

seventeenth annual

NEW YORK STATE COMMERCIAL REAL ESTATE CONFERENCE

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June 4-6, 2018

TURNING STONE
RESORT & CASINO
5218 PATRICK ROAD
VERONA, NY 13478

For more information visit:
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BROUGHT TO YOU BY: THE NYS
COMMERCIAL ASSOCIATION OF
REALTORS® ALONG WITH THE NYS CCIM
CHAPTER, THE SOCIETY OF EXCHANGE
COUNSELORS &
THE NATIONAL COUNCIL OF
EXCHANGERS

SCHEDULE OF EVENTS

Monday, June 4

8:30 am-4:30 pm: CCIM Course

Title: Syndication and Crowdfunding Workshop
Instructor: Gene Trowbridge, CCIM of Trowbridge Equity Group, Inc
Cost: \$179.00
Registration for this course is separate from the conference registration. Visit this link to register:
<https://conta.cc/2EqMRZ1>

12:00 pm: Society of Exchange Counselors (SEC) Networking Event

All are welcome to join for another fun afternoon of shooting sporting clays and networking with SEC members and guests at the [Vernon National Shooting Preserve](#) located at 3291 Burns Road, Vernon Center, NY 13477. Lunch will be served at noon followed by shooting and then a steak BBQ dinner at the range. Gun rentals are available. Participants will pay fees directly to Vernon National the day of the event. Please RSVP directly to Paul Hakim, Paul@PioneerCRE.com or 845-339-1776.

5:00-6:00 pm: NYSCAR Open House

Join Conference Chair James Walker, NYSCAR President Guy Blake and NYSCAR staff for a cocktail and take this opportunity to ask any questions you may have about your membership.

7:00 pm: NYSCAR Board of Governors Meeting

Open to NYSCAR board members only

Tuesday, June 5

7:30-8:30 am: Breakfast Roundtables

Discussion topics include:

- 1) Introduction to NAIOP
- 2) Valuation of raw land and approved sites
- 3) Historic Preservation
- 4) Tax Reform

9:00 am – 12:00 pm: NAIOP Developer's Summit Morning Session (Open to developers only)

Successful development in New York State is a challenging endeavor, a constant battle with high taxes, high regulation and limited growth. NAIOP's developer summit program convenes developers to discuss strategies on common issue and unified a response to policy makers considering improvements or adjustments to local and state laws. The session will provide an update on issues and progress to date across the state and highlight local challenges that will likely impact every Upstate City.

Tuesday, June 5 (continued)

9:00 am-12:00 pm: Investment Marketing Session

Moderators: Wes Dinger, SEC and Jon England, SEC, CCIM
Come make deals for you and your clients! Generate potential brokerage transactions and network with practitioners from across the country. To be included in the marketing book distributed to all attendees, please submit your Standard Marketing Meeting Presentation Form by Friday, May 25. The form is available via a link under the annual conference of the NYSCAR.org. If you are unable to complete the form online, please print, complete and fax the form to NYSCAR at 518.462.5474.

12:00-1:00 pm: Lunch with Industry Updates

CCIM update: Gene Trowbridge, CCIM
SEC Update: Joe Crowley, SEC Secretary Treasurer
NCE Update: Chuck Sutherland, NCE President
NYSCAR Update: Guy Blake, NYSCAR President
Legislative Update: Mike Kelly, NYSAR Director of Government Affairs
Presented by Platinum Sponsor: Exchange Authority

1:00-5:00 pm: Investment Marketing Session (continued)

1:00-5:00 pm: NAIOP Developer's Summit Afternoon Session (Open to developers only)

In the afternoon Developer's Summit, the session time will focus on future efforts to shape public policy and growing developer support systems in each Upstate NY city. Topic will include state-wide issues, additional meetings and events to organize each market and forming strategies for each community.

5:00-6:00 pm: CCIM Chapter Meeting and Networking Reception

For Upstate NY Chapter members only.

6:00-7:00 pm: Welcome Reception

Light hors d'oeuvre and cocktails available to all registrants.



The conference committee, and partnering organizations, would like to welcome NAIOP as a special guest to the regular schedule of events. They will be conducting developer sessions on Tuesday - please plan to welcome them throughout the conference. *NAIOP provides advocacy, education and business opportunities by connecting members in a powerful North American network in the commercial real estate development and investment industry.*

SCHEDULE OF EVENTS

Wednesday, June 6

8:00 am: Breakfast

9:00 am-12:00 pm: Listing Commercial Properties: What the Buyer or Tenant Will Want to Know

(submitted to NYS DOS for 3 hours of CE credit)
Instructor: Edward S. Smith, Jr. CREI, ITI, CIC, GREEN, MICP, CNS

What your buyers and tenants will want to know about your listed properties: learn to gather the information necessary for customers to evaluate a building or space; examine office, retail and industrial properties; understand space concepts: usable verses rentable; and explore selling land, zoning and environmental issues

9:00 am-12:00 pm: All You Need to Know to Generate A Successful Client 1031 Exchange Transaction

(submitted to NYS DOS for 3 hours of CE credit)
Instructor: Robert Charland, Esq., Exchange Authority
This course will teach you the requirements for a successful 1031 exchange and will cover other exchange issues such as a reverse exchange, related party exchanges, partnerships, tenant in common, vacation/second homes, etc. See if a 1031 exchange would be right for your property.

9:00 am-12:00 pm: Code of Ethics

(submitted to NYS DOS for 3 hours of CE credit)
Instructor: Patrick Reilly, RCE, VP, Board and Member Services, NYS Association of REALTORS®
REALTORS® are required to complete REALTOR® Code of Ethics training of not less than 2.5 hours every two years. The current two-year period concludes on December 31, 2018.

12:00-1:00 pm: Lunch with Keynote Panel

1:00 pm-4:00 pm: What's New and What Remains the Same: Real Property Ownership and Development under The Tax Cuts and Jobs Act

(submitted to NYS DOS for 3 hours of CE credit)
Instructors: FL Gorman, Sr. Counsel, Harris Beach Attorneys at Law and Mark S. Blood, CPA, DeJoy, Knauf & Blood

This course will cover several topics including, but not limited to bonus depreciation, 30% business interest deduction limitation, 80% limitation of NOL carryforwards, qualified business income deduction; changes to federal tax credits, like kind exchanges and New York State income and real tax property tax update.

1:00 pm-4:00 pm: Land: What's It Really Worth

(submitted to NYS Dept of State for 3 hours of CE credit)
Instructor: Kevin J. Manion, NYS Certified General Appraiser
Land and site valuations have a number of unique factors that the investor must take into consideration during an evaluation. Understanding what makes different land categories so unique will help you adequately value these properties — a skill which may keep you in high demand with a variety of clients.

1:00 pm-4:00 pm: Buy the Numbers: Investing in Real Estate

(submitted to NYS DOS for 3 hours of CE credit)
Instructor: Edward S. Smith, Jr. CREI, ITI, CIC, GREEN, MICP, CNS
Learn what you need to know about investing in real estate: basic investment concepts; financial analysis and financing; income taxes on investment properties; evaluating the business opportunity; selling your property - Capital Gains Taxes; and comparing different types of investment properties.

12:00-1:00 pm: Lunch with Keynote Panel

"Site Selection – What are Developers Looking For? How can Brokers Add Value?"

Moderated by: Joe Rowley and James Walker

Panelists:

Donald Greene, Owner, DCG Development
Bob Richardson, Blue Cardinal Capital
Michael Uccellini, United Group

Presented by Diamond Sponsor: Cushman Wakefield/Pyramid Brokerage

CONFERENCE REGISTRATION & PROGRAM SELECTION

Registrations are accepted on first-come, first-served basis so register today to ensure your space. Your license number is required to receive CE credit.

Full Name: _____

Designation (if applicable): _____

NYS License #: _____

Office Name: _____

Office Address: _____

City: _____ State: _____ Zip: _____

Billing Address (if different): _____

Phone: _____ Fax: _____

Email: _____

I am a current member of:

NYSCAR SEC CCIM NCE NAIOP

I am a first-time attendee

REGISTRATION RATES & PAYMENT

NYSCAR/CCIM/SEC/NCE/NAIOP	Early Bird (By 5/4)	Regular Rate	On-Site Rate
Members	___\$175	___\$200	___\$225
Non-Members	___\$225	___\$250	___\$275

Marketing Form Cut-off: May 25th

_____ Enclosed is my check, payable to NYSCAR, in the amount of: \$ _____

_____ VISA _____ MasterCard _____ AMEX _____ Discover

Card#: _____

Expiration Date: _____ Security Code: _____

Signature: _____

THREE EASY WAYS TO REGISTER:

1 Online at NYSCAR.org

2 Fax this completed form to NYSCAR at 518-462-5474

3 Mail this completed form to: NYSCAR, 130 Washington Ave., Albany, NY 12210

Please check each program or event you will attend. This information will assist us in providing appropriate seating and materials for the program.

Monday, June 4

___ NYSCAR Open House 5 - 6:30 pm

Tuesday, June 5

___ NAIOP Developer's Summit AM Session..... 9 am - 12 pm

___ Investment Marketing Session 9 am - 5 pm

___ NAIOP Developer's Summit PM Session..... 1 - 5 pm

___ CCIM Meeting & Reception 5 - 6 pm

___ Welcome Reception 6 - 8 pm

Wednesday, June 6

___ Listing Commercial Properties* 9 am - 12 pm

___ All You Need to Know* 9 am - 12 pm

___ Code of Ethics* 9 am - 12 pm

___ What's New and What Remains* 1 - 4 pm

___ Land: What's It Really Worth* 1 - 4 pm

___ Buy the Numbers* 1 - 4 pm

* You must attend the full session to receive CE credit.

HOTEL ACCOMODATIONS

Turning Stone Resort & Casino 5218 Patrick Rd Verona, NY 13478.

A special room rate of \$155/night is available to conference attendees for the nights of June 3-5 if you book by no later than May 4. To qualify for this rate, call Turning Stone directly at 800.771.7711 and identify yourself as an attendee of the "NYS Commercial Association of REALTORS" conference. This rate is subject to availability, so book today!

(Fly into Syracuse Hancock International Airport. It is a 30-minute car ride to Turning Stone.)

Please attach a note identifying any disabilities you may have that require special accommodations, including the provision of auxiliary aids and services.

QUESTIONS?

Email: Ali Mann at amann@nysar.com or

Sherry Marr at sherry@nycap.rr.com

Phone: 518-463-0300 x507