

NYS Commercial Assoc. of REALTORS

Robert Strell, President

The New York State Commercial Association of REALTORS® Board of Governors met on Tuesday, February 4, 2025 at the Crowne Plaza Desmond Hotel in Albany, NY.

The following officers were installed for 2025: Robert Strell, WNY, President, Mercedes Brien, Rochester, First Vice President, Carolyn Vinci, WNY, Second VP and Andrew Mangini, Grtr. Capital as Treasurer. Governors: Mark Rohlin, Rochester, Jon Kelley, Albany, Michael Johnson, Buffalo and Christine Dickson, Long Island.

Reports were heard from the Communications, Technology, Governance, Government Affairs, RPAC, Professional Development, Bylaws, Grievance and Membership committees as well as an Annual Conference update, and reports from the Grtr Capital, Hudson Valley, NYC/LI, Rochester, Southern Tier, Syracuse and WNY chapters. There was also a report from the Upstate Chapter of CCIM

NYSCAR Annual Conference to be held June 16-17.

The NYSCAR Annual Conference will be held June 16-17 at the Rivers Casino in Schenectady, New York. Conference Chair Mercedes Brien and the Planning Committee are working on an education program and marketing session for all attendees. If you or your company would like to be a sponsor, please email info@nyscar.org and watch your email for details!

We are pleased to present the following courses which are free to NYSCAR members!

Upcoming courses in 2025

The Professional Development Committee chaired by Ed Gallacher, CCIM, will be welcoming some new presenters this year as well as our current cadre of wonderful instructors.

Commercial courses as well as the courses required by NYS Department of State for license renewal (Legal, Agency, Ethics, Cultural Competency, Implicit Bias and Fair Housing) will be offered throughout the year, free of charge for NYSCAR members.

February 21 - 11 am-1:00 pm via Zoom 2-hour elective course



**“Underwriting Multi-Tenant Office Buildings
in A Challenging Market” – Joseph Larkin, CCIM,
SIOR**

February 27 9:00 – 11:00 am via Zoom

“REALTOR® Hunger Games” – Kathryn DeClerck
(fulfills 2 hours of “Implicit Bias” required for NYS license renewal)
Course will also be held Aug. 13, 2025



March 7 9:00 am – 12:00 noon via Zoom



“Discrimination Issues in Commercial Real Estate”

Edward Smith, Jr.

**(fulfills 3 hours of “Fair Housing” required for NYS license
renewal** and also fulfills 2 hours of fair housing for
NAR requirement)

March 21 9:00 am – 11:00 am via Zoom 2 hour elective course

“Introduction to Cost Segregation” – Frank Giudici

(2-hour elective course)



April 29 9:00 am – 4:00 pm 6-hour elective course

“Finding Value in Overlooked Properties”

“Brownsfield” Course - held in-person at the Herkimer County Community College

Course Overview - The industrial revolution fundamentally reshaped America’s economy but left behind a legacy of Brownfields — land that is potentially contaminated, and often neglected and underutilized. The US EPA estimates that there are over 450,000 Brownfield sites across America. These Brownfields represent exceptional opportunities to those willing to tackle Brownfields. This course will discuss what is a Brownfield and how to utilize available tools and financial incentives to turn these underutilized sites into goldfields.

Speakers:

Linda Shaw, JD Partner at Knauf Shaw,
Spencer Levy, Global Client Strategist and Sr. Economic Advisor for CBRE
Thomas Seguljic, PE, PG, Principal, HRP Assoc.
Mark Wright, PG HRP, Sr. Project Manager, HRP Assoc.

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February 26, 2025 | 5:00 PM to 1:30 PM

Greek Peek Mountain Resort

2000 NY-392,, Cortland, NY, 13045

[Add to Calendar](#) [Get Directions](#)

Join real estate professionals from all over the region for a day of deal-making, marketing sessions, networking, and skiing at the Greek Peaks Mountain Resort in Cortland, NY. Spend the morning marketing properties and networking with CRE professionals from around the region. Enjoy the afternoon skiing on your own at the Greek Peaks Mountain Resort.

On February 26th, 2025, An evening of networking with “Meet and Greet” other real estate professionals the night before the marketing event. Join chapter president Gerard Wise, CCIM, at 5:00 pm for a drink.

February 27th, 2025, Breakfast will start promptly at 8:00 am. The marketing session will begin at 9:00 am. *Each attendee presenting a property for sale must upload the property’s offering memorandum to the chapter’s website.*

The EARLY registration fee is \$50 per person, which includes the Meet and Greet event, Breakfast, Lunch, admission to the marketing session, and unlimited networking. **After January 15th, 2025, the registration fee will be \$75.**

HOTEL ROOM RESERVATIONS NEED TO BE MADE DIRECTLY WITH THE HOTEL. ASK FOR THE UPSTATE NEW YORK CCIM CHAPTER RATE WHICH EXPIRE ON JANUARY 27, 2025. [800-955-2754](tel:800-955-2754)

If you plan skiing, please get in touch with the mountain for equipment rentals and lift tickets. These need to be purchased directly from the mountain. [844-846-9572](tel:844-846-9572).

IMPORTANT: If you plan to present a property or add cash to the cash board, please email your property packages to Nate Kanney, CCIM, SEC @ nate.kanney@gmail.com.

The phone number for Hotel Reservations is 1-800-955-2754. Mention the group event for reduced hotel rates.

For more information about the venue, visit: www.greekpeak.net/

TICKETS

\$50.00 Event Fee: \$50 until January 15th, 2025 before January 15

\$75 Event Fee: \$50 until January 15th, 2025

[View Meeting](#)

[REGISTER NOW](#)