

NYSCAR *News*

Summer, 2009

New York State Commercial Association of REALTORS® , Inc.

8th Annual Conference is a Home Run!

Many thanks to everyone who supported the annual conference this year which was a tremendous success! The conference was held June 1-3 at the Turning Stone Resort and Casino in Verona, NY and there were over 160 attendees from New York, Massachusetts, Connecticut, Michigan, Missouri, Arizona, Texas, Florida, Oklahoma, North Carolina, New Jersey, Washington D.C., Illinois, New York and Canada.

Conference Chairman Joseph F. Rowley, Jr., (CB Richard Ellis-Rochester) welcomed everyone to the marketing session on June 1, moderated by Jim Wilson, CCIM, SEC (Florida) and Bill Stonaker, CCIM, SEC (Texas). Bob Gliniecki, CCIM, SEC, John Lavelle and Jim Walker also assisted in running the session which ran for 1 ½ days and was a terrific networking opportunity for the participants.

NYSCAR held a dinner on the evening of June 1 with a panel discussion “Winning Business in a

Conference Networking



NYSCAR Secretary Richard H. Ferro, CCIM (Albany), NYSCAR Treasurer John Lavelle (Hudson Valley) and Jim Walker (Hudson Valley) take some time to network during a break in the conference.

Challenging Market.” Many thanks to Joe Larkin, CCIM, SIOR, Tim Conley, CCIM, SIOR, Patrick Mucci and Richard Ferro, CCIM for making this new addition to the conference an outstanding event.

On June 1, golfers also hit the world-class Shenendoah Course. Congratulations to the winners!: Tim Conley, CCIM, SIOR (low gross): Duncan MacKenzie (low net), David Zimmer, SIOR (second

place, low gross) and Kevin Dwyer (second place, low net).

This year’s Leasing Roundtable program was also very well received by the participants. The following topics were covered: Tenant Rep Opportunities; Negotiating Lease Terms and Concessions; Tenant Bankruptcies: A Developer’s Dilemma in Today’s Economy. We deeply appreciate the participation of Dennis

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President's Message

We are pleased that the 8th Annual Commercial Real Estate Conference was a great success! I hope you were able to take advantage of the networking and education opportunities. Next year's annual conference will be held June 14-16, 2010 at the Turning Stone Resort and Casino, so save the dates!

During the conference you may have received a copy of the NYSCAR Membership Questionnaire which was developed as a result of the strategic planning session in February. The information obtained from the surveys will assist the organization in planning for the future, so it is very important to get as many responses as possible.

If you did not fill out a survey, please go to www.nyscar.org and download a copy of the membership survey from the member login section of the site (you will need your password).

I would also like to remind you to send your picture in for the website, if you have not already done so. Please note that the picture must be 300 x 400 pixels (please email to Sherry at sherry@nycap.rr.com)

The Education Committee is developing the 2010 schedule which will be available soon. Please watch my monthly column for details.



Maureen D. Wilson, CCIM, SIOR

This Fall NYSCAR will be sponsoring two courses (see enclosed). On October 29 at the Holiday Inn on Wolf Road in Colonie, "Analysis and Marketing of Commercial Real Estate" will be presented for 7.5 hours. Education Chairman Robert Giniecki, CCIM, SEC will be the instructor for the class.

On November 12, the Metro Long Island Chapter of NYSCAR will host the "Discrimination Issues in Commercial Brokerage" class (3 hours), instructed by NYSCAR Past President Ed Smith, Jr.

Lastly, the NYSCAR Board and Annual Membership Meeting is scheduled for Sunday, September 13 in Saratoga Springs, New York.

Sincerely,

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

Maureen D. Wilson, CCIM, SIOR
President

Annual Conference *continued from front page....*

Hennessy, SIOR, Jerry Norton, CCIM, SIOR, Eric Simonds, CCIM, and Kevin Newman, Esq.

The education day included five great commercial classes: “Economic Principles to Generate Real Estate Transactions that Close,” Jim Wilson, CCIM, SEC, “Trends in Green Building in the Northeast,” Joseph Scarpa, “Turning Real Estate Knowledge into Income,” Tim Conley, CCIM, SIOR, “Pricing Commercial-Investment Real Estate for Successful Marketing,” Bill Hafner, MAI and Update on Real Estate Tax Strategy and Estate Planning, Peter Karl, Esq. CPA.

Our networking lunch featured an update from George Ratiu, Economist from the National Association of REALTORS®, Michael Kelly, Director of Governmental Affairs with the NYS Association of REALTORS® and William Procida, President, WPI.

The conference is hosted annually by the NYS Commercial Association of REALTORS®, the New York State Chapters of CCIM/SIOR and the Society of Exchange Counselors.

Each year we have several sponsors who make it possible to make the conference an unbelievable value. Many thanks to this year’s sponsors..

(see page five)

Leasing Roundtables



Richard Sleasman, SIOR, Dennis Hennessy, SIOR, Jerry Norton, CCIM, SIOR, Doug Marr, CCIM and Ron Panosian participate in the Leasing Roundtable program during the conference.

Conference Exhibitors



Exhibitors Anthony Saya and Pat Mucci (Key Bank), talk with NYSCAR President Maureen D. Wilson, CCIM, SIOR and conference speaker William (Billy) Procida during a break in the conference.

NAR Convenes Commercial Real Estate Meeting to Develop Recovery Priorities

Washington, June 19, 2009

Brought together by the National Association of Realtors® yesterday, representatives from various commercial real estate and community organizations and associations agreed to work together in providing policymakers with a package of principles and policy priorities to guide them in their efforts to address the current crisis in the commercial real estate credit markets.

“We are pleased that 18 organizations participated in today’s important commercial real estate industry meeting in order to identify commonalities and set priorities to present to policy makers and regulators to stabilize, strengthen and grow this important sector,” said NAR President Charles McMillan, broker with Coldwell Banker Residential Brokerage in Dallas-Fort Worth.

“The commercial real estate market represents a significant element of the nation’s economic infrastructure. Yet, over the last year the broader financial credit crisis has severely curtailed commercial real estate lending activity and brought securitization markets to a halt. Providing liquidity and facilitating lending is essential to restore confidence and stability to the industry as a whole,” McMillan said.

“Neighborhoods are built around businesses, large retail centers, office buildings and small family-run shops. The health and vitality of commercial real estate supports a strong housing market, which in turn plays a key role in the national economy. We are all connected,” he said.

Bob Toothaker, chair of NAR’s Realtor® Commercial Alliance and host of the meeting, said, “We face a liquidity crisis, the likes of which most of us have not seen in our lifetime. There is not one silver bullet to fix the huge problem, but we believe there are key steps that can be and should be taken to ensure the continued health and vitality of the commercial real estate industry.

“NAR, large brokers and allied commercial real estate partners stand ready to work with Congress, regulators and the administration to confront this crisis. We are prepared to tell our stories and share our ideas and solutions,” Toothaker said.

Toothaker emphasized the importance of a holistic approach to the current crisis in the commercial credit markets. “As a group we strongly support the development of programs and initiatives that will provide liquidity and facilitate lending in the commercial real estate finance markets. Today we all agreed to work together to educate policymakers and provide solutions that address these priority issues, which will have the greatest impact on credit availability, liquidity and investor confidence.

“We applaud efforts to improve programs, such as the expansion of the Term Asset-Backed Securities Loan Facility program and the new issue of Commercial Mortgage Backed Securities, as well as the creation of the Public Private Investment Program to promote new lending,” he said. NAR, along with many in today’s coalition meeting, believes the success of

programs and initiatives aimed at restoring liquidity and stability to the markets is intrinsically tied to and must work in conjunction with supportive federal tax policies and accounting principles that support commercial real estate lending.

According to NAR Chief Economist Lawrence Yun, commercial real estate is the hardest hit industry outside of the auto industry. “A recovery in commercial real estate always lags a general economic recovery, but with the right policy prescriptions we can recover more quickly,” said Yun.

The 18 organizations include the Building Managers and Owners Association, CB Richard Ellis, CCIM Institute, Coldwell Banker Commercial, Colliers International, Commercial Mortgage Securities Association, Grubb & Ellis, Institute of Real Estate Management, International Council of Shopping Centers, Mortgage Bankers Association, NAI Global, NAIOP, the Commercial Real Estate Development Association, National Association of Real Estate Investment Trust, Realtors® Land Institute, Society of Industrial and Office Realtors®, TCN Worldwide, The Real Estate Roundtable, and Transwestern.

The National Association of Realtors®, “The Voice for Real Estate,” is America’s largest trade association, representing 1.2 million members involved in all aspects of the residential and commercial real estate industries.
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8th Annual Conference, *continued from page three...*

The Welcome Reception was a great opportunity to network with colleagues.

(pictured below: Chuck Frankel and Sam Gheberial. Pictured right: Conference Chairman Joseph F. Rowley, Jr. and NYSCAR Past President David M. Dworkin)



Special Thanks to our Sponsors:

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Synapse Risk Management
Tranzon Real Estate Auctions
Upstate SIOR Chapter
Wilber National Bank.

Member News

If you have earned a national designation or have some other member news that you would like to share, please email to Sherry at sherry@nycap.rr.com

Thank you!

NYSCAR Education

October 29, 2009-Holiday Inn, Wolf Rd., Albany, NY

Analysis and Marketing of Commercial Proerty

Instructor: Robert Giniiecki, CCIM, SEC

Course will acquaint the real estate practitioner with the factors that influence the various classification of commercial property, including the impact of market conditions, economic analysis, demographics and location status.

(see enclosed brochure or go to www.nyscar.org)

November 12, 2009
Holiday Inn, Plainview, Long Island

Discrimination Issues in Commercial Brokerage

Instructor:

Edward S. Smith, Jr.

Since July 2008, renewing your real estate license requires 22 1/2 hours of continuing education every two years, which also now includes 3 hours of Fair Housing/Discrimination education. This course satisfies the 3 hour requirement.

(see enclosed brochure, or go to www.nyscar.org)

April - May Classes

Many thanks to the Western NY Chapter, Hudson Valley Chapter and Greater Capital Chapter of NYSCAR for hosting NYSCAR courses in April and May this year.

(pictured right: WNY Chapter President Patricia Collins talks with instructor Bob Giniiecki, CCIM, SEC during a break at the April 23, 2009 offering of Investment Analysis and Creative Transaction Formulas.)



The class was offered at the Holiday Inn in Amherst, NY.

Pictured left to right: Bob Giniiecki, CCIM, SEC, Jim Wilson, CCIM, SEC, Stan Stepniewski, Jim Walker and Larry Gruttemeyer at the April offering of Creative Equity Market-



ing & Exchanging of Commercial & Investment Real Estate, instructed by Bob Giniiecki, CCIM, SEC and Jim Wilson, CCIM, SEC. The class was held at the Hotel Sierra in Fishkill, NY.

On May 28, "Commercial Real Estate: All About Leases" was held at the Italian American Community Center in Albany, New York.



Attendees enjoyed the 7.5 hour course which was instructed by NYSCAR Past President Edward S. Smith, Jr., of Long Island.

The course was sponsored by NYSCAR in cooperation with the Capital Chapter of NYSCAR and CIREB.

Free Educational Webinars from the REALTORS® Commercial Alliance

The RCA is proud to announce that it is launching free monthly webinars to offer RCA members and association staff valuable information to support their business growth and development. Unlike the Top Dogs webinars that are primarily focused on commercial real estate training, the RCA webinars will address a mix of topics ranging from sales techniques to marketing to negotiations that can be applied to commercial real estate, or any business.

The goal of each one hour session is to arm attendees with knowledge and information to support their overall business needs. Each session will feature a 2009 Signature Series speaker and is first come, first served, with a maximum of 200 attendees.

Check back regularly for future sessions - they will be added on a monthly basis.

Upcoming Webinars

August 12 Webinar Topic:
"Momentum Changers"

September 9 Webinar Topic:
"Practical GPS and Mapping Software for Commercial Land Development"

go to:
www.realtor.org/commercial/free_education_webinar

National Association of REALTORS®
Annual Convention
November 13-16, 2009
San Diego, California
www.realtor.org/meetings

REALTORS® Triple Play
December 8-10, 2009
Atlantic City, NJ
www.realtorstripleplay.com

NYSCAR Chapter Meeting Schedule

Greater Capital: Email Walt Lotz, CCIM for details - waltlotz@aol.com

Hudson Valley-Meets the second Tuesday of each month. Email Guy Blake, CCIM gblake@pyramidbrokerage.com

Metro Long Island: E-mail Harvey Kolin for details, harvey@hkolin.com

Rochester Area: Meets the second Thursday of each month. Email Kevin Bruckner, kevin@btrca.com

So. Tier: Meets the first Friday of each month. Email Doug Rein, dgrein@teamrein.com

Western NY: Meets the third Thursday of each month. E-mail Patty Collins at pcollins@coldwellbankermeridian.com

2009 NYSCAR Chairs

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

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

Finance, John Lavelle,
jlavelle@rjsmithrealty.com

Member Services

Donald E. Welch, SIOR,
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Grievance, Karen Lewis
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Member Development, Richard Ferro, CCIM,
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National Affairs, Michael Johnson,
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Professional Standards, Fred Cantor, fred.cantor@aol.com

RPAC, Michael Johnson,
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Standard Forms, Bob Giniecki,
 CCIM, SEC,
foresiteprop@att.net

Strategic Planning, Joseph F. Rowley, Jr.,

joe.rowley@cbre.com

Technology, Joseph F. Rowley, Jr., joe.rowley@cbre.com

Photo ID Cards Reminder !!!

Photo ID cards will be issued to all real estate licensees from the New York State Department of State.

For additional information and for a "DMV Consent Form: please go to:
<http://www.dos.state.ny.us/lcns/realestate/dmv.html>

Subscription Reminder

Attention REALTOR® members

There are several email publications available from the National Association of REALTORS®. You can update your subscriptions by going to realtor.org and then click on "My Account" and then "View/Update Your e-mail Subscriptions." From there you will be able to maintain which e-newsletters you receive.

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

130 Washington Avenue
Albany, New York 12210-2220

*NYSCAR Board of Governors
& Annual Membership
Meeting
September 13, 2009
Saratoga Springs, NY*