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## PRESIDENT'S MESSAGE

Guy Blake, CCIM, NYSCAR President

### NEW YORK STATE COMMERCIAL ASSOCIATION OF REALTORS®

NYSCAR's Board of Governors met at the Desmond Hotel and Conference Center on February 4, 2018 in Albany, New York. Some of the meeting highlights include the following:

#### Feinberg Named REALTOR of the Year

During the Board of Governors Meeting on February 4, 2018, Jay Feinberg, Managing Director of the Commercial Division for Keller Williams Realty, Orange County, NY was named the recipient of the New York State Commercial Association of REALTORS® 2017 REALTOR® of the Year. The award was presented to Feinberg by Robert Strell, (Western NY Chapter) 2015 REALTOR® of the Year recipient.

The award is given each year to recognize an outstanding active member of the New York State Commercial Association of REALTORS® (NYSCAR). Always willing to lend his support and talents to NYSCAR, Feinberg was recognized for his commitment to excellence and his outstanding efforts on behalf of the NYSCAR. Feinberg serves on the Board of Governors of NYSCAR and has been serving as President of the Hudson Valley Chapter of NYSCAR since 2013, where he has worked tirelessly to "expand the NYSCAR brand." Under his leadership the chapter expanded to accommodate the "east of the Hudson river" and Westchester County areas with a second monthly meeting for those area practitioners; the chapter's annual two day Commercial Real Estate Conference has enjoyed record attendance and the "Dealmaker Awards" program was created to pay tribute to NYSCAR members' successes each year.

A licensed real estate broker, Feinberg owned Fine Commercial Properties, prior to joining Keller Williams. He is a graduate of RIT, and has a Bachelor of Science degree in Business Administration Management. Having completed numerous commercial real estate courses, Feinberg is currently a candidate for the prestigious CCIM designation.

#### Officers and Governors Installed

The following officers were installed on February 4, 2018 by Patrick Reilly, VP of Board and Member Services, NYSAR: President, Guy Blake, CCIM, Newburgh; First Vice President, James Walker, CCIM, Glenham; Second Vice President, Ed Gallacher, CCIM, Hartford; Treasurer, Dana Crocker, Syracuse; and Secretary, Robert Strell, Buffalo.

The following governors were also installed:

Mercedes Brien, Rochester Area Chapter; Robert Giniiecki, CCIM, Greater Capital Chapter; Jim Kelly, CCIM, Greater Syracuse; Jerry Norton, CCIM, NYC/Long Island and Jim Knight from the Western NY Chapter.

#### Annual Conference Plans Well Underway

Plans for the 17<sup>th</sup> Annual NYS Commercial Real Estate Conference are well underway under the chairmanship of James Walker, CCIM. Mark your calendar and plan to attend, June 4-6, 2018 at the Turning Stone Resort & Casino in Verona, New York. This year the conference is hosted by the New York State Commercial Association of REALTORS®, the Upstate Chapter of CCIM, the Society of Exchange Counselors and the National Council of Exchangers. There will be several continuing education classes, a world-class investment marketing session and great networking.

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### Safety Matters: Safe Business = Smart Business

Sponsored by GCAR and Capital Regional Builders & Remodeler's Association  
 Wednesday, March 21, 2018, 11:00 am-12:00 pm  
 Location: Greater Capital Assoc. of REALTORS, 451 New Karner Rd., Albany, NY  
 CE Credit: 1 hour: Cost: \$15.00  
 call 518.464.0191 x 15 for the Education Dept. to register



News from the National Association of REALTORS®



#### [Commercial Data & Listing Resources](#)

As part of ongoing efforts to ensure members have access to commercial data and listing platforms, NAR created a new resources page on NAR.Realtor with a list of products and services available. Explore this expanding list and look for exclusive NAR member discounts offered by select providers.

#### [Commercial Technology: Price vs. Value](#)

Every year, commercial practitioners spend a lot of hard-earned money on data from multiple sources, hoping to integrate all of the pieces into a singular client presentation. Realtors Property Resource® (RPR®) offers the data and reports you need from one reliable, authoritative source. Better yet, RPR® is offered as a benefit of membership, already included in your NAR dues.

#### [Institute Affiliates Have Free Access to RPR® in 2018](#)

The Realtors Property Resource® (RPR®) platform is now accessible for FREE to all members with an Institute Affiliate membership through 2018. This comes as a result of an approved Commercial Presidential Advisory Group recommendation. Members with REALTOR® status already have access to this exclusive NAR member benefit. For questions on how to access your account, the RPR® Call Center is available at 1-877-977-7576.

#### [New Issue: Commercial Connections](#)

Download the latest issue of your commercial magazine for a look at the impact of tax reform and evolving consumer spending habits on your industry. Plus, articles on team building, block chain, mentoring for diversity, and new technology solutions available to commercial members.

#### [Explore Latest Offers from REALTOR Benefits®](#)

Check out the REALTOR Benefits® Program, NAR's official member benefits resource, for savings and offers from carefully selected partners including FCA US LLC (Fiat Chrysler Automobiles), Dell, and an E&O insurance program from Victor O. Schinnerer & Company with coverage that includes premium credits for being an NAR

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can use these offers for both your professional or personal purposes.

[Reserve Complimentary Meeting Space at ICSC RECon](#)

Make NAR's booth your "home base in Vegas" for deal-making meetings with clients, personalized property data resource demos, and complimentary refreshments. Schedule as many 30-minute meetings as you need on a first-come-first-served basis by e-mailing [NARCommercial@realtors.org](mailto:NARCommercial@realtors.org) with your request.



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**2018 NYSCAR Board of Governors**

Guy Blake, President; James Walker, 1st Vice President; Ed Gallacher, 2nd Vice President; Dana Crocker, Treasurer; Bob Strell, Secretary; Richard Ferro, Greater Capital Area Chapter President; Dana Crocker, Greater Syracuse Chapter President; Jay Feinberg, Hudson Valley Chapter President; Jack Britvan, Metro Long Island Chapter President; Joseph Rowley, Jr., Rochester Area Chapter President; Karen Klecar, Southern Tier Chapter President; Eric Lester, Western NY Chapter President; Jon Kelley, CCIM Chapter President; Mark Rohlin '18; Richard Ferro '18; James Knight '18; Karen Klecar '18; Jay Feinberg '19; A. Gordon Furlani '19; Rudy Lynch '19; Ted Welter '19; Mercedes Brien '20; Robert Giniacki '20; Kim Kelly '20; Jerry Norton '20, Past President; Joe Rowley, Past President; David Dworkin, Past President; Past President: John Lavelle.



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