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23rd New York State
Commercial Association of REALTORS®
Annual Conference &
Northeast Regional Marketing Session

June 16–17, 2025



Make Connections. Gain Knowledge. Close Deals.



Reception Sponsor: Upstate NY CCIM Chapter
Brought to you by: the NYS Commercial Association of REALTORS® along with the Upstate NY CCIM Chapter, the Society of Exchange Counselors.

Rivers Casino & Resort
1 Rush Street
Schenectady, NY 12305



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Wetlands Panel

MODERATOR



Conor Eckert
President and CEO of the
Orange County Partnership



Krista Spohr
NYS DEC



Steven Wilson
LEED AP
Senior Project
Manager



Brian Drumm
NYS DEC



Anthony Luisi
Harris Beach Murtha



Schedule of Events

JUNE
16
MONDAY

Light Breakfast 8 am–9 am

Business Structures, Tax Laws & Deductions 9 am–10 am

(1 hour of CE)
Join us for an informative session with Certified Public Accountant and Senior Tax Manager Jeremy Cole (BST & Co., CPAs, LLP) as we break down key financial and tax considerations for business owners, entrepreneurs, and independent contractors. Whether you’re starting a new venture or looking to optimize your existing business, this talk will provide essential insights into structuring your business and maximizing deductions.

Jeremy Cole is a seasoned Certified Public Accountant (CPA) who joined BST as a Senior Tax Manager in 2023. With a distinguished career of more than 20 years spanning multiple renowned firms, he has significant expertise and leadership in taxation and financial reporting.



Jeremy Cole, CPA

Legal Update 10:30 am–12 pm

(Fulfills 1.5 hour of “recent legal matters” for NYS license renewal)

NYSAR’s Legal Counsel, Anthony Gatto, will cover a wide array of legal issues including legal obligations of the licensee and an in-depth look at recent laws, rules, regulations, as well as other issues critical to reducing risk in your real estate practice.



Anthony Gatto, Esq.

Lunch Buffet 12 pm–1 pm

Interactive NYSDEC Wetland Regulations Panel 1 pm–2:30 pm

Join us for an insightful panel discussion on New York State’s wetlands regulations and their impact on development and land use. This session will bring together key experts to help you gain a comprehensive understanding of the regulatory landscape, potential challenges, and strategies for successful project navigation. Whether you’re a developer, land owner or real estate agent, this panel will provide valuable insights into the intersection of wetlands protection and economic development.

Networking Break 2:30 pm–3 pm

Panel Discussion: Cannabis Industry in New York State 3 pm–4:30 pm

Getting a lot of calls from dispensaries and cultivators these days? It’s time to get your cannabis CRE team together. We’ve assembled a panel of industry experts to answer all your questions from a site selection perspective- permitting, licensing, advocacy, expenses, location criteria and more- and to be your go-to resources for anything cannabis real estate related.

Welcome Reception 5 pm–6 pm

Board Meeting 6 pm–8 pm

Light Breakfast 8 am–9 am

Marketing Session 9 am–12 pm

Moderator Greg McLane, SEC
Generate potential transactions and gain valuable insight into how to best facilitate your clients’ property objectives. This full day property marketing session, led by expert SEC moderators from across the region, is the most successful marketing session in NYS each year. Your clients deserve your attendance.

To be included in the property marketing book for the event, please submit your Standard Marketing Forms by Monday, June 9. The online form is available under the “conference” tab on www.NYSCAR.org.

Lunch Buffet 12 pm–1 pm

Networking Break 3 pm

Marketing Session (continued) 1 pm–5 pm

JUNE
17
TUESDAY



Greg McLane, SEC

Hotel Information Group Code: NYSCAR0625

To make reservations, please follow the instructions below.

Instructions:

1. Visit TheLandingHotelNY.com
2. Select ‘Book Online Now’
3. Enter the assigned Group Code and click Search.
4. Select Group
5. Select Check In and Check Out Date
6. Select ‘Show Rooms’
7. Choose Room Type and Complete Reservation

If you have any issues please reach out to the call center team at (518) 579-8800 for assistance.

Reservation cut-off: May 25, 2025



Cannabis Panel

MODERATOR



Don Minichino
Keller Williams
Realty Partners
Commercial

ADVOCATE/ CONSULTANT



Colleen Mairead Hughes
Creative Consulting
Consortium

ATTORNEY



Francis Gorman
Harris Beach
Murtha Attorneys
at Law

ACCOUNTANT



Joe D'Auria
PKF O'Connor
Davies

LENDER



Gail Rizzo-Spilka
AmeriCU
Credit Union

INSURER



Scott Sweeney
Marshall &
Sterling Insurance

Regular Rate
275 members
325 nonmembers

After/Onsite
325 members
350 nonmembers