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May Message from NYSCAR President, Brian J. DiNardo



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



NYSCAR Newsletter

Brian J. DiNardo, NYSCAR President

See you at the Annual Conference, June 5-7

We are pleased to be celebrating the 16th year of the NYS Commercial Real Estate Conference, June 5-7, 2017 at Turning Stone Resort Casino in Verona, New York. Sponsored by the New York State Commercial Association of

REALTORS[®], the Upstate Chapter of CCIM and the Society of Exchange Counselors, we invite you to join us for great networking, education and marketing. Whether you are looking to do business or learn something new, you will have great choices at this year's event. [Register here by May 12 to take advantage of the early-bird registration fee.](#)

Room Accommodations

A special room rate of \$147/night is available to conference attendees for the nights of June 4-6 if you book **no later than May 12**. To qualify for this rate, call Turning Stone directly at 1-800-771-7711 and identify yourself as an attendee of the "NYS Commercial Association of REALTORS Conference". This rate is subject to availability, so book today!

Investment Marketing Session

Each year, attendees look forward to participating in the Investment Marketing Session - a great place to do business! We are joined by Jon England, SEC, CCIM and Wes Dingler, SEC as the moderators for the June 6 session. During breakfast, conference attendees can choose from a number of round table discussions on timely topics.

Keynote Reception

"Whiskey and Wages" with our Keynote speakers; Brian McKenzie, Owner of Finger Lakes Distillery, Cory Moscato, Owner of Lockhouse Distillery, and Chris Moyer and Tom Yozzo of Hudson Valley Distillers will discuss the booming distillery business. Learn about these rapidly growing businesses and the specialized real estate they occupy. Also, taste test a variety of spirits made right here in New York State!

Education

There are several great options for attendees to choose from. On Monday, June 5, CCIM will sponsor "Splitting Profits in Commercial Real Estate" with instructor Jeff Englestad, Ph.D., FRICS, CCIM ([separate registration](#) required). On Wednesday, June 7, the conference will feature the following three hour classes: "Understanding Small Business Value" by Clifford Olin, MBA and

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and a seven hour class "Effective Counseling and Representation of Real Estate Clients" by James Walker, CCIM.

Support our Veterans

During the conference, we will be collecting food items for the Central New York Veteran's Outreach Center in Utica, NY. Please help by bringing nonperishable items to the conference. CNYVOC is in the process of creating a resourceful, one stop facility in Utica for veterans residing throughout Central New York. When complete this facility would offer, among other services, transitional housing for homeless veterans with permanent housing for disabled and elderly veterans, plus a wide variety of other services.

Sponsors

Each year we have many terrific sponsors and this year is no exception. We appreciate the support from these great organizations: Diamond: Cushman & Wakefield/Pyramid Brokerage Co., Platinum: Exchange Authority; Silver: Beardsley Architects and Engineers, Harris Beach, Gold: NY Real Estate Journal; Bronze: CCIM–Upstate NY Chapter; New York State Association of REALTORS[®], Stewart Title, HVEDC/think Dutchess, Wells Fargo, Hunt Commercial Real Estate, Olin Capital Advisors, Greater Rochester Association of REALTORS[®], The REALTORS[®] Charitable Foundation, Bridgeway Commercial Realty, Monroe Capital, Inc., The Chazen Companies, Greater Syracuse Association of REALTORS, SVN Deegan–Collins Commercial.

NYSCAR EDUCATION

May 17, 2017 – Johnson City, New York (Facility: "Traditions at the Glen"). "Introduction to Creative Marketing of Commercial Investment Real Estate" will be instructed by James Walker, CCIM.

The class will run for three hours in the morning and a marketing session will follow in the afternoon (go to www.nyscar.org to get full details).



News from the National Association of REALTORS®

National Association of REALTORS[®] Legislative Meetings, Washington, DC Commercial Schedule

TUESDAY, MAY 16TH

08:00 AM – 09:30 AM Federal Legislative & Political Forum 1:00 PM – 3:00 PM Land Use, Property Rights and Environment Committee

WEDNESDAY, MAY 17TH 07:00 AM – 08:00 AM Federal Priority Issues Briefing 09:00 AM – 10:30 AM Commercial Legislation & Regulatory Advisory Board 10:30 AM – 12:30 PM Commercial Committee 1:00 PM – 3:00 PM Commercial Real Estate Research Advisory Board

THURSDAY, MAY 18TH 08:30 AM – 10:30 AM Commercial Leadership Forum 10:30 AM – 12:00 PM Property Management Forum 1:00 PM – 3:00 PM Commercial Economic Issues & Trends Forum 1:00 PM – 3:00 PM Protecting Yourself, Your Agents, and Your Business: Taking Cyber Security Seriously: Emerging Business Issues & Technology Forum 6:00 PM – 7:30 PM Commercial Networking Reception (Ticketed Event)

FRIDAY, MAY 19TH 09:00 AM – 10:30 AM Improving Infrastructure Leads to Increased Real Estate Investment

NAR COMMERCIAL DIGEST

[Pressing Business: REALTORS[®] Advocate on Capitol Hill](#)

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Washington, D.C. is next week. Commercial practitioners like you will make Capitol Hill Visits in order to have vital conversations with their congressional representatives regarding commercial real estate issues of great importance to both your businesses and our nation's economy. Perhaps the most important topic is educating legislators that 1031 exchanges are not a tax break, but rather a deferral encouraging further investment into our communities and our economy. Other talking points will include pushing for legislative reform to relax lending conditions for small banks and credit unions and advocating for National Flood Insurance Program Reform and Reauthorization. Planning to attend? [Click here](#) for a printable guide to the commercial experience.

Last Chance to Book Meeting Space at RECon

Meeting tables are available for members attending ICSC's RECon in Las Vegas later this month. Bookings are first-come-first served and space is limited. Schedule as many 30-minute meeting as you need by e-mailing NARCommercial@realtors.org with your request.

[Spring Issue of Commercial Magazine Now Available](#)

[Click here](#) to download the Spring issue of NAR's commercial magazine for a look at local community development spearheaded by REALTORS®, a Q&A with NAR's Deputy Chief Lobbyist, and a look inside MIPIM 2017. Plus, articles on commercial real estate technology, commercial advocacy, and IREM®'s Sustainability Certification. Your print edition will arrive later this month.

[REME Awards Submissions Now Open](#)

The IREM® REME Awards are unique recognitions of professional achievement in property management, honoring companies and professionals who advance the profession and deliver innovative service and value. If this describes yourself or your company, submit for a 2017 REME Award. Submission deadline is June 1! [Click here](#) for more information, and submission forms.

[The Next Frontier for Tech Efficiency: Integration](#)

RPR®'s recent partnership with Xceligent™'s CommercialSearch™ product unleashes the powerful potential of connecting two different software systems. This integration is designed to maximize efficiency, helping REALTORS® to better compete by increasing their ability to serve clients and creating a more efficient workflow. [Click here](#) to learn more about why integrations such as this are so vital to RPR®'s success.

[Invest in Expertise at LANDU Education Week](#)

Real estate professionals from across the country are invited to Kansas City, KS, from June 4-12 for nine days of professional development at the 2017 LANDU Education Week. Attendees will have the opportunity to complete all of the education requirements for the ALC Designation in one place. [Click here](#) to register.

[Special Issue of CRE®'s Journal](#)

Gain new insights on urbanization, technology, affordable housing,

[Subscribe](#)[Past Issues](#)[Education: Splitting Profits in Commercial Real Estate](#)

On May 23, CCIM Institute is offering a 90-minute online course for commercial real estate professionals who work with equity partners. Students will discuss and model various methods of sharing the wealth in transactions. [Click here](#) to learn more and register at the special REALTOR® rate.

[Final Call: Apply For 2018 NAR Committees](#)

NAR's committees are a great forum for debate and discussion, allowing members to contribute to the decision-making process and gain the national experience beneficial for those seeking a leadership role. Apply by May 23rd to share your commercial voice and help shape NAR policy in the future. [Click here](#) to learn more.

[Get Your Free Trial of QuickBooks® Now with MVP](#)

Sign-up for a free 30-day trial of QuickBooks® Self-Employed from REALTOR Benefits® Program partner Intuit®. Save time, find deductions and increase savings. Act by May 15 to receive a free technology webinar download with MVP and be automatically entered to win a Phantom 4 Pro Drone from Intuit®! [Click here](#) to sign-up.

2017 NYSCAR Board of Governors

Brian DiNardo, President; Guy Blake, 1st Vice President; James Walker, 2nd Vice President; Ed Gallacher, Treasurer; Dana Crocker, Secretary; John Lavelle, Immediate Past President; Richard Ferro, Greater Capital Area Chapter President; Dana 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 Giniiecki '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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