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## News from the New York State Commercial Association of REALTORS<sup>®</sup>, Inc.



NYSCAR Newsletter

Brian J. DiNardo, NYSCAR President

### The NYSCAR Board of Governors Meeting Recap

The NYSCAR Board of Governors met on Saturday, February 4, 2017 at the Desmond Hotel and Conference Center in Albany, New York. The 2017 officers were installed: President, Brian J. DiNardo; First VP, Guy Blake, CCIM; Second VP, James Walker, CCIM; Treasurer, Edward Gallacher, CCIM and Secretary Dana Crocker. Governors with a new three year term (2017–2019) were also installed: Jay Feinberg (Hudson Valley); Gordon Furlani (Greater Capital); Rudy Lynch, CCIM (Greater Capital); and Ted Welter, CCIM, CPM (Rochester).



Board members were thanked for donating to RPAC. It was noted how important it is to donate to RPAC and that the money is well spent.

The Hudson Valley Chapter will hold their annual event April 5–6 at the Hyatt in Fishkill, NY. NYSCAR in cooperation with the chapter will sponsor the “Investment Property Analysis and Creative Transaction Formulas” class with Instructor James Walker, CCIM on April 5 and the chapter will hold a marketing session on April 6.

NYSCAR in cooperation with the Southern Tier Chapter will sponsor the three-hour “Introduction to Creative Marketing of Commercial Real Estate” on May 17, 2017 with James Walker, CCIM as the instructor. The afternoon will feature a commercial investment marketing session. Watch your email for details. *(Pictured left: President DiNardo being installed by NYSCAR Past President John Lavelle)*

During the February 4, 2017 Board Meeting, Edward Gallacher, CCIM was honored with the 2016 REALTOR<sup>®</sup> of the Year Award. The REALTOR<sup>®</sup> of the Year Award recognizes an outstanding active member of the New York State Commercial Association of REALTORS<sup>®</sup> (NYSCAR). *(Pictured left: Ed Gallacher, CCIM receives the REALTOR<sup>®</sup> of the Year Award from Robert Strell, the 2015 REALTOR<sup>®</sup> of the Year recipient).*

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to excellence and his outstanding efforts on behalf of the New York State Commercial Association of REALTORS®, Inc. Mr. Gallacher has been instrumental in bringing CCIM classes to NYS and he has traveled extensively to support education programs throughout the state. He serves as the current Treasurer of NYSCAR. Edward Gallacher has been actively involved in the real estate industry since 1971. His experience includes brokerage, franchising, land development, equity syndication, finance, property management, consulting, marketing and real estate education. He received the Certified Commercial Investment Member (CCIM) designation on August 27, 2008. He is a past president of the Upstate New York CCIM Chapter and currently serves on the Board of Directors. Edward Gallacher has also been engaged in the appraisal of real estate, specializing in commercial property appraisal since 1991. He is a NYS Certified General Appraiser. In recent years, Mr. Gallacher has appraised multi-family, industrial, retail and office properties, as well as vacant land and subdivisions.



### 16<sup>th</sup> Annual NYS Commercial Real Estate Conference

The Board discussed the upcoming 16<sup>th</sup> Annual NYS Commercial Real Estate Conference being held June 5-7, 2017 at the Turning Stone Resort & Casino in Verona, New York. Chairman Guy Blake, CCIM reported to the Board that there is a great line-up of education classes for Wednesday, June 7. They include the following three hour classes "Understanding Small Business Value" by Clifford Olin, MBA and "Tech Tools for Commercial REALTORS®" by Jeremias Maneiro. There will be a four hour class on Fair Housing and Agency by Ken Guilfoyle (needed to fulfill the new licensing requirement) and a seven hour class "Effective Counseling and Representation of Real Estate Clients" by James Walker, CCIM.

A major attraction of the conference is always the commercial investment marketing session. This year we are joined by Jon England, SEC, CCIM and Wes Dingler, SEC as the moderators for the June 6 session.. The conference will also feature round table discussions during breakfast on timely topics. NYSCAR will also be collecting food items for the Central New York Veteran's Outreach Center to benefit veterans living in Central New York. Watch your email for conference updates. Mark your calendar and plan to join us June 5-7, 2017!



News from the National Association of REALTORS®

[Hot Off The Presses: New \*Commercial Connections\*](#)

Download the winter issue of NAR's commercial magazine for a breakdown

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Estate's Consulting Corps. Your print edition will arrive later this month.

### [Market Outlook: What's Ahead in 2017](#)

Commercial real estate has been a stellar investment performer for the last couple of years. Even as prosperity continues in 2017, the cycle is heading towards a fall. So what does the next phase of the current market cycle look like? Industry analyst Kenneth P. Riggs, CCIM, CRE, weighs in.

### [Become A Corporate Ally Program Investor](#)

REALTOR® Party Corporate Ally Program (CAP) investors include MLS's, real estate technology vendors, real estate service businesses, NAR affiliates and, of course, real estate brokerages. In order to compete and win on issues like condominium rule reform, improving credit availability for the commercial real estate market and small businesses and preservation of 1031 like-kind exchange, CAP investments to NAR's issues campaign funds are critical. For more information on how your corporate entity can become a Corporate Ally Investor, please contact Paula Martino, Director of Corporate Fundraising at (202) 383-1156 or [pmartino@realtors.org](mailto:pmartino@realtors.org).

### [Free Download: New IREM® Energy Efficiency Survey](#)

How widespread is the practice of improving building energy performance? To what extent are the benefits of energy efficiency and energy information recognized across the industry? This report answers those questions, presenting insights on financial analysis methods, barriers to energy efficiency, financing of energy projects, and other topics. Benchmark your own sustainability practices and learn ways to move towards greater cost-saving energy efficiency for your real estate portfolio.

### [RPR® Receives Prestigious Award](#)

RPR Commercial is being honored as the 2016 Commercial Product of the Year by the Miami Association of Realtors® (Miami AOR), the nation's largest local REALTOR® Association. The distinction comes on the heels of a series of RPR Commercial enhancements that ultimately led to the real estate platform's nomination.

### [New Issue of \*Terra Firma\*](#)

Read the winter edition of the REALTORS® Land Institute's Magazine to explore hot topics for commercial and land real estate pros like real estate mapping, the importance of land knowledge for REALTORS®, how to use auctions, threats to 1031 tax exchanges, and more!

### [Accelerate your career with REALTOR® University](#)

Whether you're a recent graduate or have been working for 20 years, higher education can lead to new opportunities. A Master of Real Estate Degree from REALTOR® University will give you the outstanding experience and training you'll need to manage the evolving challenges and trends of the real estate industry. Upcoming sessions begin on February 27 and May 1.

**2017 NYSCAR Board of Governors**

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Crocker, Greater Syracuse Chapter President; Jay Feinberg, Hudson Valley Chapter President; Paul Fetscher, Metro Long Island Chapter President; Joseph Rowley, Jr., Rochester Area Chapter President; Douglas Rein, Southern Tier Chapter President; William Heussler, Western NY Chapter President; Thomas Lischak, CCIM Chapter President; Robert Giniecki '17; James Kelly '17; Jerome Norton '17; Mark Rohlin '18; Richard Ferro '18; Robert Strell '18; Karen Klecar '18; Jay Feinberg '19; A. Gordon Furlani '19; Rudy Lynch '19; Ted Welter "19; Michael Johnson, Past President; Joe Rowley, Past President; David Dworkin, Past President.



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