



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



2016 NYSCAR Officers and Board Members Announced!

By: John Lavelle, NYSCAR President

The NYSCAR Board met on Sunday, October 4th at Turning Stone Resort & Casino in Verona, NY. We had a great meeting and covered many items including committee reports, legislative update and chapter reports. Congratulations go out to the following Officers and Governors who were elected to serve in 2016: Officers: President, Brian DiNardo (Rochester); First VP, Guy Blake, CCIM, (Hudson Valley); Second VP, James Walker, CCIM, (Hudson Valley); Treasurer, Ed Gallacher, CCIM (Hartford) and Secretary, Dana Crocker (Syracuse Area). Governors: Richard Ferro, CCIM (Greater Capital), Karen Klecar (So. Tier), Mark Rohlin (Rochester Area) and Robert Strell (WNY).

REALTORS Triple Play Conference, Atlantic City, NJ

Triple Play, sponsored by NY, NJ and PA Associations of REALTORS® will be held December 7–10, 2015 in Atlantic City, NJ. This is another good opportunity for some commercial courses and networking. [Click here](#) to see several commercial courses and a commercial marketing/investment session that are being offered. (Please go to www.realtorstripleplay.com for more information and to register).

National Association of REALTORS – 2015 Conference & Expo

November 13–16, 2015, San Diego, California

There are many reasons to attend the NAR Annual Conference in beautiful San Diego. There will

be 400 exhibitors under one roof; 20,000 REALTORS[®] and guests from all over the world; 100 education sessions and top entrepreneurs. A great place to network and get referrals, there are many programs of interest to commercial practitioners including economic issues and trends sessions, social media, global opportunities and networking sessions, just to name a few.

Please go to www.realtor.org to see a full schedule and to register.

Upcoming Highlighted Event – Counseling Course to be held in Syracuse, NY!

On November 12, 2015, NYSCAR in cooperation with the Syracuse Area Chapter of NYSCAR will offer “Effective Counseling and Representation of Real Estate Clients,” a 7 hour continuing education class, taught by NYSCAR Board members Bob Gliniecki, CCIM and James Walker, CCIM. (This course will also be taught at the Triple Play Conference in Atlantic City in December, see below).

The client counseling session helps clients to more fully understand their situation and be able to objectively determine their best alternatives. This course covers how to: ask the right questions to determine a client’s goals; recommend methods of achieving their objectives; convert time-wasting into income-producing actions; utilize effective client profiling; and much more. You’ll learn how an effective strategy can be developed, by combining the client’s qualifications with the property characteristics, to help the client achieve a successful transaction. (Email: sherry@nycap.rr.com for full details)



News from the National Association of REALTORS[®]

ADVOCACY

NAR Responds to Department of Treasury Request for Information on Marketplace Lending
NAR supports the Treasury’s efforts to develop a clear regulatory framework while embracing new methods of raising capital, advocating for strong consumer protections, accountability, and transparency within any new funding mechanism. Marketplace lending may potentially provide access to alternative sources of lending, which are increasingly being considered.

Link– <http://www.realtor.org/articles/departments-of-treasury-examines-marketplace-lending>

Senators Introduce Bill to Withdraw Waters of the U.S. Regulation

NAR continues to support having the WOTUS rule withdrawn or not implemented in 2016.

Despite criticism from many industries including real estate, the law would require expensive federal permits to develop private property near most bodies of water, regardless of navigability.

Link- <http://www.realtor.org/articles/senators-introduce-water-reg-resolution>

EB-5 Regional Center Program Extended Through 12/11/15

NAR is part of a coalition that is advocating for re-authorization and reform of the EB-5 program. The EB-5 Regional Center Program allows overseas investors to earn a green card if they invest at least \$500,000 and create 10 non-temporary jobs. International investment and a strong job market translate to increased demand for commercial real estate.

Link- <http://www.realtor.org/articles/eb-5-reauthorized-in-draft-cr>

RESEARCH

Commercial Research for NAR Members

This handy list features an overview of commercial real estate reports available to you from NAR's Research team. Take advantage of this member resource providing you with a wealth of data on local markets, lending trends and more.

Link- <http://www.realtor.org/infographics/commercial-real-estate-research-2015>

EDUCATION & NETWORKING

REALTORS[®] Conference & Expo: Get Your Tickets for the Commercial Breakfast & Reception Register today and take advantage of all the learning and networking opportunities for commercial practitioners - including the new Commercial Marketplace at the Expo, an exciting lineup of commercial education sessions, the Commercial Caffeinated Breakfast, Commercial Red Carpet Networking Reception (both ticketed events) and general session keynote speaker Emmit Smith, CCIM.

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

PUBLICATIONS & INFORMATION

Q3 Fall Commercial Connections Issue

Get updates on Marketplace Fairness and Lease Accounting Changes, community development updates from associations on the impact of REALTOR[®] Party grants, Q3 Commercial Market Outlook and 2015 REALTORS[®] Conference & Expo highlights in the latest issue of NAR's Commercial Connections.

Link- <http://www.realtor.org/publications/commercial-connections/fall-2015-a-market-for-optimism-opportunity>

Weekly Industry Updates from The Source

NAR's Commercial blog, The Source, features a weekly roundup of industry news along with posts on cutting edge topics like blockchain technology startups and how cities like New York

are using big data to map distressed buildings.

Link- <http://blog.commercialsources.com/>

TECHNOLOGY

RPR continues to expand commercial learning opportunities for REALTORS®

Starting in September, RPR Commercial is now offering a Lunch and Learn workshop series that will address common commercial and 'resimercial' use cases. To learn more about these workshops, and to save your seat, [click here](#).

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 Giniecki '17; James Kelly '17; Jim Knight '16; Jerome Norton '17; Gregory Oehler '16; Mark Rohlin '15; Theodore Welter '16; Joe Rowley, Past President; David Dworkin, Past President; Ed Smith, Past President.



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