

# NYSCAR News

Summer, 2008

New York State Commercial Association of REALTORS®, Inc.

## 7th Annual Conference Is a Winner!

by Sherry Marr

This year's conference held June 16-18 at Turning Stone Resort & Casino brought together commercial practitioners from New York State as well as other states including Ohio, South Carolina, Connecticut, Massachusetts, Florida, New Jersey, Texas and Kansas. There were 176 attendees this year which included many new faces, as well as many individuals who attend every year.

The annual conference was sponsored by the New York State Commercial Association of REALTORS®, the Northern New Jersey/New York State Chapter of CCIM, the NYS Upstate and Downstate Chapters of SIOR and the Society of Exchange Counselors (SEC). Joseph F. Rowley, Jr. (CB Richard Ellis, Rochester) served as conference chairman.

Tim Conley, CCIM of Conley Associates in Albany, New York was this year's golf chairman. Although the weather forecast was for rain all day, it held off until the



**Keynote speaker Herbert Krumsick, SIOR, NYSCAR President Maureen D. Wilson, CCIM, SIOR and Conference Chairman (and NYSCAR First Vice President) Joseph F. Rowley, Jr., pause for a picture at the conclusion of the luncheon on June 18, sponsored by Pyramid Brokerage Co.**

late afternoon which allowed 22 golfers to hit the world-class Shenendoah Course. Congratulations to the following winners!:

Gross Event: 1st place, Christian Johannessen (73); 2nd place, James Trasher (78), 3rd place, Tim Conley, CCIM (82); Callaway Scoring Event: Tie breaker according to first handicap hole: 1st place,

Kevin Dwyer (75), 2nd place, Larry Brassel (75), 3rd place, Tony Cutia (75); Closest to the Pin: #6, Alan Gramet, CCIM (21.5"), #12 Wayne Knapp (6'1 1/2), #17, Harry Gleason (13'9"); Longest drive: #5, James Trasher, #18, James Trasher.

We are pleased to announce that Eric Simonds from Conley Asso-

- continued on pg. 3

### In this Issue

#### - Annual Conference Report -

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## 2008 Officers

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SIOR**

**President**

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Albany, NY 12205  
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**John Lavelle**

**Treasurer**

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55 Main St., PO Box 668  
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(845) 744-2095

## President's Message

We have recently returned from our annual conference held at the Turning Stone Resort & Casino in Verona, New York.

I am pleased to report that the conference was a huge success as you will see in this issue. I hope you were able to attend and take advantage of the great networking opportunities. The planning committee, chaired by Joseph F. Rowley, Jr., has met to review the evaluations from the conference and make preliminary plans for next year's conference which will be held June 1-3, 2009 at the Turning Stone Resort and Casino. Mark your calendar now!

During the Board of Governors' meeting on June 17, the Board reviewed the new NYSCAR website. Final details are being made to the site and we expect to have the site live in a few weeks. You will receive a notice regarding the new site and the various features.

On the education front, we have two upcoming courses which are outstanding.

Chet Allen will return in October to teach "Developing & Syndication" at the Holiday Inn on Wolf Road in Colonie, New York.

This course has been extremely well received in the past and we hope that you can take advantage of this offering.



**Maureen D. Wilson, CCIM, SIOR**

Commercial Basics (15 hours), instructed by Alan Gramet, CCIM will be brought to the Syracuse area in the Fall. Watch for full details.

In September, NYSCAR will publish their 2009 education schedule and I am sure that you will find something of interest for you and your co-workers.

NYSCAR's annual meeting will take place on Sunday, September 14, 2008 at the Marriott Courtyard in Saratoga Springs, New York.

Thank you for your continued support of our organization. I look forward to seeing you at future events.

A handwritten signature in dark ink, appearing to read "Maureen D. Wilson". The signature is fluid and cursive, written in a professional style.

Maureen D. Wilson, CCIM, SIOR  
President

## 7th Annual Conference Report, con't

ciates in Albany, New York won a complimentary registration for next year's Eighth Annual NYS Commercial Real Estate Conference. Congratulations Eric!

Congratulations also go out to John Lavelle (Hudson Valley) who was awarded an 'SEC Meeting Registration Certificate' (valued at \$450.00). John received the certificate from SEC for his professional and effective marketing presentation at the conference.

We are deeply appreciative of our sponsors who supported the conference and commercial real estate industry. Our thanks go out to our Platinum sponsor, Pyramid Brokerage Co., Gold Sponsors: CB Richard Ellis-Upstate Offices and OREXCO 1031; Silver Sponsors: GE Real Estate, Key Bank, LaBella Associates, PC, Maser Consulting, PA, SYNAPSE Partners, LLC, Wilber National Bank, New York Real Estate Journal, Northern New Jersey/New York State Chapter of CCIM, New York State Upstate and Downstate Chapters of SIOR.

Jim Wilson, CCIM, SEC, of Florida joined us again this year and served as a moderator for the commercial marketing session. Bill Stonaker, CCIM, SEC of Texas assisted with the marketing session last year and returned this year to also serve as a moderator for the session. Both gentlemen did an outstanding job! Bob Giniecki, CCIM, SEC was also

### Annual Conference, June 16-18



**Dennis Hennessy, SIOR and Conference Chairman Joseph F. Rowley, Jr., check out the list of sponsors and exhibitors.**

### Marketing Session



**Bill Stonaker, CCIM, SEC (Texas) asks a questions of one of the marketing session presenters. This year's marketing session grew to 120 participants on June 17.**



## 7th Annual Conference Report, con't

instrumental in planning the session. We have heard from a few individuals who are already working on deals due to the marketing session.

This year a leasing roundtable was added to the list of events. Many thanks to NYSCAR President Maureen D. Wilson, CCIM, SIOR and President of the Upstate Chapter of SIOR, Dennis Hennessy, SIOR (Syracuse), for organizing the discussion which the attendees enjoyed.

Six classes were offered on June 18, four of which carried continuing education credit. Many thanks to instructors, Tim Conley, CCIM, Patrick Reilly, RCE, Robert Giniecki, CCIM, SEC, Jim Wilson, CCIM, SEC, Joseph Larkin, CCIM, SIOR, William Burgess, CCIM, SIOR, James Runko and Jacqueline Conti, MAI, JD.

Donald Welch, SIOR (Albany) introduced keynote speaker, Herbert Krumsick, SIOR, Senior Vice President, J.P. Weigand & Sons, Inc. (Wichita, Kansas) who spoke about the state of real estate in the US. Herb's unique humor certainly



**Eric Simonds, Thomas Rento, Tim Conley, CCIM and Zachary Conley visit the exhibitors.**



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- **Pictured above:**
- **Marketing Session**
- **attendees.**
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- **Pictured Right: Dorian**
- **Chapman (Florida)**
- **chats with exhibitors**
- **Patrick Mucci (center)**
- **and Erin Glock from**
- **Key Bank.**
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## 7th Annual Conference Report, con't

kept everyone's attention! Attendees also enjoyed Michael Kelly, Director of Governmental Affairs for the New York State Association of REALTORS®, who spoke to the attendees relative to the state of politics at the Capitol in Albany. He reminded attendees that as of July 1, 2008 there would be new regulations in effect relative to education requirements.

NYSCAR President Maureen D. Wilson, CCIM, SIOR, President-Elect of CCIM, Charles A. McClure, CCIM and Steve Eustis, SEC, CCIM, President of the Society of Exchange Counselors updated the attendees relative to each of their respective organizations.

NYSCAR and CCIM also held their Board meetings in conjunction with the conference.

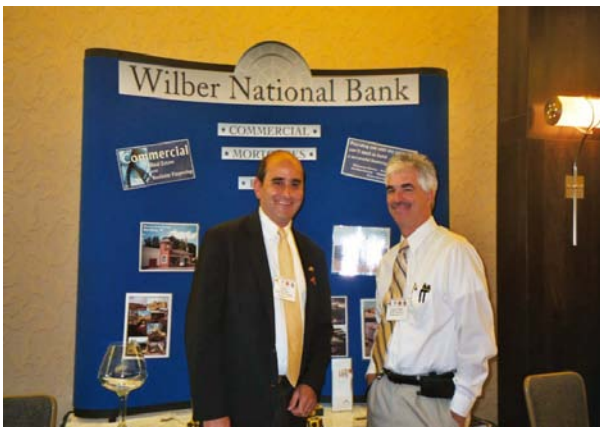


**Paul Fetscher, CCIM, SIOR, Linda Cinelli, CCIM, Maureen D. Wilson, CCIM, SIOR, Wayne D'Amico, CCIM and Robert Kafarski, CCIM visit after the CCIM Chapter Meeting.**

Several of the attendees said that this was the best conference yet and we think so too!

We appreciate your continued support of the commercial real estate

industry and look forward to seeing you at next year's conference - so save the date -- June 1-3, 2009 for the Eighth Annual NYS Commercial Real Estate Conference!



**Exhibitor Paul Hakim (Wilber National Bank) and James Walker (Hudson Valley) talk during a break in the conference.**



**Tim Thompson (Massachusetts) and instructor Bill Burgess, SIOR (South Carolina) pause for a picture at the conclusion of the Negotiation class.**

## **News from the National Association of REALTORS®**

### **Miss Commercial Source Live - You May Access Speaker Presentations online now**

If you couldn't attend the RCA's online convention June 17 - 18, here's your chance to listen to the most current information on subjects of interest to the diverse cross-section of NAR's commercial members. Access to all presentations is free and available on the CommercialSource Web site.

### **EXPO attracts International Real Estate Developers and Investors**

NAR is an event sponsor of Cityscape USA, a two-day networking exhibition and three-day conference, Sept. 9-12 in New York City. The event is for regional and international institutional investors, real estate developers, governmental and development authorities, leading architects, designers, consultants and other senior professionals involved in the real estate industry. NAR members can take advantage of a special offer.

### **Commercial Workgroup to Identify Most Pressing Issues**

At the Commercial Real Estate Research Subcommittee held during the NAR Midyear Meeting, a spirited discussion ensued about NAR maintaining its position as the industry-leading source of relevant, thorough, practical commercial real estate research for its membership. Questions raised that will be addressed by a diverse commercial workgroup included: What can be learned from countries who have been dealing with soaring energy and oil prices? How will rising prices affect the urban development and the work of commercial real estate professionals? How can NAR help members know what to expect, drawing lessons from how the industry has dealt and adapted around the world.

**National Association of REALTORS® Conference and Expo  
November 7-10, 2008  
Orlando, Florida  
go to [www.realtor.org](http://www.realtor.org) for more information**

### **Commercial Day at NAR Annual Meeting**

**REGISTRATION OPEN**

There are more education and networking opportunities for commercial practitioners at the annual 2008 REALTORS® Conference and Expo than ever before including one day dedicated to commercial topics on November 8. The National Association of REALTORS®' meeting is in Orlando, Nov. 7-10, 2008. Registration is now open. Check out the schedule online. ([www.realtor.org](http://www.realtor.org))

### **Reminder - Code of Ethics Training**

Between January 1, 2005 and December 31, 2008, every REALTOR® is required to complete 2.5 hours of Code of Ethics training. REALTORS® who have completed this training as a requirement of membership in another association are not required to complete additional ethics training until the next four year cycle. All REALTOR® members must complete the training to maintain their membership. You may take the course on-line at [www.realtor.org](http://www.realtor.org)



## NYSCAR Education



**October 27-28, 2008**  
**Developing and Syndication**  
 16 hours  
 Chet Allen, CCIM, SEC  
 Holiday Inn, Wolf Road  
 Colonie, New York

**Fall, 2008**  
 Date, tba  
**Commercial Basics**  
 15 hours  
 Alan Gramet, CCIM  
 Syracuse, New York

## 2008 NYSCAR Chairs

**Bylaws**, Fred Cantor,  
 fred.cantor@aol.com

**Education**, Bob Giniecki,  
 CCIM, SEC,  
 foresiteprop@att.net

**Finance**, John Lavelle,  
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### Member Services

Donald E. Welch, SIOR,  
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**Standard Forms**, Bob Giniecki,  
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**Strategic Planning**, Joseph F.  
 Rowley, Jr.,

joe.rowley@cbre.com

**Technology**, Maureen Wilson,  
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mwilson@pyramidbrokerage.com

## NYSCAR Chapter Meeting Schedule

Greater Capital: Call Richard Ferro, CCIM at 518-464-0870 for details.

Hudson Valley-Meets the second Tuesday of each month.  
 Call John Lavelle at 845-744-2095 for details.

Metro Long Island: Call Alan Hendrickson at 516-864-8100 for details.

Rochester Area: Meets the second Thursday of each month. Call Brian DiNardo at 585-235-6300

So. Tier: Meets the first Friday of each month. Call Doug Rein at 607-785-8326.

Western NY: Meets the third Thursday of each month. Call Kristen Badger Bach at 716-880-1901 for details.

# Triple Play REALTOR® Convention & Trade Expo

December 9-11, 2008  
Atlantic City Convention Center, Atlantic City, New Jersey

*Brought to you by the New Jersey, New York State and Pennsylvania  
associations of REALTORS®*

**See enclosed flier!**

## **Pre-convention Designation**

### **Course:**

### **CCIM-Introduction to Commercial Investment Real Estate Analysis**

Stanley A. Gniazdowski, CCIM, CRE  
instructor

Monday, December 8 and Tuesday,  
December 9

8:00 am - 5:00 pm

## **Commercial Marketing Session**

Robert R. Gliniecki, CCIM, SEC

Wednesday, December 10

9:00 am - 4:00 pm

Don't miss this deal making session. Pre-  
registration and additional fee required.

**Register BY October 15 and save!**

Visit [www.realtorstripleplay.com](http://www.realtorstripleplay.com) to register

## **New York State Commercial Association of REALTORS®, Inc.**

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