.

Q: Do you have any other projects or proposals you are working on?

A: Neuhaus: One of the easiest, no-brainer projects is the senior housing project. There is a senior housing project. I am going to announce it at the end of September in my State of the County address.

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

A: Neuhaus: Camp LaGuardia is now fully in our possession. John McCaffrey, director of real property, and Planning Commissioner David Church are working on 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.

Q: What other projects or proposals are you working on?

A: Neuhaus: One of the easiest, no-brainer projects is the senior housing project. There is a senior housing project. I am going to announce it at the end of September in my State of the County address.
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 YouTube, look on the Internet and review what our customers are saying about our Florida and California theme parks and talk to local business- es 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 Den- mark. 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 ad- dressed in the environmental review of the proposal, responded, “Absolutely, we are fully confident that we can ad- dress 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 looking to work with the New York State De- partment of Transportation and others to address traffic impacts the project might have. Merlin, Empire State Devel- opment and NYS DOt are also in talks regarding costs of traffic mitigation measures and improvements to Route 17 interchanges and accessory roads leading to the theme park.

“Any theme park has to rely on excel- lent 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 oper- ate 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 bottle- necks 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 mil- lion 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 spokes- person for Empire State Development said that $41 million in state funding has been committed thus far to the Lego- land project, none of which has been disbursed. It is believed that Legoland has applied for additional state funding this year through the state’s Consolidat- ed Funding Application (CFA) process.

Royle said that Merlin hopes to se- cure 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 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 im- portant and in their best interest that they work with a real estate profes- sional. 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 big- gest 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 un- derstand. 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 impor- tant 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.

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 pos- sible 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 inven- tory 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 to open the LEGOLAND New York theme park in Goshen in early 2019.
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 securing 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 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 President Partnerships 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 Wallkill that created 100 new jobs; and PharmaCannis, which was awarded one of only five medical marijuana licenses by New York, which built a new $20-million 121,000-square-foot plant in the Hudson Valley Crossing tech park in 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. Today, 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 Hanover, 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, not 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 other prime surrounding market and those who qualify for incentives can also significantly reduce costs as well.

Orange County Partnership Celebrates 30th Anniversary

Orange County Partnership | Economic Activity | 2010-2016

<table>
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<tr>
<th>Year</th>
<th>Attractions</th>
<th>Expansions</th>
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<th>Total Jobs</th>
<th>Total Capital Investment</th>
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<td>412</td>
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<td>9</td>
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<td>16</td>
<td>441</td>
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</tbody>
</table>

Note: 2016’s numbers are as of 9.12.16.
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EDUCATION/CALENDAR

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- Varnishes 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
10/27- Matrix 3: Matrix to the Max with Kristine DiFrancesco
10/27- Matrix 3: Matrix to the Max(NO CE) with Kristine DiFrancesco
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
10/27- Fair Housing with Dorothy Botsoe
10/27- Matrix 3: Matrix to the Max with Kristine DiFrancesco
10/27- Matrix 3: Matrix to the Max(NO CE) with Kristine DiFrancesco
10/24- Mortgage Updates with David Moore

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:
10/9- 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

Goshen

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

(NUHAR) 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 | LAURIE DIFRANCESCO

10/24- Mortgage Updates with David Moore

Putnam

For details and registration go to www.HGAR.com/Education<http://www.HGAR.com/Education> (not HGAR.com)

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, 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
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 Congressional, 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 Eacius. Legislator Eacius 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 Democratic enrollment advantage has grown in the district.

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 controls the Senate?

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 and their need for the animal (for example, letters from doctors or therapists). 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.

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 dog can perform including providing seizure assistance, alerting individuals to sounds or allergens, and pulling wheelchairs, just to name a few.

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. Those 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.

Control of State Senate Hangs in the Balance

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 controls the Senate?

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Leon Cameron is Director of Legal Services & Professional Standards Administrator for the Hudson Gateway Association of Realtors.
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 photo- graphers use to get great looking photos for their listings. Basically, HDR photo- graphy 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 Smart- phone “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 are well worth mention- ing 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/realestate

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. (Ro- bocall is a term used by call centers that automatically place thousands of phone calls that make you feel obligated to leave a message for a person or 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. If you do not have a 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 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.plugnbloc.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. If you do not have a 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 and submit the phone number that you want to look up, and the service should re- port 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 work- around 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.

https://youtu.be/hgqDY3vLqUQ

Reminders

This column (and many previous ones) are made available for your viewing con- venience 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/develop- ments. He curates this information from a diverse range of resources and enjoys sharing tips, thoughts and discoveries with others—using a “something for every- one” 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.

RPAC Honor Roll

Continued from page 9

99 Club

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 dollar goal: 64%
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.

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 sentiments in aged generation assets, and the increasing demand for generation capacity to support 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. This new transmission line will likely cost about $50 million.

The process to permit the new transmission line took approximately two- and-a-half years to complete and was secured in April 2015.

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 projects for approximately $7 billion of limited recourse 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 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 and 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 with a portfolio including 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 significant step forward in the repurposing and repopulation 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.

Georges 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
New Members

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**Indicates individual will hold Secondary Membership.

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, Duchess, 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.
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) 808-1065 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.

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 space 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 Rockland County Pride,” said Rand, managing partner for Rand Commercial.
RPAC Network Event, Billy Joe’s Ribworks, Newburgh, Aug. 24, 2016

The event was held at Billy Joe’s Ribworks on the Newburgh waterfront.
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*As of October 30, 2016.
FIRST NOTICE OF ANNUAL MEETING Oct. 17, 2016

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HGMLS President
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BHG Rand Realty
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Central Valley, NY 10917

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Wright Bros Real Estate Inc.
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John Kope
Dorothy Jensen Realty, Inc.
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White Plains, NY 10603

Class 2 Directors
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Westchester Real Estate, Inc.
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Eastchester, NY 10709-5525

Manhattan Chapter Representative
Tony L. D’Anzica
DynaMax Realty NYC, Inc.
479 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.

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.
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.

CELEBRATING
100 Years
2016

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

ANNUAL MEETING &
MEMBERS DAY
2016

EXHIBITORS
Allan Block Insurance
Arbonne
ASAP Mortgage Corp.
Bank of America
Home Loans
Broad Financial, LLC
Brown, Harris, Stevens
C2G Environmental
Capital One Bank N.A.
Carnell Engineering
Citibank, N.A.
Clancy Relocation
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Columbia Doctors
Commission Express
Cotto Closing Gifts
David Lerner Associates
Dolgetta Law PLLC
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Group, Inc.
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Evolve Bank & Trust
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Hudson United Mortgage, 
Insurance & Title
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Robinson Oil
Shell Genie
Showcase Candy by Kara Mac
Showtime
Skyline Title
Sterling Home 
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Building Inspections
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Metro Division
Tomkins Mahopac
Bank
Tri-State
Engineering, P.C.
Trustco Bank
Upper Cervical
Chiropractic of NY
Water Resource
Technologies
Webster Bank
Wells Fargo
Home Mortgage

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
Leen Cameron, HGAR Director of Legal Services, and Leah Corp 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 – 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. You 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

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!