

IMPACT

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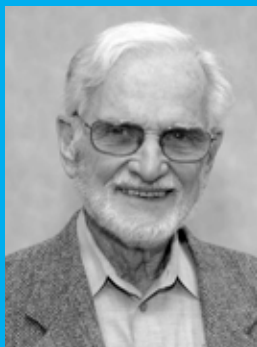
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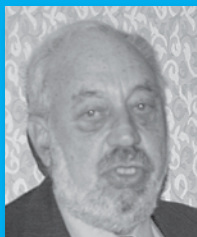
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Co-ops, Condos Now Exempt: Revised "Source of Income" Addition to Human Rights Law Passes Out of County Legislative Committee

WHITE PLAINS—After two years of debate and deliberation, the Westchester County Board of Legislators' Committee on Legislation passed a revised Source of Income addendum to its Human Rights law, setting the stage for a public hearing and a floor vote of the entire board, most likely on Apr. 26 at 7 p.m.

Over the same period of time, officials of The Building & Realty Institute (BRI) have been arguing steadfastly against the measure.

"Unlike all the usual and properly-protected classes from discrimination, all having to do with who and what a person is, this proposal aims to include a financial factor, income, which introduces a whole new realm of economics into the equation," said Albert Annunziata, executive director of the BRI.

"What the county proposes to do with this proposal is to make legitimate 'economic decisions' on the part of apartment building owners and managers

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Photo by Barbara Hansen

ASTORINO ADDRESSES THE BRI — Westchester County Executive Rob Astorino was the guest speaker at the March 11 General Membership Meeting of the Building and Realty Institute (BRI). Pictured at the event are, from left to right, Eric Lashins, president, BRI; Ken Nilsen, chairman, BRI; Astorino; George Oros, chief of staff for the county; and Albert Annunziata, executive director, BRI. A full report is on page 6.

BRI Issues Clarion Call on Compliance With Carbon Monoxide Detector Law

By Jeff Hanley, *IMPACT* Editor

WHITE PLAINS—The Building and Realty Institute (BRI) recently released its recommendations involving the new law calling for the mandatory installation of carbon monoxide (CO) detectors.

Entitled Amanda's Law, the edict took effect last Feb. 22. It mandates the installation of CO detectors in all homes throughout New York State.

The law is named for 16-year-old Amanda Hansen of upstate West Seneca. Hansen died on Jan. 17, 2009, due to a carbon monoxide leak from a defective boiler. Hansen died while sleeping at a friend's house.

Under the law, homes built before Jan. 1, 2008 are permitted to have battery-powered CO alarms. Homes built after that date must have the alarms hard-wired into the building.

Previously, only homes built or bought after July 30, 2002 were required to have the CO devices installed. Amanda's Law also requires contractors in New York State to install a CO alarm when replacing a hot water tank or furnace, if the home is not equipped with an alarm.

The BRI, in response to what it stresses as vague language in the law concerning apartment buildings, co-ops and condominiums, released an emergency summary to its membership in early March. The summary was pre-

pared by the BRI's chief counsel, Kenneth J. Finger.

"The BRI's summary report stresses that the regulations do not specify who incurs the cost of the installation and the continued maintenance of the carbon monoxide detectors," said Albert Annunziata, executive director of the BRI. "It also stresses that neither the law nor the regulations distinguish between rental buildings, co-ops or condos."

Annunziata added that, accordingly, the report emphasizes that "the prudent course of action" is for apartment building owners, co-ops and condos to install the detectors. The report, he said, contains a series of recommended steps that each type of building or complex should take.

Copies of the advisory are available by calling the BRI at (914) 273-0730.

Special Report: Deadline on New EPA Requirements Draws Closer

By Michael Tighe

ARMONK—With the effective date of Apr. 22, 2010 drawing closer, the Building and Realty Institute (BRI) is reminding its members of new work requirements from the Environmental Protection Agency (EPA).

The BRI has stressed to its members at association meetings that contractors involved in work on buildings built before 1978 will be required to follow the EPA Lead-Based Paint Renovation, Repair and Painting (RRP) Rule.

BRI officials have stressed that the regulations are calling for more coordi-

nation and responsibility from contractors in dealing with work in potentially troublesome areas.

The BRI has been carefully studying the requirements for weeks. The association has conducted research of reports on the issue, including a summary prepared by our company, Beacon Hill Associates, an environmental liability insurance firm.

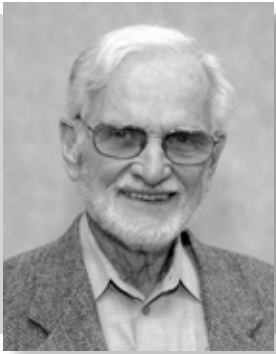
Specifics

A federal EPA program has called for the regulations. The rules affect con-

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CO-OP
CONDO
CORNER

By HERB ROSE



NEW YORK – It’s sunny and 30 degrees, which feels like 16 degrees due to the wind chill!

Wind chill? Everyone is familiar with the phrase “wind chill,” but what does it mean? Human comfort is affected by “wind chill,” with cooling as a result of speedy air movement and warming at a slower speed.

Many buildings have a system for heating and cooling called “forced air.” This is a simple system that has been available for about a century and consists of a source of heat and/or cooling, plus a fan to circulate.

Let us consider heating. The heating component creates warmth which is circulated by the fan component. Since the fan may be operated at variable speeds, the choice is fast-

er, or slower?

At high speed, wind chill negates heat, so we look to run the heating system with a slower fan speed.

An Example

Recently, I consulted on the heating systems in a large swimming pool. Despite two forced air systems running at full blast, the pool area barely rose above 60 degrees. One of the systems issued warm air, while the other spilled out 45-to-50 degree air.

Despite protestations of the operators that the system was on full heat, the result was painful cooling, instead of warmth. Sounds emanating from the system indicated that the fan was blowing at high speed.

Examining the Effects of “Wind Chills” on Energy Efficiency

Again, there were protestations that the cold weather was the cause of the problem.

After consultations with the specs of the heating system, there was an agreement to

is quickly dispersed by the excess air movement.

The standard forced-air heating/cooling appliance comes with operating specs indicating that when the system is oper-

that the air near the ceiling is considerable warmer than that further down. A ceiling fan running at the slowest speed will drive this heat down to the people level and create a lot of inexpensive comfort.

The Creation of Heat

A while back, I was a guest at the Mohonk Mountain House, a vintage upstate hotel with 20-foot ceilings. January cold was present in the lobby and in the meeting areas of the hotel until a battery of high-up ceiling fans were turned on, thus creating a very comfortable atmosphere.

Whether you heat with a forced air system, hot water radiators, or steam radiators, the judicious use of the system is more comfortable and a lot cheaper. Using slow circulating fans of various kinds will circulate heat for maximum comfort and save you money!

Herb’s Hints:

1) “Bed Bug, Bed Bug”—there is even a Calypso song with that title! If you find one, call the exterminator, since they have a new generation each 10 to 11 days.

2) Change your light bulbs to compact fluorescents and save!

Editor’s Note: Herb Rose is a co-op and condo consultant. He also is a member of the board of directors of the Cooperative and Condominium Advisory Council of Westchester and the Mid-Hudson Region (CCAC), an affiliate organization of the Building and Realty Institute (BRI). Rose can be reached at hrose47563@aol.com.

Despite protestations of the operators that the system was on full heat, the result was painful cooling, instead of warmth.

reduce the fan speed. Magical differences appeared, with heat instead of icy cold air! We concluded that too much fan speed creates cold (wind chill) rather than delivering more heat. In addition, warmth created by the heating element

ated for heating, the fan should be set at a lower speed than for cooling. When the fan is at high speed, no amount of heat will be produced due to the wind chill.

Fan speed may be controlled by a set switch or a pulley with multiple-sized grooved wheels. The fan belt connected to the fan engages a different pulley wheel at a slower speed for heating and a higher speed for cooling.

Conditions

Discomfort is expensive and wasteful. Heating that is controlled and circulated accurately is more efficient and cheaper. When heat is created and then wasted through inefficient circulation, the cost is prohibitive. Instead of creating comfort, wind chill and heat dissipations are uncomfortable to the point of being painful.

Wind chill (air movement) can be used for heating! If you have ever climbed up a ladder to replace a bulb in a ceiling fixture, you will have discovered

THE HANLEY
REPORT

By JEFF HANLEY
Associate Director, Building and Realty Institute (BRI)/IMPACT Editor



Marking a Special Anniversary for a Veteran Industry Member

ARMONK – Did I wake you?

Most building and realty industry members in our region have definitely heard that question while taking a phone call from Myron “Mike” Marcus over the years.

Marcus, associate counsel to the Building and Realty Institute (BRI), has a positive habit of interjecting humor into many of his business conversations. The industry veteran has always had a tremendous talent for knowing just how, and when, to do it.

And then, when it is time to get serious, he makes a very smooth transition to a “down-to-business” approach. But, he deserves credit for his ability to deliver consistent “Icebreakers” in tense situations. That talent has helped the industry, and the BRI, in countless scenarios I have witnessed involving Marcus in my 21 years with the association.

Marcus also deserves credit for recently reaching an impressive milestone. The White Plains resident was honored on Mar. 18 by the Westchester County Bar Association for his 50 years of membership in the group. Marcus was one of 16 bar association members who were cited for reaching that level of service.

The likeable industry veteran is certainly no stranger to our industry. He served as chief counsel to the BRI from the 1960’s through the 1990’s before being named to his current post as associate counsel. Marcus has also tirelessly served the component organizations of the BRI. That service includes key roles with the Apartment Owners Advisory Council (AOAC) and the Cooperative and Condominium Advisory Council (CCAC).

Yes, it’s a good bet to say that many, many industry members have been positively influenced by Marcus. And most have probably heard that “Did I Wake You?” question from him. If you haven’t, well, you simply don’t know what you have missed.

Here’s a sincere thank you to you, Counselor Marcus, for all that you have done for the BRI and the industry. And for all that you have done for me.

A report on the honors received by Marcus is one of many noteworthy articles in this edition. Others include:

- A summary of the presentation made by Westchester County Executive Rob Astorino on Mar. 11 at the General Membership Meeting of the BRI.
- A study on energy efficiency

in Co-op and Condo Corner. The piece is written by Herb Rose.

- An analysis in Counsels’ Corner on the rights of landlords and condo boards to inspect individual units in their respective buildings and complexes. The study was authored by Finger and Finger, chief counsel to the BRI.
- A Development Case Study illustrating how The Community Preservation Corporation (CPC) provided a loan to help an important revitalization project in Syracuse.
- A report by Andrea Wagner in Tech Talk on Internet Marketing for businesses.
- A Remodeling Case Study by the National Association of the Remodeling Industry (NARI). The analysis reveals how remodelers are utilizing concepts of “Universal Design” while assisting clients in their renovation plans. Universal Design, the report said, is an approach that helps to make remodeled environments “easier and more comfortable for everyone.”

There’s something for many sectors of the industry in this edition. Enjoy the issue. And the spring!

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Co-ops, Condos Now Exempt: Revised “Source of Income” Addition to Human Rights Law Passes Out of County Legislative Committee

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throughout Westchester subject to the Human Rights Commission’s scrutiny and investigation, with potential fines of up to \$100,000.”

A Tipping of the Scales

Essentially, the proposal would heavily tip the scales on behalf of applicants for rental housing who have an acceptable supplemental source of income, like federally-funded HUD Section 8 vouchers. Many Section 8 vouchers expire or go unused, according to tenant advocate groups, because some landlords refuse to participate in the Section 8 program, which the federal government has always maintained is a voluntary program.

What these groups would like to see is a broader distribution of Section 8 tenants throughout the county, outside the major cities and major urban areas.

As one landlord said: “It is blatant unfairness—HUD says the Section 8 voucher program is optional, but the County of Westchester is handcuffing us and saying to building owners that we have no choice. The freedom to opt-in or opt-out is exclusively that of the tenant.”

Where Is The Trouble?

Westchester housing staff have reiterated before legislative committee meetings that there is no problem filling the thousands of Section 8 vouchers they get. In fact, they admit they could use more from HUD, but due to federal budget constraints, are not likely to get more.

In addition, the director of the County’s Human Rights Commission noted last year at county legislative committee meetings that her office was aware of only a handful of potential complaints of potential cases of discrimination based on source of income.

So, Westchester’s realty industry is asking, “Where is the problem?”

Realty industry leaders have noted at numerous county legislative committee meetings and public hearings that this measure is a contrived solution to a problem that doesn’t exist.

As another argument in favor, county legislative leaders have maintained that ‘Source of Income’ protection is necessary to further the goals of last year’s housing discrimination lawsuit settlement with the federal government.

“If that is the case, then this proposal will not address that problem,” said Annunziata. “It will cover buildings of 6 units or more, already well-protect-

ed under the state’s Emergency Tenant Protection Act, otherwise known as ETPA. The overwhelming majority of these units are in the cities and urban areas which are not the areas identified by the federal government as the targets for much-needed affordable housing.”

Annunziata added: “If the legislators wanted to show real political courage in the face of this federal, court-ordered mandate for 750 units of affordable housing, they would not have excluded multi-family buildings with 2-5 units from Source of Income. Can you imagine the political firestorm if legislators representing some of the more affluent north- and mid-county municipalities voted to force this issue in their communities?”

County Legislative Committee Chairman John Nonna (D-Mount Pleasant) stressed that his committee modified the legislation to “...narrow its scope so that it is more carefully tailored to the problem of individuals with Section 8 vouchers and those receiving rental assistance from the federal, state or local government sources being denied apartments.”

An Exemption for Co-ops and Condos

The bill, as amended, exempts cooperatives and condominiums and no longer covers annuities, pensions, child/spousal support or court-ordered payments under what it now considers to be acceptable income sources. If approved, the Source of Income law would constitute an amendment to the County Human Rights Law and would prohibit

landlords of ETPA buildings in Westchester from not renting to prospective tenants with HUD Section 8 vouchers based on that supplemental income source.

“The BRI will continue to oppose this,” said Annunziata. “We staunchly and unwaveringly support equal opportunity for all. There is a critical difference, however, between equal opportunity for everybody and an engineered result for some. With this Source of Income legislation, the Board of Legislators is forcing participation in a voluntary federal program. Through punitive public policy and the real threat of excessive fines, legislators are attempting to engineer a pre-determined social and economic result that by-passes business decisions, the merits of the individual tenant case and property owners’ rights.”

— An IMPACT Staff Report



A LEGISLATIVE CONFERENCE —“New Players and New Roles on the Westchester County Political Scene” was the topic of the Feb. 11 General Membership Meeting of the Building and Realty Institute (BRI). Pictured at the event are, from left to right, County Legislators John Testa, Tom Abinanti and Alfreda Williams; Town of Yorktown Supervisor Susan Siegel; and Eric Lashins, president, BRI. More than 70 members of the BRI attended the meeting and received updates from the speakers on events in their respective municipalities.



ACMA MEETS—The Mar. 3 membership meeting of The Advisory Council of Managing Agents (ACMA) reviewed issues affecting property managers in the Westchester and Mid-Hudson Region. Pictured at the event, from left to right, are Jeff Stillman, vice chair, ACMA; David Amster, chairman, ACMA; Bram Fierstein, ACMA member; and Gary Gutekunst, ACMA member. More than 35 members of ACMA and the Building and Realty Institute (BRI) participated in the meeting. ACMA represents more than 30 leading property management firms.



A CCAC BOARD MEETING—The Board of Directors of The Cooperative and Condominium Advisory Council (CCAC) met on Mar. 1 to review issues concerning the local co-op and condo sector. Pictured at the event are, from left to right, Ken Finger, chief counsel, CCAC and the Building and Realty Institute (BRI); Diana Virrill, chair, CCAC; and Albert Annunziata, executive director, CCAC/BRI. The CCAC is composed of more than 400 co-op and condo buildings and complexes.

Photos by Myron Marcus

Renovation Case Study:

Industry Report Stresses That Remodelers Are Helping Families Plan For Easier Living Now And In the Future

DES PLAINES, Ill.—A home remodel should be a project that provides benefits for many years to come.

One way to get the most out of your investment long-term is by incorporating elements of universal design, according to a recent report from the National Association of the Remodeling Industry (NARI).

Universal design is an approach to the design of products and environments that makes them easy and comfortable for everyone, regardless of age, ability or situation, the report said.

As the boomer generation ages and lifestyle needs change, more professional remodelers are helping homeowners modify their existing homes to accommodate universal design standards. Even if you're not sure you need some of these features right now, it's often easier and less costly to plan ahead for future needs than to remodel later on, the study added.

A Definite Need

Warner McConaughey, a member of the Atlanta chapter of NARI, is a certified remodeler who witnessed first hand the

need for early planning in his parents' home.

As founder and owner of Hammer Smith, Inc., a design-build firm in Decatur, Ga., he won a 2008 COTY Award for the residential universal design project he completed for his family's 2,800-square-foot residence, the study said.

"My parents talked for a long time that they wanted to stay in their current house forever, but my mom broke her ankle about three years ago, and that's when she realized how hard it was to get around," McConaughey said. "Universal design isn't for an old person. It's for anybody."

Specifics

The McConaughey home was a 1968 split-level house with plenty of stairs and spiral staircases. Although both of his parents are fit and able to get around now, the remodeler realized that changes needed to be made in case his parents' health deteriorated in the future, the report said.

The result of the project was a remodel that "looks nothing like a nursing home," McConaughey said. His parents wanted an addition on the main floor that they could use as a bed-

room when they got older, near accessible living space, but, in the meantime, they were going to use it as an art studio.

A four-foot wide barn door separates the original home and the addition. A full bath

Universal design is an approach to the design of products and environments that makes them easy and comfortable for everyone, regardless of age, ability or situation, the report said.

was added and is now used as a guest bath. The vanity hangs from the wall, a teak fold-down bench was installed in the shower and there's plenty of space for a wheelchair to maneuver, the report said.

On the outside, ramps were subtly camouflaged in stone to tie to the existing landscape, which will easily accommodate wheelchairs or walkers in the future. Wide doorways were installed and thresholds made flush. A sunken therapeutic hot tub was also added so that the waterfall near the home atop a hill was visible.

Full-height casement windows were used in the new space to help optimize the view. All materials used in the addition mimic those used in the original house to tie the two together, the study said.

steps, a bench in the shower and hand-held showerheads, the report added.

Installing plumbing fixtures closer to the outside of the fixture also aids accessibility. Removing lower vanity cabinets creates much-needed knee space for people in wheelchairs, the study stressed.

Seven Key Points

Overall, there are seven basic principles to universal design that homeowners should keep in mind, according to the report:

- Equitable Use—The design accommodates any type of user.
- Flexibility In Use—The design may be used by people with a wide range of abilities.
- Simple and Intuitive Use—Design is easy to understand and "figure out."
- Perceptible Information—The design itself communicates efficiently to the user.
- Tolerance for Error—The design is safe and minimizes consequences of accidents.
- Low-Physical Effort—The design can be used without strenuous exertion.
- Appropriate Size and Space for Approach and Use.

NARI is the only trade association dedicated solely to the remodeling industry, spokesmen said. With more than 8,200 member companies nationwide, the association is known as "The Voice of the Remodeling Industry."

Creating a Greener Tomorrow... ...One Neighborhood at a Time.



CPC, the leader in multi-family financing solutions, is once again leading the way with its new **Green Financing Initiative**. This innovative program combines quick and easy financing solutions for property owners with *Simple, Sensible and Sustainable* solutions to retrofit existing multifamily buildings.

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For more information about CPC's *Green Financing Initiative*, please contact Sadie McKeown at (914) 747-2570 or smckeown@communitypc.com. Visit us at www.communitypc.com.



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Deadline on New EPA Requirements Draws Closer

Continued from page 1

tractors and property managers that become involved in work on painted surfaces. Those surfaces include both interior and exterior areas.

Remodeling, maintenance, painting/surface preparation, window replacement, electrical, plumbing and carpentry activities are subject to the new regulations.

Exceptions include emergency repair work, minor repair work that disturbs less than six square feet of paint per room and housing declared lead free by a certified lead inspector.

Types of properties affected by the program include pre-1978 schools, daycare centers, residential homes and apartment buildings.

Currently, painters, electricians, general contractors, carpenters, property managers and maintenance contractors are being required to provide pre-renovation educational lead pamphlets to tenants, receive delivery confirmation, and post signs in the workplace.

Effective Apr. 22, renovators must attend an eight-hour training course by an EPA-approved training provider and the firms they work for must also be accredited.

Training classes address dust and debris containment, restricting open flame burning, exhaust control for power tools and clean-up procedures, record keeping, and other precautionary measures. The accreditation must be renewed every five years. Other state and local requirements may also apply and be more stringent.

Editor's Note – The above article was written by Michael Tighe, a Senior Account Executive at Beacon Hill Associates, Inc. of Charlottesville, Virginia. Beacon Hill Associates is a wholesale insurance broker and program administrator, specializing in the placement of environmental insurance and other specialty coverages for agents nationwide. The firm is at www.b-h-a.com

COUNSEL'S CORNER

By **Kenneth J. Finger,**
Carl L. Finger and
Daniel S. Finger
Finger & Finger, Chief Counsel,
Building & Realty Institute (BRI)



Landlords' Rights of Access Upheld— And Condominium Right of Access, Too!

WHITE PLAINS—Two courts have recently upheld the right of access of a landlord to an apartment and a condominium to a unit. These decisions demonstrate a willingness, hopefully increasingly, of the Courts to recognize the rights of property owners, and the obligations of residents, to permit appropriate access.

In the case of *London Terrace Associates v. Perykaz*, the

and time of the treatment, together with an instruction sheet for the preparation required for the treatment of bed bugs such as removing of bedding and the like. In order for the treatment to be effective, strict adherence to the preparation guidelines was required.

A Lack of Preparation

The Court held that on the noticed date for access, "she

held that "despite the landlord's efforts to eradicate the bed bug infestation in tenant's building, the infestation continues and at least two tenants have complained of bed bug bites. Compliance with the bed bug preparation task list and access by each tenant was essential to successfully eradicate the pests, and tenant's failure to

permit access therefore threatened the health and safety of other tenants in the building."

The Court further went on to specifically find that "since tenant did not permit the access to her apartment required to perform the bug treatment, the court finds tenant did not cure the objectionable conduct within the time required the notice to cure."

It is notable that tenant complained to the local Health Department, the Building Department, the State Health Department, the Department of Environmental Conservation, and the Attorney General's office to try to stop the treatment as she was concerned about chemicals. She then interposed a counterclaim that the Landlord brought the action in retaliation for these complaints. The Court dismissed the counterclaim, finding the statutory presumption in this

regard inapplicable to "an action based upon the tenant's violation of the terms and conditions of the lease agreement."

The bottom line in this case was simply that the tenant failed to comply with the reasonable requirement of the landlord for access to the apartment to treat the bed bug infestation in the building, including the preparation of the apartment and the Court found a breach of the lease and that based thereon the Landlord had validly terminated the lease.

Another Scenario

Another Court, in *Board of Managers of Essex House Condominium v. Manhattan L.b. Living Trust*, (N.Y.Sup., 2009), held that "there is no dispute that the by-laws and lease place the responsibility for the common areas such as the hallways within the condominium corporation as well as con-

Continued on page 8

The bottom line in this case was simply that the tenant failed to comply with the reasonable requirement of the landlord for access to the apartment to treat the bed bug infestation in the building.

situation was one involving bed bugs. The tenant claimed that the bed bugs had not been observed in her apartment. The Landlord, however, required that her apartment be treated as the bed bugs had been observed in adjacent apartments and seemed to have traversed from the apartment above the tenant's to the apartment below the tenant's.

In order to properly treat for bed bugs the Landlord required that the tenant provide access and prepare the apartment for the treatment. The Landlord provided a notice of the date

had not prepared the apartment for treatment...a large closet was not emptied, the tops of bureaus were not cleared of personal items, a large bookcase was not emptied, etc. ... Tenant was fully aware that the treatment could not be performed if she failed to prepare the apartment in accordance with the bed bug preparation task list."

The Court found that the Tenant's "actions were directed towards preventing, not permitting, treatment. Tenant's behavior constitutes a breach of the lease." The Court further

Marcus Honored by County Bar Association

By **Jeff Hanley, IMPACT Editor**

WHITE PLAINS – Myron Marcus, a longtime member of the local building, realty and construction industry, was recently honored by the Westchester County Bar Association for his 50 years of membership in the group.

Marcus was one of 16 bar association members who were cited for their 50-year membership in the organization, spokesmen recently announced. The members were honored at the annual meeting of the association on Mar. 18 at the Mamaroneck Beach and Yacht Club.

A White Plains resident, Marcus is associate counsel to the Building and Realty Institute of Westchester and the

Mid-Hudson Region (BRI). He served as the organization's chief counsel from the 1960's through the 1990's.

Marcus has also served the component organizations of the BRI. He was a co-founder of the Apartment Owners Advisory Council (AOAC) of the BRI in 1974 and was that association's chief counsel and executive secretary.

In 1979, he was instrumental in the founding of the Co-operative and Condominium Advisory Council (CCAC) of the BRI. He has also been the chief and associate counsel for the group.

Marcus is a former senior partner with Marcus Gould and Sussman, LLP of White Plains.



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Managing Partner

Astorino Speaks at Mar. 11 Industry Meeting

By Jeff Hanley, *IMPACT* Editor

WHITE PLAINS – Westchester County Executive Rob Astorino was the guest speaker at the March 11 General Membership Meeting of the Building and Realty Institute (BRI).

More than 110 representatives of the local building, realty and construction industry attended the event at the Crowne Plaza Hotel in White Plains.

Astorino reviewed key issues facing Westchester and their effects on the business sector, including the building and realty industry. He noted that:

*The county is facing a \$166 million budget deficit. All that can be done to cut that deficit must happen, he stressed.

*His proposed structural changes to the staff of county government, the largest part of the county’s budget, will help ease the deficit problem. Fixing those “structural problems” is difficult, he added, but he stressed that it will be done.

*The county has to do what it can to reduce the cost of doing business in Westchester. He added that he needs the advice and support of building and realty industry members in addressing the problem.

A photo report is below.



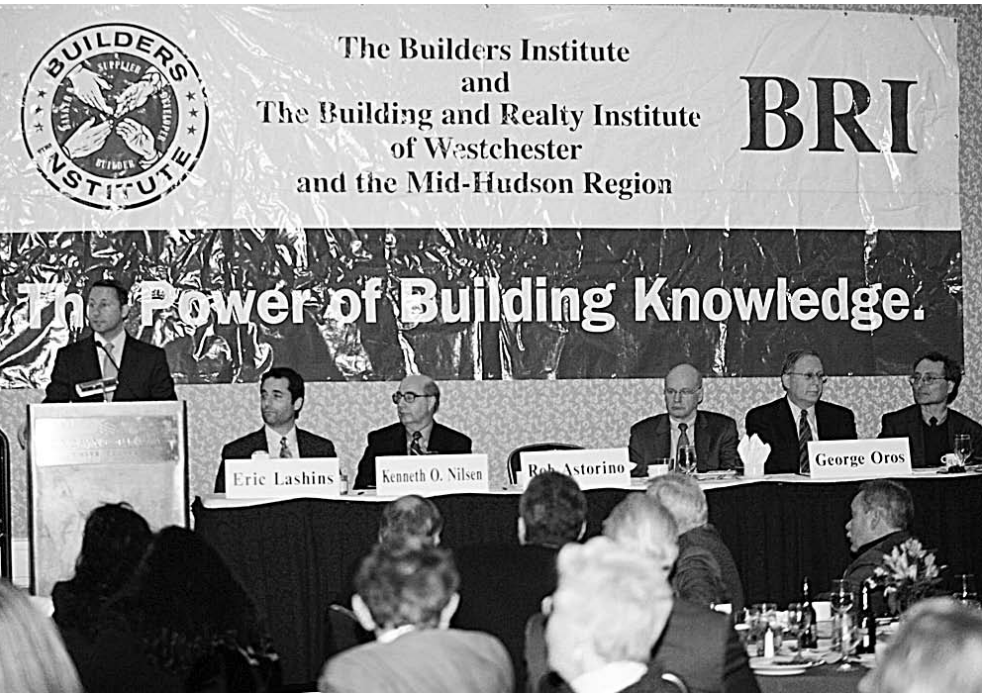
County Executive Astorino is pictured while making a point near the end of his presentation.



More than 110 members of the Building and Realty Institute (BRI) and the local business community participated in the event. A portion of the conference room is pictured.



Stuart Bethell, a consultant for Fleetwest Management, is pictured while posing a question to County Executive Astorino.



Pictured during the program are, from left to right, Westchester County Executive Rob Astorino; Eric Lashins, president, Building and Realty Institute (BRI); Ken Nilsen, chairman, BRI; Ned McCormack, communications director for the county executive; George Oros, Westchester County chief of staff; and Albert Annunziata, executive director, BRI.



Members of the general business community also participated in the meeting. Pictured is Cathy Sama of the International Facility Management Association (IFMA).



Lee Lasberg, a member of the Board of Trustees of the Building and Realty Institute (BRI), is pictured during the question-and-answer portion of the program.



Marvin Ravikoff, a board member of the Apartment Owners Advisory Council (AOAC) of the Building and Realty Institute (BRI), is pictured after issuing a statement to County Executive Astorino.



County Executive Astorino is pictured answering a question. Also pictured are, from left right, Eric Lashins, BRI president and Ken Nilsen, BRI chairman.

Photos by Barbara Hansen

Business Group Forms To Hold Lawmakers Accountable

WHITE PLAINS—Stressing what association officials termed as the need to change the political culture of New York State government in order to keep the state economically viable, a “Call to Action Movement” is being spearheaded by the Westchester County Association (WCA).

WCA officials recently announced the movement and termed it as the next phase in its ongoing advocacy initiative.

The group involved in the initiative includes members from the WCA, the Long Island Association, the NFIB (National Federation of Independent Businesses) and Unshackle Upstate, representing a total of over 80 business organizations throughout the state.

WCA President William Mooney said: “Mounting concerns about out-of-control spending at all levels of government that is forcing businesses to leave or consider leaving Westchester and New York State cannot be ignored.

elected officials know that the public is demanding a change in the way that the business of government is conducted.”

In addition, the Committee announced that it has issued guiding principles for the proposed 2010-2011 state budget that is projected to have an \$8 billion deficit and include \$1 billion in new taxes and fees.

The principles are:

- The consolidation of both large and small government agencies and functions.
- The identifying of ways to use state resources to stimulate private sector job growth.
- The declaration of a fiscal emergency with a freeze in salaries.
- A reform of the state budget process to instill more transparency and accountability into the process of spending taxpayers’ money.
- A call for a change in the structure of public compensation and benefits to reflect economic realities.
- A call to hold school aid and

WCA Chair Al DelBello said: “The elections this past November and recently clearly indicate that a minor revolution is underway. There is no better opportunity than right now to let our elected officials know that the public is demanding a change in the way that the business of government is conducted.”

Now is the time to hold our elected officials accountable.”

The committee agreed to a set of principles to hold elected officials accountable to control government spending, spokesmen said. The group also announced plans to issue report cards on how well the lawmakers adhere to those principles as part of a campaign to educate members and the public in advance of the November elections.

“Elected officials, we would hope, would adhere to the following statewide principles,” Mooney said. “Lawmakers no doubt will be held accountable if they deviate from these principles.”

The principles are:

- New York State’s spending must come down significantly.
- New York’s tax burden on individuals, families and businesses must be reduced significantly.
- New York must live within its revenue each year without increasing taxes and fees.
- New York must become more economically competitive with other states.

WCA Chair Al DelBello said: “The elections this past November and recently clearly indicate that a minor revolution is underway. There is no better opportunity than right now to let our

Medicaid spending flat.

Members of the “Call to Action Committee” have committed to educate their fellow employees, neighbors, civic associations, etc., about the principles in an effort to create a massive mobilization campaign to educate the public, WCA spokesmen said.

In order to create a true grass roots movement, the WCA and its partners welcome the participation of any interested group or individual, spokesmen added. Those interested can visit the WCA website at www.westchester.org for contact information.

The WCA is a leading business membership organization. The association is committed to business advocacy, economic vitality and to providing a strong and clear voice for the interests of businesses on the regional, national and international levels, officials said.

The key objectives of the group, officials said, are:

- Promoting positive economic development in the region.
- Fostering business development.
- Providing its members with access and interaction with key public and private sector individuals, agencies and organizations.



**By Andrea Wagner
Wagner Web Designs, Inc.**

YORKTOWN HEIGHTS—Knowing where and how to market your business has always been a challenge.

Now, more than ever, there are numerous choices as to how to advertise. You know you have to advertise, but where? And, for how much?

In my experience over the last 11 years as a web developer, I have seen the transition my customers have made by steering away from print ads, such as the Yellow Pages and newspaper ads, to online advertising. Those methods include Google Ad words, organic search engine optimization, banner advertising and social media (blogs, podcasts, etc).

What seems to be the most important common factor is keeping a presence in various forms of advertising. There is no longer one source for all customers to go to for products and services. Using various forms of targeted marketing allows you to get “the most bang for your buck” by advertising to the group of customers who rely on your products the most, no matter how they search for you.

Here are some ways to do that:

Pay per click advertising—(go to Google Adwords). The

TECH TALK Internet Marketing—Made Simple!

method is generally expensive. However, you can set a cap as to how much you want to spend, and you can specify geography, time of day, and specific keywords as to where your ad will appear. As long you keep track of your return, this may be a wise choice.

Print advertising—You can save money and pay for a

timization—Avoid listing yourself to be a general contractor or a general real estate developer. You should target specific keywords (condo renovations, for example) for a chance for top placement on Google.

Banner Advertising—These are online ads you can purchase that click through to your website. These are online magazines, directory listings, online newspapers and many more. Again, the focus here is to try to target your customer base.


The Internet holds a wealth of relatively low-cost, effective marketing possibilities for virtually any business. If you’re a business person, all you need is to find the time and be inclined to learn and become receptive to this potential.

Editor’s Note: Some of you may not be aware that the Building and Realty Institute (BRI) has put its entire Membership Directory online. You can search for a specific company, or type of business through the BRI’s website at www.buildersinstitute.org/Search.aspx. You may also find the BRI’s website to be an excellent place to position a banner ad that will showcase your business in a targeted setting. Please contact Jeff Hanley of the BRI at (914) 273-0730 for further information.

What seems to be the most important common factor is keeping a presence in various forms of advertising

smaller ad in print publications as long as you include your web address. Offer a web deal in your print ad to entice the reader to go to your website. Create a landing page specifically for that offer so you may track results. Once they are on your site, you have their attention and can give much more detailed information.


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Westchester Putnam Association of Realtors Announces its Spring Lineup of Real Estate Classes in Putnam County

WHITE PLAINS—Offering what it termed as the convenience of a closer commute for real estate professionals living in northern Westchester, Putnam, Dutchess and Fairfield (Conn.) counties, the Westchester Putnam Association of Realtors (WPAR) is offering a series of real estate classes this spring at its Putnam County office.

The classes will be at 155 Main Street in Brewster. The location also offers free parking.

The series begins with Fair Housing, Myth & Reality, on Apr. 14, from 9 a.m. to 12:15 p.m. The class will include important updates on the Fair Housing laws and applications. The cost is \$40 and offers three hours of CE credit.

A follow-up course, NY/CT Reciprocity & Fair Housing, will be on Apr. 19, from 9 a.m. to 5:30 p.m. Many agents sell in both states, but each state has different regulations and procedures.

Participants will learn the do's and don'ts in border crossing sales, officials said. The course includes the manda-

tory Fair Housing requirement for license renewal. The cost is \$110 and offers 7.5 hours of CE credit.

Also beginning Apr.19 and running through June 23 will be the Real Estate Salesperson Licensing class. The 75-hour class will be held on Monday, Wednesday and Thursday evenings, from 6:30 p.m to 9:45 p.m. Students will be permitted to miss only seven and a half hours of classroom time in total. An exam will be given on the last day of class. Tuition is \$549, spokesmen said.

A 30-hour Step-up to Broker course will be offered from May 20 through June 25 on Monday, Wednesday and Thursday evenings, from 6:30 p.m. to 9:45 pm. Those who took the sales course before 2008 must complete the 30 extra hours before they can take the Broker's Course, WPAR said. Tuition is \$275. Course materials for both classes are available online and must be downloaded, printed and brought to the classroom. The information can be found at http://www.wpar.org/education_package.pdf.

Foreclosures/Shor. Sales will be offered on Apr. 21, from 9 a.m. to 12:15 pm. Foreclosures can be a buyer's pot of gold or a disaster. Short sales can save or sink a seller, officials said. Participants will receive a comprehensive overview of the process so they can properly guide their clients, officials said. The cost is \$40. Participants will earn three hours of CE credit.

Beginning in May, WPAR will offer Etiquette, an intensive look at the practice of good manners that will help Realtors to retain their clients, officials added. The May 1 class, from 9 a.m. to 12:15 p.m., is \$40. It offers three hours of CE credit.

On May 19, from 9 a.m to 5:30 pm, Surprise! Your Client is a Landlord will review how to deal with rental options for property owners who are waiting for a sale. As part of the \$110 registration fee, participants will get an autographed copy of John Yoegel's new book, Surprise! You're a Land-

lord. The course offers 7.5 hours of CE credit.

On May 20, from 9 a.m. to 12:15 p.m., John Yoegel will provide a Real Estate Consulting course. The cost is \$40 and offers three hours of CE credit.

For more information, or to register for any of the classes, visit the WPAR website at www.wpar.com.

WPAR is a non-profit trade association covering more than 7,500 real estate professionals doing business in Westchester

County and the surrounding area. Its predecessor organizations, the Westchester County Board of Realtors, Inc. and the Putnam County Association of Realtors, Inc., were founded in 1916 and 1923, respectively. The association owns and operates the Westchester-Putnam Multiple Listing Service that serves more than 900 real estate offices with listings in the Bronx, Dutchess, Putnam and Westchester counties, officials said.

Landlords' Rights of Access Upheld

Continued from page 5

ditioning and ventilation units. The board has the right of entry into a unit to remedy conditions "contrary to the intent and meaning of the provisions hereof" (By-laws, Article 5, Section 19).

In the Essex House case the Board of Managers of the Condominium brought an action to compel the unit owner of a condominium unit to permit it access to "inspect, conduct tests, and remediate the severe mold condition." The Defendants, the unit owners, did not want to permit access without an agreement as to the method of remediation of the mold condition and similar issues.

The Court held that "the decision of the board must prevail, even if it is not necessarily the wisest one, as long as there is no breach of fiduciary responsibilities, such as fraud or bad faith and is within the scope of its authority."

Significantly in deciding the application for a preliminary injunction the Court further found that "it appears that the plaintiff will ultimately prevail on the issue of whose plan for remedying the current situation in defendant's apartment unit will be adopted." The Court went on to award a preliminary injunction to the Board of Managers directing that the individual unit

owners provide access.

Although in differing contexts, the above cases demonstrate that Courts are willing to

"In short, a board, or a landlord, can gain access for legitimate reasons even if the tenant/unit owner objects."

entertain significant action by boards and landlords in order to permit remediation of conditions existing in individual residential units or apartments.

In short, a Board or landlord can gain access for legitimate reasons even if the tenant/unit owner objects.

Editor's Note: The authors are with Finger and Finger, A Professional Corporation. The firm, based in White Plains, is chief counsel to the Building and Realty Institute of Westchester and the Mid-Hudson Region (BRI).




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Never underestimate 'just a few.'
Buzzed driving is drunk driving.

Development Case Study:

CPC Provides \$6.2 Million Loan for Developers to Buy and Convert Vacant Space Into Loft-Style Apartments

SYRACUSE—Continuing its revitalization efforts in downtown Syracuse, The Community Preservation Corporation (CPC) has arranged for a \$6.2 million construction loan to two local developers to acquire and convert vacant space in a large historic anchor building into 45 loft-style apartments, CPC officials recently announced.

Known as Dey's Centennial Plaza, the property is one block east of Armory Square in Syracuse's central business district.

Built in 1893, the property was originally a department store comprising five contiguous six-to eight-story build-

ings occupying about 230,000 square feet. It was occupied by Dey Brothers for almost 114 years. When the owners moved the business to the suburbs in the early 1990's, the City of Syracuse took ownership of the property.

The City initially considered demolishing the building for parking space, but chose instead to renovate it for office space. Although a portion of the building was leased to commercial tenants, about half of the space remained vacant. The high vacancy rate led the city to sell to a private developer, spokesmen said.

Located on the property's upper level, the loft-style apart-

ments will include a mix of one- and two-bedroom units with an average size of 1,400 square feet. The complex will continue to include 130,000 square feet of commercial/retail space of which 115,000 square feet is occupied by tenants, including the U. S. Department of Housing and Urban Development and the U.S. Department of Immigration.

The borrower is a limited partnership comprising 50 percent ownership each by local developers Robert E. DeVito and Robert Doucette. Both are seasoned developers with more than 20 years of experience. Their most recent development project in Syracuse is the Loews

Landmark Building, a 70,000 square-foot mixed-use historic building consisting of luxury apartment and condominium units, CPC officials said.

To date, CPC has invested \$38 million in downtown Syracuse, providing a total of 319 residential units, CPC spokesmen added.

"The financing of this historic property is another major step in the continuing revitalization of downtown Syracuse as a premier residential and business destination. CPC is pleased to provide this financing to two developers who

have made a major contribution in adapting the historic Loews Landmark Building as a distinctive, mixed-use property for the 21st century," said Nick Petragnani, regional director of CPC's Syracuse, Central New York office.

CPC is a not-for-profit mortgage lender that finances residential multifamily development throughout New York, New Jersey and Connecticut. Since its founding in 1974, the company has invested more than \$7.4 billion in more than 137,000 units of housing, spokesmen said.

Builders, Developers and Land Owners:

The Builders Institute of Westchester,

a professional trade association over 1,200 members strong and serving builders, contractors and suppliers vital to the county's housing needs for over 60 years, is reaching out to offer you a

RARE OPPORTUNITY—

On September 22nd, the Westchester County Board of Legislators approved a **settlement in a fair housing lawsuit**. As part of this settlement, Westchester County has **committed to build 750 units of affordable housing** in 31 municipalities. The units can be rental or ownership.

This presents an opportunity for developers and land owners to get county assistance in obtaining municipal approvals of development projects in these communities.

✓ **If you have vacant land...**

✓ **If you have development proposals pending...**

✓ **If you have existing units...**

(Accessory apartments, small multi-family houses are a possibility, too)

This is an opportunity to jump start the difficult housing development market and land use approval process in Westchester County.

The Builders Institute will consolidate all responses from interested owners and developers and submit them to the County for consideration.

If you have land, development proposals or existing buildings that you feel may be a possibility for such housing and wish to consider making all or some of the units affordable, in conjunction with the county's settlement obligations, please contact the Builders Institute of Westchester.



The Builders Institute of Westchester
80 Business Park Drive, Suite 309
Armonk, NY 10504
Phone: 914-273-0730
Fax: 914-273-7051

Rand Commercial Services Closes Sale of Jewish Guild for the Blind In Yonkers

YONKERS – Rand Commercial Services (RCS) recently closed a \$14 million sale on the Jewish Guild for the Blind's Yonkers campus, an anchor in the Yonkers community for more than 100 years.

The formal closing date was March 25, company spokesmen said.

The property was purchased by Westchester ALP Property, LLC. The company manages properties hosting assisted living and special adult care facilities. The Jewish Guild for the Blind and its subsidiaries operated its facility at Stratton Street South for more than eight decades, and continues to operate its Guild Care facility—an adult day health-care program—at 4 Executive Plaza in Yonkers, spokesmen added.

Rand Commercial Services brokered the sale for both buyer and seller. Paul Adler, RCS senior executive director, and Nick Spano, an RCS agent and former New York State Senator representing Westchester, negotiated the sale, officials said.

"The Jewish Guild for the Blind campus is a unique property situated on the Saw Mill Parkway in a prime location in Yonkers," said Adler. "The city of Yonkers is in the midst of an

exciting renaissance and has tremendous potential for the redevelopment of its commercial real estate properties. Yonkers is poised for significant growth and Rand Commercial Services has committed its full resources to take advantage of the city's outstanding growth prospects."

"We are pleased to hear of the sale of the former Jewish Guild for the Blind campus facilitated by Rand Commercial Services," said Yonkers Mayor Phil Amicone. "This is one of Yonkers' featured properties with a desirable location and great potential for future use. With several exciting development projects currently underway in our city, Yonkers continues to stand out as an attractive place for all types of business ventures."

Rand Commercial Services, formerly affiliated with the Prudential Real Estate Network, has re-launched as an independent commercial real estate brokerage that serves the Greater New York area, company officials said. The firm has 25 agents in Orange, Rockland and Westchester counties. It also serves New York City, northern New Jersey and Connecticut, officials added.



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Boudreau-Grillo Joins Barhite and Holzinger

BRONXVILLE—Barhite & Holzinger Inc. recently announced the addition of Real Estate Sales Associate Roseann Boudreau-Grillo to its Bronxville Residential Sales and Rental Department.

Boudreau-Grillo has been a Realtor focused in lower Westchester County for more than 17 years. She is experienced in all aspects of residential real estate, including single and multi-family homes, new construction, townhouses, condominiums, cooperatives, and investment property.

Barhite and Holzinger said that Boudreau-Grillo has pro-

vided hundreds of buyers and sellers with expert guidance through every step of the real estate process, from valuation to innovative financing.

A lifelong Eastchester resident, Boudreau-Grillo has been active as a volunteer and in fundraising capacities. She has an extensive knowledge of her hometown, as well as its surrounding communities, Barhite and Holzinger spokesmen said.

A graduate of Fairleigh Dickinson University, Boudreau-Grillo founded Lansing Associates in 1980. The company is a service and staffing firm serving the banking and secu-

rities brokerage industries in Manhattan. She was a principal and president while with the company. She then became a Real Estate Sales Associate, first joining Houlihan Lawrence in 1992 and then Julia B. Fee in 1995 (which became Sotheby's in 2006).

John F. Holzinger, Jr., president of Barhite & Holzinger, said: "We have interacted with Roseann in the business arena for many years and she has always stood out as a passionate representative and tireless advocate for her clients. We are pleased and complemented that she has joined us in Bronx-

ville to bring her many assets to bear for our organization as we continue to expand our influence in the residential sales and rental marketplace here in Westchester County."

He added: "Barhite & Holzinger has a long history and true insight to the 'nuts and bolts' understanding of maintaining and improving real property. Our sales team will continue to use that base of knowledge and relationships for the ben-

efit of our real estate clients. Roseann will help us raise the bar for what can be expected in this arena."

Barhite & Holzinger was established in 1935. The company is entering its 75th year in the real estate industry. The firm is a full service company specializing in co-operative and condominium sales and management, residential sales and rentals, company officials said.

CHL Opens Purchase Office

PURCHASE—Continental Home Loans (CHL), a 26-year old private mortgage banker based in Melville (N.Y.), has begun the operations of its new Purchase office, the company recently announced.

The company will offer a wide array of financing options for home purchase and refinancing loans. All of the company's mortgage consultants are highly experienced. The new branch, part of a larger entity with 500 employees and licensed in 18 states, performs local processing and underwriting for the Westchester County marketplace. The firm has leased 5,000 square feet at 2900 Westchester Avenue, officials said.

Branch Sales Manager Arthur DiMella recently announced that every one of the firm's 12 loan officers will select a local charity to help. DiMella,

with 16 years of experience in his field, has joined the White Plains Rotary and has been active in the Marine Corps' Toys for Tots.



Arthur DiMella

Also joining CHL is the father and son team of Ralph Berardi, Sr. and Jr., with a combined 45 years of experience in mortgage lending, officials said.

CHL is the top FHA lender by units and loan volume in

New York State for privately held mortgage bankers, company spokesmen added.

"Another program the company will specialize in is HUD'S 203k, a construction loan well-suited to the real estate market of short sales and foreclosures, for properties that may be in need of repair or rehabilitation. It is an important tool for community and neighborhood revitalization and for expanding homeownership opportunities. We also cater to the first time homebuyer. As a SONYMA (State of New York Mortgage Agency) lender, we are leaders for that program as well," said DiMella.

CHL supports events at the Westchester Putnam Association of Realtors (WPAR). The firm is also a sponsor of the Women's Council of Realtors, company officials said.

BOMA Westchester Announces Its Election Results

WHITE PLAINS – The Building Owners and Managers Association of Westchester County (BOMA) recently announced the election of Mario Tarantino of Stamford (Conn.) as its president. Tarantino's two-year term began in January.

Tarantino is general manager for Normandy Real Estate Partners in White Plains. He has more than 25 years of experience in managing Class A properties, including corporate headquarters of Fortune 500 companies.

In his career, he has worked for several major real estate companies including Tishman Speyer Properties, W & M Properties, and Grubb & Ellis Management Services.

Other officers elected and sworn in for the 2010/2011 term were:

- Vice President—Bill Muzzio of Reckson, a division of SL Green
- Secretary—Ian Ceppos of CB Richard Ellis
- Treasurer—Joe Caruso of Northeast Realty Advisors

The following directors were also elected:

- William Bassett of Cushman & Wakefield
- Dean Bender of Thompson & Bender
- Sean Brown of Kastle Systems
- Vinny Finnegan of Mack-Cali Realty Corp.
- John Lomurno of GlobeOp Financial Services LLC
- Catherine Morrissey of BioMed Realty Trust

Charles Brown, Jr. of C.W. Brown, Inc. was elected Allied Representative.

BOMA Westchester is a leading professional organization dedicated to meeting the needs of building owners, property managers and allied professionals and trades people, officials said.

The association is an affiliate of BOMA International, the oldest and largest association of the office building industry, with more than 100 federated associations in the U.S. and around the world. The 17,000-plus members of BOMA International own or manage more than 9 billion square feet of commercial properties in North America and abroad, officials added.

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The Westchester Bank Announces Appointment of Ahmad as VP/Manager of its White Plains Branch

WHITE PLAINS—The Westchester Bank recently announced the appointment of Bina F. Ahmad of Scarsdale as vice president and manager of the bank's new White Plains Branch.

Ahmad, who has more than 20 years of diversified sales, customer service and management experience in the banking industry, most recently served as vice president and branch manager of JP Morgan Chase Bank. She had responsibility for the transition of the Washington Mutual Branch to Chase and, prior to that, from The Dime Savings Bank to Washington Mutual. Her expertise is in customer relations, sales management and audit compliance.

Located at 464 Mamaroneck Avenue, The Westchester Bank's new 2,200-square-foot White Plains branch is the bank's second branch location in Westchester County. The branch officially opened on Nov. 16, 2009. Last spring, The Westchester Bank officially opened its new 8,000-square-foot headquarters and branch at 2001 Central Park Avenue in Yonkers.

Founded in 2008, The Westchester Bank has established a reputation for providing highly responsive and personal service to the area's small and mid-sized businesses, spokesmen said.

A New York State Chartered and FDIC insured commercial bank, The Westchester Bank offers a comprehensive line of banking services to businesses and consumers, including business and personal checking, business lending, commercial mortgages, savings accounts, CDs, money market accounts, Interest On Lawyer Accounts (IOLA), attorney escrow accounts and tenant security accounts, officials said.

Westchester Putnam Association of Realtors (WPAR) Appoints Prenon as its Director of Communications

WHITE PLAINS—The Westchester Putnam Association of Realtors (WPAR) Inc. recently announced that it has appointed Mary T. Prenon of Ossining as its director of communications.

Prenon will be responsible for both external and internal communications for WPAR, as well as for its subsidiary, the Westchester-Putnam Multiple Listing Service.

P. Gilbert Mercurio, the organizations' chief executive officer, said: "We're pleased to have Mary take charge of upgrading our communications to get the word out on real estate both for our members and the general public. She had done quite a lot of writing for us for several years, and we also knew her from her radio days with Westchester and Putnam stations."

Prior to joining WPAR, Prenon was an account manager for Thompson & Bender Public Relations in Briarcliff Manor for more than 10 years. During that time she handled accounts in the residential and commercial real estate industry, as well as in the health and hospitality industries.

Prenon has also served as a reporter with the Westchester and Fairfield (Conn.) Business Journals. She covered various topics in that role, including real estate, mergers and acquisitions, new business start-ups, banking and investigative pieces.

Prenon began her writing career in local radio, holding news anchor and reporter positions at WHUD (100.7 FM) and WFAS (1230 AM and 103.9 FM). She also hosted the morning show at the former WXPS radio station in Hawthorne.

Throughout her career, she has been recognized with Associated Press Broadcasting Awards, a Clarion Award, Westchester Entrepreneurial Center Award, and an Ossining Rotary Club Award. She is the former chairman and current member of the Greater Ossining Television (GO-TV) Board of Directors.

WPAR is a not-for-profit trade association representing more than 7,500 real estate professionals doing business in Westchester County and the surrounding region. Its predecessor organizations, the Westchester County Board of Realtors, Inc. and The Putnam County Association of Realtors Inc., were founded in 1916 and 1932, respectively. The association owns and operates the Westchester-Putnam Multiple Listing Service that provides a real estate MLS database for the Bronx, as well as for Westchester, Putnam and Dutchess Counties, association officials said.

Bronx-Manhattan North Association of Realtors to Honor Kelleher

NEW YORK—Joseph Kelleher of Katonah has been selected to receive the Community Service of the Year Award from the Bronx-Manhattan North Association of Realtors at the group's annual banquet, officials recently announced.



Joseph Kelleher

The event is scheduled for Apr. 15 at the Marina del Rey Caterers in the Bronx.

Kelleher, who is being honored for his significant contributions to the Bronx business community, serves as president and chief operating officer of Hutch Management LLC. He is responsible for overseeing the leasing and management of the Hutchinson Metro Center office complex, as well as other commercial properties in the Bronx, company spokesmen said.

Kelleher joined the Hutchinson Metro Center in 2003 at

the project's inception. He has spearheaded the successful leasing activity at the 42-acre complex, which is considered one of the most successful new office parks in the region, spokesmen added.

In addition to his leadership role at the Hutchinson Metro Center, Kelleher also serves as chairman of the Bronx Chamber of Commerce. Kelleher, who was elected chairman last year, previously served as president of the chamber.

Last year, Kelleher was honored by the Bronx Business Alliance for his contributions to the business community. Kelleher also serves on the Steering Committee for the development of the Westchester Square Business Improvement District, spokesmen said.

Kelleher began his real estate career in the Real Estate Division of NYNEX, where he was property manager for the corporate headquarters building at 1095 Avenue of the Americas. Prior to joining the Hutchinson Metro Center, he served as director of property management for Winoker Realty Corp.

In addition to serving as chairman of the Bronx Chamber of Commerce, Kelleher is a member of The Building Owners and Managers Association (BOMA) and the Bronx-Man-

hattan North Association of Realtors.

The Hutchinson Metro Center is a 42-acre office campus directly off the Hutchinson River Parkway. The first phase of 460,000 square feet, which is fully leased and occupied, features a wide array of first-class amenities, including a full-service Metro Café with a Cyber Lounge, a fitness center, a state-of-the-art teleconferencing center, an on-site child care facility, an attended gatehouse with 24/7 security, landscaped courtyards with gardens and seating/dining areas, an ATM, a dry cleaners, a sundry shop and a complimentary shuttle service to nearby subway access.

Tower One, the second phase of the project, is a 260,000-square-foot, 13-story office building. Completed last year, Tower One is already more than 30 percent leased, spokesmen said.

Less than 30 minutes from Manhattan and major airports, the Hutchinson Metro Center has one of the most convenient and central office locations in the tri-state region, officials added. The Hutchinson Metro Center is a development of Simone Development Companies, a full-service real estate investment company headquartered in New Rochelle.

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