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## News from the New York State Commercial Association of REALTORS® , Inc.



### **Annual Conference is a Home Run!**

By: John Lavelle, NYSCAR President

Many thanks to Conference Chairman Brian DiNardo and the planning committee for another great event! 170 attendees participated in the 14th Annual NYS Commercial Real Estate Conference, sponsored by the New York State Commercial Association of REALTORS®, NYS CCIM and the Society of Exchange Counselors, held June 8-10, 2015 at the Turning Stone Resort and Casino in Verona, NY. There were attendees from New York, Massachusetts, Connecticut, Vermont, Alabama, Pennsylvania, Kansas, Ohio, Colorado, Kentucky, New Jersey, Texas, Florida, Nevada and Ontario, Canada.

Whether participants attended the marketing investment session or commercial education classes, or both, there was something for everyone. Jim Wilson, SEC (Florida) and Chuck Sutherland, SEC (Texas) did an outstanding job moderating the quick-moving session. Jim Walker, CCIM and Nick DeMarte assisted with the moderating and organizing of the session.

As always, the organization is grateful to Education Chairman Bob Gieniecki, CCIM, for planning the investment marketing session and commercial education programs along with the Annual Conference Planning Committee.

Round table moderators: Tim Halligan, Nick DeMarte, Ed Gallacher, CCIM and Joe Larkin, CCIM, SIOR did a great job chairing current topics during breakfast on marketing day.

Many thanks to Nick DeMarte for organizing the keynote session this year! We had a terrific panel with Wade Beltramo - General Counsel to the New York State Conference of Mayors and Municipal Officials (NYCOM), William Bingham- Sma II Business Development Center, Kathleen Bronson - Executive Director of Albany County Land Bank, Honora Spillane- Economic Development Specialist with the Onondaga County Office of Economic Development, moderated by Anthony Capece, Central Ave. BID. This was a great interactive session to discuss community services.

Attendees also had updates from Bryan Atherton, CCIM Regional VP for Region, Jean Maday and Stephanie Spear, National Association of REALTORS® Commercial Division, and Michael Kelly, NYSAR Director of Government Affairs .

For the education day, Maine Shafter, JD presented a tax program showing participants ways to save money! Tim Conley's Due Diligence course was a great hit with the audience as well as Joe Larkin's leasing and negotiations programs. A course was presented the day before the marketing session by Jim Wilson, SEC to prepare attendees to participate in the session. This was a great class and we thank Jim for doing such a outstanding job. All of the instructors received terrific evaluations from the participants.

Each year we have a great group of sponsors and we appreciate them stepping up to the plate to support the commercial real estate industry. We applaud this year's sponsors:



Diamond Sponsors: Cushman & Wakefield/Pyramid Brokerage Co.  
 Platinum Sponsor: Exchange Authority  
 Gold Sponsor: Buckingham Properties, New York Real Estate Journal  
 Silver Sponsors: Beardsley Architects & Engineers, CIREB, CoStar Group, DiNardo Realty Corp., Dutchess Co. Economic Development & Hudson Valley Economic Development, Empower Federal Credit Union, Fortna Auctioneers & Marketing, Jason Roberts Insurance, Key Bank, LaBella Associates, LLD Enterprises, Monroe Capital, Inc., NYSAR, Orange County Partnership, Power Mngt., RJ Smith Realty, The Chazen Companies, Wells Fargo and the WNY Chapter of NYSCAR.

### **Carbon Monoxide Detectors To Be Required in Commercial Buildings**

On Friday, May 15, 2015, the New York State Fire Prevention and Building Code Council approved regulations requiring Carbon Monoxide (CO) detectors/alarms in all new and existing commercial buildings and restaurants. The regulation requires all newly constructed commercial buildings or

restaurants to have "hard wired" CO detectors installed pursuant to the requirements of the regulation. Pre-existing commercial buildings and restaurants (constructed prior to June 23, 2015) are exempted from the 'hard-wired' requirement and are permitted to use a carbon monoxide alarm powered solely by 10-year battery power if listed in accordance with UL 2034. The rule also sets forth requirements of monitoring the CO system as well as the proper placement of CO detecting units. Real estate licensees need to be aware of the new requirement and should seek the assistance of a professional for the placement of CO detectors in existing commercial buildings or restaurants.

A copy of the rule can be [found here](#). The new rule took effect on June 27, 2015.

## Upcoming Highlighted Event

### 1st Annual Greater Syracuse NYSCAR Chapter Golf Tournament & Dinner

**Date: Friday July 17, 2015**

Location: Greenview Country Club, 20 Whig Hill Road, West Monroe, NY

Cost: \$ 80.00 per person / Dinner only: \$35.00 per person (6:00 PM)

Time: 11:00 AM Registration/Lunch/Practice and 1:00 PM Shotgun Start (Captain and Crew)

Visit [this link](#) for more details and how to register.



## News from the National Association of REALTORS®

### ADVOCACY

#### July 9th Unmanned Aerial Vehicles Webinar

Learn how to integrate UAV (drone) technology into your business and how to obtain a Section 333 waiver from the FAA. [Register for this NAR webinar](#), being held on Thursday, July 9, 2015 at 2:00 P.M. EDT.

Link- <http://www.realtor.org/articles/nar-to-partner-with-hogan-lovells-on-uav-webinar>

### RESEARCH

#### Commercial Solar Panel Survey

The addition of solar panels is proven to increase property values, and NAR is asking you to [provide feedback](#) on their experience working with solar properties. In related news, visit [The Source Blog](#) for more information about the White House's latest "G.I. Bill for Solar Workers."

Link- <https://www.surveymonkey.com/s/ComSolarPanels>

Link- <http://blog.commercialsources.com/white-house-announces-g-i-bill-for-solar-workers/>

### NETWORKING

#### 2015 REALTORS® Conference & Trade Expo

Join over 20,000 REALTORS® this November in San Diego, where we'll feature the Commercial Marketplace, and an exciting lineup of commercial education sessions, the Commercial Caffeinated Breakfast, Commercial Red Carpet Networking Reception and general session keynote speaker Emmit Smith, CCIM. [Registration](#) is now open!

Link- <http://www.realtor.org/convention.nsf?opendatabase>

## **PUBLICATIONS & INFORMATION**

### **Summer 2015 Issue of Commercial Connections**

Your latest [Commercial magazine](#) from NAR includes a recap from the May Legislative Meetings, articles on local associations making an impact in their communities, and profiles of technology companies in the 2015 NAR REach® Class and more.

Link- <http://www.realtor.org/publications/commercial-connections>

### **Commercial Podcast**

Host your own quick lunch & learn by tuning in to [NAR's Commercial Podcast](#), featuring the expertise and insights from a variety of industry experts. Two new segments are now available for 30 minutes of learning on Tenant Representation and Equity Marketing.

Link- <http://www.realtor.org/podcasts/commercial-podcast>

## **TECHNOLOGY & SERVICES**

### **NAR REach® Spotlight: TermsScout & AssetAvenue**

Two of the 2015 NAR REach® Companies have lots to offer for commercial real estate professionals. [AssetAvenue](#) is an online peer-to-peer lending platform for commercial real estate loans, providing borrowers and brokers quick and reliable access to competitively priced loans, while offering accredited and institutional investors the potential to earn attractive returns. [TermScout](#) helps commercial real estate professionals and enterprise sales teams increase revenue by providing accurate, timely and actionable sales intelligence within your market. Special pricing for both solutions is available to those involved with the REach® Insight Panel. Visit [www.narreach.com/realtors](http://www.narreach.com/realtors) for more information and to apply.

Link- <http://www.narreach.com/portfolio>

Link- <http://www.realtor.org/articles/technology-reaching-new-technology-heights>

Link- <http://www.narreach.com/realtors>

### **2015 NYSCAR Board of Governors**

John Lavelle, President; Brian DiNardo, 1st Vice President; Guy Blake, 2nd Vice President; James Walker, Treasurer; Ed Gallacher, Secretary; Michael Johnson, Immediate Past President; A. Gordon Furlani, Greater Capital Area Chapter President; Dana Crocker, Greater Syracuse Chapter President; Jay Feinberg, Hudson Valley Chapter President; Paul Fetscher, Metro Long Island Chapter President; Mercedes Brien, Rochester Area Chapter President; Douglas Rein, Southern Tier Chapter President; Robert P. Strell, Western NY Chapter President; Joseph Deegan, CCIM Chapter President; Scott Burdett '16; Robert Gliniecki '17; James Kelly '17; Jerome Norton '17; Gregory Oehler '15; Mark Rohlin '15; Theodore

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