

# NYSCAR News

Winter, 2008

New York State Commercial Association of REALTORS®, Inc.

## Giniecki honored as 2007 REALTOR® of the Year

Robert Giniecki, CCIM, SEC of Foresite Realty Advisors in Albany, NY was honored as the 2007 REALTOR® of the Year at the January Board of Governors Meeting in Fayetteville, NY. Joseph F. Rowley, Jr., (2006 REALTOR® of the Year recipient) presented Bob with the award during the meeting in Fayetteville.

Robert R. Giniecki, CCIM, SEC is a Principal with Foresite Realty Advisors, Inc. located in Albany,

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## Wilson installed as the 2008 President of NYSCAR



*2006-2007 President David M. Dworkin and 2008 President Maureen D. Wilson, CCIM, SIOR pause for a picture during the January Board meeting.*

Maureen D. Wilson, CCIM, SIOR was sworn into office as the 2008 President of the New York State Commercial Association of REALTORS® during the January 17, Board of Governors' Meeting in Fayetteville, New York.

Maureen joined Pyramid Brokerage Company in 2000 after spending 14 years with a predecessor company and became President of the Binghamton/Corning/Ithaca offices in 2001. Maureen's background includes work in systems

development for IBM and in regional health planning. She graduated Magna Cum Laude from Bucknell University and has a Master of Arts and MBA from Binghamton University. She holds both the CCIM and SIOR designations. As an SIOR, Maureen holds dual designation in office and industrial brokerage.

Maureen has handled a broad range of commercial property transactions including industrial, retail, office and investment.

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## 2008 Officers

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

**President**

Pyramid Brokerage  
84 Court Street, 3<sup>rd</sup> floor  
Binghamton, NY 13901  
(607) 754-5990

**Joseph F. Rowley, Jr.  
First Vice President**

CB/Richard Ellis, Rochester  
120 Corporate Woods, Suite 210  
Rochester, NY 14623  
(585) 240-8080

**Michael A. Johnson  
Second Vice President**

Realty USA  
505 Center Street  
Lewiston, NY 14092  
(716) 754-7115

**Richard H. Ferro, CCIM  
Secretary**

Prudential Blake Atlantic Realty  
1492 Central Avenue  
Albany, NY 12205  
(518) 464-0870

**John Lavelle  
Treasurer**

R.J. Smith Realty  
55 Main St., PO Box 668  
Pine Bush, NY 12566  
(845) 744-2095

## President's Message

We held our first Board of Governors' Meeting for 2008 on January 17 in Fayetteville, New York. It was a very productive meeting. Many thanks to David M. Dworkin who served as President of NYSCAR for the past two years. David did an outstanding job as President and the organization has continued to grow and prosper due to his leadership and dedication. We were fortunate to have him at the meeting to install the new officers and governors for the Association.

The new officers are as follows: Maureen D. Wilson, CCIM, SIOR, President (Binghamton); Joseph F. Rowley, Jr., First Vice President (Rochester), Michael A. Johnson, Second Vice President (Buffalo), Richard H. Ferro, CCIM, Secretary (Albany); and John Lavelle, Treasurer (Pine Bush). The following governors were also installed: Brian DiNardo, Rochester Area Chapter President, Alan Hendrickson, Metro LI Chapter President, Harvey Kolin, LI, Donald E. Welch, SIOR, Albany and Ted Welter, Rochester.

The Board approved the committee appointments for 2008 along with the 2008 budget for the organization. Committee reports were given.

The Technology Committee will be unveiling the new website in the next few months which will fea-



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

ture a searchable database, education information, membership information and special events.

Plans are well underway for the 7th Annual NYS Commercial Real Estate Conference to be held at the Turning Stone Resort & Casino in Verona, New York. Chairman Joseph F. Rowley, Jr., continues meet with the planning committee every few weeks to coordinate the events for the 2008 conference which you do not want to miss!

On behalf of the entire membership, I would like to thank you for your support and wish you a happy, healthy and prosperous year!

Sincerely,

A handwritten signature in dark ink, appearing to read 'Maureen D. Wilson'. The signature is fluid and cursive, written over a light background.

Maureen D. Wilson, CCIM, SIOR  
President

## Wilson installed

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Maureen has been instrumental in organizing the Pyramid Investment Properties Group, along with Kevin Besser, Executive Director.

The New York State Commercial Association of REALTORS® recognized Maureen as their REALTOR® of the Year for 2004.

Licensed in New York and Pennsylvania, Maureen has had numerous clients, including IBM, Kodak Polychrome Graphics, Kason Industries, Victory Markets, LLC, Willow Run Foods, Foamex, Chase Bank, Millenium Chemical, Newman Development Group, Coolidge Equities and Stratford Management.

Maureen's professional affiliations include the following: New York State Commercial Association of REALTORS®, New York State Association of REALTORS® and the National Association of REALTORS®, Society of Industrial and Office REALTORS® (SIOR), New York State Chapter SIOR (Secretary-Treasurer), Certified Commercial Investment Member (CCIM), CCIM Institute, Region 11 First Vice President and International Council of Shopping Centers (ICSC).

Active in her community, Maureen is affiliated with the Greater Binghamton Chamber of Commerce, Broome Community College Foundation Board, Harpur Forum (Binghamton University Foundation), Habitat for Human-

## NYSCAR Board of Governors Meeting in Fayetteville, New York



Seated: Joseph F. Rowley, Jr., Rochester, Maureen D. Wilson, CCIM, SIOR, Binghamton, David M. Dworkin, Rochester and Michael A. Johnson, Buffalo; Standing: Donald E. Welch, SIOR, Albany, Brian DiNardo, Rochester, Ted Welter, Rochester, Guy Blake, CCIM, Kingston, Gordon Furlani, Albany, Richard H. Ferro, CCIM, Albany, John Lavelle, Pine Bush, Jerome Norton, CCIM, SIOR, LI, Harvey Kolin, LI, James Kelly, Syracuse, Robert Gliniecki, CCIM, SEC, Albany and Alan Hendrickson, LI

ity of the Southern Tier-Board President, Association for Vision Rehabilitation & Employment Foundation Board, Binghamton Economic Revitalization Committee-Chair, Binghamton Downtown-Board Member, The Women's Fund of the Community Foundation and Planned Parenthood of South Central New York-Board Treasurer.

## 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)

## The Metro Long Island Chapter of NYSCAR Predicts Future

Jericho, NY February 1, 2008: Traditionally at this time of year the Groundhog pokes his head out of the ground and predicts the remaining length of winter. Also traditionally the Metro-Long Island Chapter of the New York State Commercial Association of REALTORS® holds its “Groundhog Day” breakfast where the industry experts comment on the regions market conditions and predict how business will be in 2008.

This year’s 4<sup>th</sup> annual event at the Milleridge Inn in Jericho, was packed with over 125 commercial agents and brokers attending.

NYSCAR Chapter President Alan Hendrickson hosted the meeting, which was supported by other commercial groups: CCIM, SIOR and CIBS.

Our distinguished speakers were: Moderator and Retail Specialist Paul Fetscher, CCIM, SIOR from Great American Real Estate; speaking on Long Island Industrial was Frank Frizalone, SIOR with Cushman & Wakefield, Bill O’Brien, SIOR President from MC O’Brien discussed the Outer Boroughs Office market; Ken Enos from Sutton & Edwards spoke on Investment Property; the Outer

Boroughs Industrial market was examined by Steven Kornspun, SIOR from Friedland Realty; Ray Ruiz, CIBS President with CBRE spoke on the Long Island Office market and Cliff Sondock of the Land Use Institute talked of Long Island Land Use. All the speakers were excellent and disseminated a tremendous amount of information.

We also wish to thank our sponsors: Waldners, Asset Preservation, CLE Abstract, Universal Plumbing and the Real Estate Journal.



Picture attached (left to right): Cliff Sondock, Steven Kornspun, Ray Ruiz, Ken Enos, Bill O’Brien, Frank Frizalone, Alan Hendrickson, Paul Fetscher

## RPAC and You!

At the recent Board of Governors Meeting held in Fayetteville, a question was raised regarding how RPAC works for you.

We thought we would take this opportunity to explain the basics of RPAC.

RPAC allows members to actively participate in the national, state and local political arenas. This is important because government at all levels has the authority to act in ways that affect the real estate marketplace and the rules under which business is conducted.

RPAC is funded solely by voluntary annual contributions from REALTORS® like you and is used to support candidates who share REALTOR® priorities like advancing homeownership, lowering property taxes and protecting private property rights. RPAC is non-partisan and does not support a candidate or elected official based upon his or her party affiliation.

When we speak of the REALTORS® Political Action Committee (RPAC), we are not talking about a single committee. RPAC is composed of the national REALTORS® Political Action Committee, RPAC committees in the 50 states, District of Columbia, Puerto Rico, Virgin Islands and RPAC committees in the 1,600 local boards that make up the National Association of REALTORS® (NAR).

RPAC of New York State is administered by an autonomous group of REALTOR® trustees representing every region. The Trustees approve contributions to elected officials and candidates for elective office based on the official's individual voting record or publicly stated stance on issues of importance to the real estate community, never on party affiliation. NAR RPAC operates similarly.

As you know, there is a voluntary RPAC contribution on your dues bill.

**Board Goal:** The National RPAC Trustees set a goal for each local board which is equivalent to \$15.00 per primary member.

70% of funds raised are used by the State PAC to support state and local political candidates, 30% is sent to National RPAC to support federal candidates.

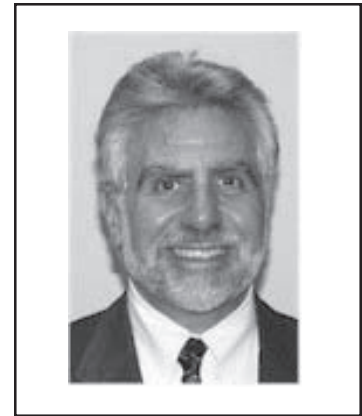
If a Board reaches their goal, 25% of the RPAC dollars raised will be deposited for the board's use under the Local Revenue Sharing (LRS) Program.

Each contribution deposited into the local board's LRS account will be available to the local board for three years beginning with the year the contribution was made. LRS funds unused by the local board for three years will be deposited into the RPAC of New York general

## Cushman & Wakefield Alliance Member Pyramid Brokerage Company to Merge With Upstate Commercial Group

*Hudson Valley development impetus for expansion*

*10 Pyramid Brokerage offices now blanket Upstate New York*



Steve Perfit, CCIM, SIOR

**SYRACUSE, N.Y.** – Pyramid Brokerage Company, Cushman & Wakefield's Upstate New York alliance partner, expands into the Hudson Valley region and Columbia, Greene, Ulster, Delaware, Sullivan, Orange and Rockland counties with its acquisition of Kingston-based Upstate Commercial Group.

Upon the merger of the two firms, Steve Perfit, president of Upstate Commercial Group, becomes managing director of Pyramid Brokerage's Hudson Valley operations. All current UCG employees will join Pyramid Brokerage as well.

"Until now, the Hudson Valley region has been a very fragmented marketplace," Perfit said. "This will change it overnight. There's no other firm in the region like Pyramid Brokerage,

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**Giniecki honored...** continued from front page

NY and, specializes in Commercial-Investment real estate consulting, brokerage representing clients in acquisition or disposition, site location planning and analysis. He has conferred with members of the U. S, Senate Finance Committee pertaining to the structure of real estate exchanges. Also, he has completed real estate exchange transactions involving properties located in multiple states; and he has represented commercial-investment clients in real estate matters on a regional and national basis as well as having provided consulting services to institutions and governmental agencies. A recent transaction involved a \$160 million multifamily portfolio.

Bob has earned the CCIM designation (Certified Commercial-Investment Member) of the CCIM Institute, this is the highest recognition in the field of commercial-investment brokerage awarded to those who have completed prescribed education in addition to meeting experience requirements. Also, he has been designated as Counselor of the Society of Exchange Counselors (the SEC designation), an international creative real estate marketing network. Furthermore, he is a certified instructor in the field of commercial-investment real estate and teaches courses nationwide to real estate practitioners, and also has taught continuing education courses for legal bar associations and C.P.A.s as well as

having been guest lecturer at colleges, real estate conventions and conferences. The New York State Association of REALTORS® has recognized him as “Instructor of the Year.” Also, he has received the award “Counselor of the Year” by the Society of Exchange Counselors.

He is a member of national and regional exchange and marketing associations, served as President of the New York State CCIM Chapter, President of the Commercial-Investment Division of the New York State Association of REALTORS®, President of the Commer-

cial-Industrial Brokers of the Capital District and has served on the Advisory Board of the Directory “Who’s Who in Creative Real Estate”, and, served on the Board of Directors of other regional and national real estate marketing organizations.

He has a Bachelor of Science Degree in Management from Ithaca College, and, prior to entering into real estate, he was the Chief Executive Officer of a major independent retail department store as well as having been a General Manager for department stores of a national chain.

**Cushman and Wakefield**, continued from page 5...

and in my opinion, there’s no other firm in the world like Cushman & Wakefield,” explained Perfit.

According to Lance Matteson, President, Ulster County Development Corporation and Chief Executive Officer of the Ulster County Industrial Development Agency, “The Hudson Valley is experiencing some robust growth. Ulster County and the surrounding area is an ideal landing zone for major companies that want to be accessible to the New York City area, companies that might have a presence in the City or in Upstate and want a site nearby.”

“Our location, affordability and the availability of attractive sites ready for development make this an ideal time for an organization like Pyramid Brokerage to combine with Upstate Com-

mercial Group,” said Matteson.

Perfit, a member of the board and executive committee of the CCIM Institute, the industry’s leading professional certification society, points to a major developing trend in the region. “The Hudson Valley is clearly becoming an emerging corridor for economic development. Manhattan’s escalating rents and commercial space shortages are squeezing businesses up the river. Any they’re finding lower costs and excellent transportation into and out of New York City, so it’s a natural development.”

“With this combination, we’ll obtain huge new market exposure for our clients’ properties, and open the door to many new opportunities to bring more businesses and jobs to the Hudson Valley,” Perfit continued.

## RPAC and You...

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account. For example, the LRS portion of a contribution made at any time in 2005 will be available to the local board until December 31, 2007. Any unused portion of that LRS contribution will be deposited into the RPAC of New York general account on or after January 1, 2008.

NYSCAR's RPAC Committee makes recommendations to the Executive Committee relative to supporting candidates with the local revenue sharing program.

This information is meant as a synopsis. There are also numerous state and federal rules that apply to RPAC. If you would like further information, please contact the NYSCAR office.

## 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.

## 2008 NYSCAR Chairs

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

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

**Finance,** John Lavelle,  
jlavelle@rjsmithrealty.com

### Member Services

Donald E. Welch, SIOR,  
dwelchsior@aol.com

**Grievance,** Karen Lewis  
klewis@uniland.com

**Member Development,** Richard Ferro, CCIM,  
rferro@prublakeatlantic.com

**National Affairs,** Michael Johnson,  
mjohnson@realtyusa.com

**Professional Standards,** Fred Cantor, fred.cantor@aol.com

**RPAC,** Michael Johnson,  
mjohnson@realtyusa.com

**Standard Forms,** Bob Gliniecki,  
CCIM, SEC,  
foresiteprop@att.net

**Strategic Planning,** Joseph F. Rowley, Jr.,  
joe.rowley@cbre.com

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



Rochester Area Chapter President Brian DiNardo (left) chats with fellow Governor Jim Kelly of Syracuse during the January Board Meeting.

**Seventh Annual  
New York State Commercial  
Real Estate Conference**

**June 16-18, 2008  
Turning Stone Resort and  
Casino, Verona, NY**

*sponsored by*  
New York State Commercial  
Association of REALTORS®,  
New York State Chapter of CCIM and SIOR  
and Society of Exchange Counselors

***Don't Miss it!***



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

130 Washington Avenue  
Albany, New York 12210-2220

**In Memoriam**

*This newsletter is  
dedicated to the  
memory of  
NYSCAR founding  
Board Member  
Alan Berger  
of Long Island  
who passed away  
Nov*