

NYSCAR *News*

Fall, 2008

New York State Commercial Association of REALTORS®, Inc.

NYSCAR Launches New Website

We hope you have had the opportunity to visit NYSCAR.org which was launched in October!

The home page features links to a membership directory, membership information and applications, current and past newsletters, calendar, chapter information, officers and links to pertinent sites.

The home page also features a “member login” area. In order to log in to the member login screen, click on the Member Login link on the home page and enter your email address and password: (Password is case sensitive). All REALTOR® and Affiliate members received a letter via email with your password. If you forget your password you can retrieve from the link on the login screen. There is also a link for changing your password.

You will need to allow pop-ups for the NYSCAR.org site in order to see the login screen.

When you log in you can:

1. Send a broadcast email to the entire NYSCAR member list including uploading a file such as a JPG photo or a PDF flyer.
2. Opt in or out of the broadcast list at the bottom of the broadcast column.
3. Read announcements for NYSCAR members only.
4. Create bio information for your NYSCAR contact page
5. Access NYSCAR members only documents such as listing forms,

NYSCAR bylaws, etc.

6. Register for classes and pay your dues (you will need your NRDS#, which is on your pocket card from NYSAR)

The NYSCAR member directory provides the public with a way to contact you through your personalized spam-proof email screen. This includes your contact information plus your bio information (if you create it as mentioned

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Counseling Class



Students work in groups as instructor Jim Brondino, CCIM, SEC looks on. The Counseling for Action class was held in Suffern, NY during the month of July.

In this Issue

New NYSCAR Website - Member News - Chapter Events

New York State Commercial Association of REALTORS®, Inc., 130 Washington Avenue, Albany, NY 12210-2220; Phone: 518-463-0300 x507 Fax: 518-462-5474



2008 Officers

**Maureen D. Wilson, CCIM,
SIOR**

President

Pyramid Brokerage
84 Court Street, 3rd floor
Binghamton, NY 13901
(607) 754-5990

Joseph F. Rowley, Jr.

First Vice President

CB/Richard Ellis, Rochester
120 Corporate Woods, Suite 210
Rochester, NY 14623
(585) 240-8080

Michael A. Johnson

Second Vice President

Realty USA
505 Center Street
Lewiston, NY 14092
(716) 754-7115

Richard H. Ferro, CCIM

Secretary

Prudential Blake Atlantic Realty
8 Airline Drive, Suite 104
Albany, NY 12205
(518) 464-0870

John Lavelle

Treasurer

R.J. Smith Realty
55 Main St., PO Box 668
Pine Bush, NY 12566
(845) 744-2095

President's Message

As we near the end of 2008, it is critically important to be sure that you have taken the Code of Ethics training by the end of December in order to maintain your membership. If you have not yet taken the course, you may do so at REALTOR.org.

We are very pleased to have the new NYSCAR.org site and ask that you take the time to forward your picture to us (if you have not already done so) and also input your bio information. If you have a change in your address, please forward to Ali Mann at amann@nysar.com. Please send your picture to Sherry Marr at sherry@nycap.rr.com

The Board will kick off the year with a strategic planning meeting in conjunction with the Board meeting in February.

We are very pleased that we were able to offer two national courses this year, "Counseling for Action," instructed by Jim Brondino, CCIM, SEC (California) and "Developing and Syndicating," instructed by Chet Allen, CCIM, SEC (California). Both courses were well received by the attendees and attracted attendees from across the state as well as Canada, North Carolina, Kentucky and Massachusetts.



Maureen D. Wilson, CCIM, SIOR

The planning committee will be meeting soon to plan the programs for the 8th Annual NYS Commercial Real Estate Conference. We welcome any input you have for the upcoming conference.

We are looking for nominations for the 2008 REALTOR® of the Year. If you would like to nominate a member, please use the enclosed form and send it back to the Albany office as soon as possible, but not later than January 15.

Best wishes for a happy, healthy holiday season.

Sincerely,

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

Maureen D. Wilson, CCIM, SIOR
President

NYSCAR Website

..con't from front page

above) and your photo. Photo should be sent to Sherry Marr at sherry@nycap.rr.com as a color JPG file at least 300 pixels wide by 400 pixels high.

We think you will find our new website to be a useful communications tool. If you have any questions about the site please don't hesitate to email Ali Mann (amann@nysar.com) or Sherry Marr (sherry@nycap.rr.com)

NYSCAR Earns Accreditation from the National Association of REALTORS®

On Friday November 6, 2008, NYSCAR was awarded an accreditation honor from the National Association of REALTORS® during the NAR Convention in Orlando, Florida. The award is given to associations who meet specific standards and benchmarks as a commercial association. NYSCAR First Vice President, Joseph F. Rowley, Jr. accepted the award on behalf of the association.

NYSCAR Meets in Saratoga Springs



Seated: President Maureen D. Wilson, CCIM, SIOR, First VP, Joseph Rowley, Jr. (First Row) Second VP, Michael Johnson, Harvey Kolin, Past President David M. Dworkin, Alan Hendrickson, Past President Edward S. Smith, Jr., (Back row) Jim Kelly, CCIM, Ted Welter, Brian DiNardo, Jerry Norton, CCIM, SIOR, Kristin Badger-Bach, CCIM and Bob Giniecki, CCIM, SEC.

Developing and Syndicating Class



Darryl McCullough, Ontario, Canada, Larry Gruttemeyer, LI, Jay Feinberg, Orange Co., Instructor, Chet Allen, CCIM, SEC, California, Mike Elkins, North Carolina and Ed Kieser, CCIM, Syracuse pause for a picture at the conclusion of class at the Holiday Inn, Albany, October 28, 2008.

Member News

NYSCAR Members Receive the Prestigious CCIM designation



Kristin Badger-Bach



Ed Gallacher



Jim Kelly

Congratulations to Kristin Badger-Bach, Hunt Commercial Real Estate Corporation and President of the Western NY Chapter of NYSCAR, Buffalo, New York, Ed Gallacher, New Hartford, and Jim Kelley, Prudential First Properties, Manlius! These members have been awarded the Certified Commercial Investment Member (CCIM) designation by the CCIM Institute, one of the leading commercial real estate associations in the world.

The CCIM designation is awarded to commercial real estate professionals upon successful completion of a graduate-level education curriculum and presentation of a portfolio of qualifying industry experience. The curriculum addresses: financial analysis, market analysis, user decision analysis and investment analysis – the cornerstones of commercial investment real estate. CCIMs are recognized experts in commercial real estate brokerage, leasing, asset management,

valuation, and investment analysis.

CCIMs have access to unparalleled level of valuable online tools, including the Site To Do Business, a suite of mapping, demographic and other analytical resources. And, all CCIMs can market properties for sale or lease through CCIMNet, a leading national commercial property exchange.

The CCIM business network encompasses 1,000 markets throughout North America, Asia, Europe and the Caribbean. Of the estimated 150,000 commercial real estate practitioners in North America, more than 9,500 currently hold the CCIM designation. CCIM Designees include professionals who work in brokerage, investment and development, the corporate environment, property management, appraisal and related segments of commercial real estate. An additional 9,500 professionals are pursuing the designation as Institute candidates.

The Chicago-based CCIM Institute is an affiliate of the National Association of Realtors® and is the governing body of the largest commercial real estate network in the world. Visit www.ccim.com to learn more, or call 800-621-7027.

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!

Member News

Joe Larkin named CCIM Instructor of the Year for the Third Year in a Row



Award Given by CCIM Institute at July Instructor Seminar in Lake Placid, New York

CHICAGO (July 2008) - Joseph Larkin, CCIM, a commercial real estate professional from Albany, New York was named “CI 103 Instructor of the Year” for 2008 during the annual Instructor Training Seminar organized by CCIM Institute, the governing body of the largest commercial real estate network in the world.

The award was given during the seminar held July 14-16 in Lake Placid, New York for Larkin’s outstanding work as a Senior CCIM Instructor teaching the CI 103 User Decision Analysis for Commercial Investment Real Estate course. This is the third year in a row that Joe was honored with this award.

Larkin is president of Larkin Commercial Properties, a full-service commercial real estate brokerage

firm headquartered in Albany. Larkin provides a wide range of services specializing in real estate consulting, commercial real estate brokerage, investment analysis, corporate services, appraising and the comprehensive marketing of all types of real estate.

Larkin Commercial, Inc. Expands Retail Team with New Sales Associate



LARKIN COMMERCIAL, INC (LC), an Albany based commercial real estate firm, recently recruited Sales Associate, Fredrick Miller. Fred comes to Larkin with over 24 years of experience in the real estate industry and has worked with Pyramid Companies, Latham Circle Mall and Clifton Country Mall. His market knowledge and experience will be a great asset to the Retail Larkin team.

Smith Named REALTOR® of the Year for the NYS Association of REALTORS®



Congratulations to Mike Smith of Nothnagle REALTORS® in Rochester, NY who was named NYSAR’s REALTOR® of the Year during the association’s September Business Meetings held in Saratoga Springs, New York. NYSAR has a membership of 62,000 members.

Mike has been recognized for sales volume, but more importantly for quality of service to his local community and the real estate industry.

Based on his positive image in the community, commitment to ethics, his role as an instructor to ten different associations and his focused attention to the needs of each and every client, this award crystalizes what service means to this exceptional REALTOR®.

Mike holds the EMS (Equity Marketing Specialist) and CEA (Certified Exchange Advisor) designations.

The Metro-Long Island Chapter of NYSCAR Hosts Commercial Lending Symposium Woodbury, NY



Pictured (left to right) John Reilly, John Solensky, Michael Quigley, Greg Fitzgerald and Charles Schreiber.

Woodbury, NY, October 23, 2008: Who says there is no mortgage money available for purchasing commercial and investment properties? The Metro-Long Island Chapter of the New York State Commercial Association of REALTORS® hosted a “Commercial Lending Symposium” at its annual meeting held on October 23, 2008. This event held at the On Parade Diner in Woodbury, had over 50 commercial agents and brokers attending. NYSCAR Chapter President Alan Hendrickson hosted the meeting, at which representatives of regional banks spoke of their current lending practices and available loan programs. Yes, there is loan money available!

The speakers stressed open communication between customers and their banks and building stronger relationships with one or two banks.

Our distinguished speakers were: John Reilly from First National Bank of Long Island; Greg Fitzgerald from Washington Mutual (now Chase); John Solensky

from Empire National Bank; Michael Quigley, M & T Bank and Charles Schreiber from New York Business Development Corporation.

We also wish to thank our sponsors: Waldners, Asset Preservation, CLE Abstract, Universal Plumbing, Long Island Electrical Contractors and the Real Estate Journal.

Metro-Long Island Chapter of NYSCAR elects 2009 Officers and Directors

Harvey Kolin, of Coldwell Banker Commercial NRT has been elected President of the Metro-Long Island Chapter of the New York State Commercial Association of REALTORS® (NYSCAR). Also elected was: Alan Hendrickson as Treasurer, and re-elected were Jack Britvan as Vice President and Len Primack as Secretary. Elected to the NYSCAR Chapter Board of Directors were: Heidi Spellman and Larry Gruttemeyer; re-elected to the Board were: Paul Fetscher, Jack Malone, Jerry Norton and Mike O’Brien. Continuing to serve on the Board are Edward Smith and Jeff Ferretti.

The Metro-Long Island Chapter of NYSCAR holds numerous events each year bringing together commercial practitioners from Long Island and the five boroughs of NYC. Their next gathering will be their annual “Ground Hog Day Event” on February 2, 2009, where industry experts will predict business trends for 2009.



Len Primack, Alan Hendrickson, Harvey Kolin and Jack Britvan.

Greater Capital Chapter Hosts Marketing Session in Albany



October 29, Holiday Inn, Albany, NY - participants enjoy a great networking session.

Education

sponsored in cooperation with the Hudson Valley Chapter of NYSCAR

“Creative Equity Marketing & Exchanging of Commercial Investment Real Estate”

April 16, 2009
Hotel Sierra, Fishkill, NY

Instructors: Robert Gliniecki, CCIM, SEC and James Wilson, CCIM, SEC

This course will enable you to successfully use creative equity marketing techniques to create more closed transactions. In addition to learning how to effectively participate in a marketing session, you'll discover the potential of an expanded marketing network and increased client satisfaction. Watch for further details.....

NYSCAR Chapter Meeting Schedule

Greater Capital: Call Richard Ferro, CCIM at 518-464-0870 for details.

Hudson Valley-Meets the second Tuesday of each month. Call John Lavelle at 845-744-2095 for details.

Metro Long Island: Call Alan Hendrickson at 516-864-8100 for details.

Rochester Area: Meets the second Thursday of each month. Call Brian DiNardo at 585-235-6300

So. Tier: Meets the first Friday of each month. Call Doug Rein at 607-785-8326.

Western NY: Meets the third Thursday of each month. Call Kristen Badger Bach at 716-880-1901 for details.

2008 NYSCAR Chairs

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

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

Finance, John Lavelle,
jlavelle@rjsmithrealty.com

Member Services
Donald E. Welch, SIOR,
dwelchsior@aol.com

Grievance, Karen Lewis
klewis@uniland.com

Member Development, Richard Ferro, CCIM,
rferro@publakeatlantic.com

National Affairs, Michael Johnson,
mjohnson@realtyusa.com

Professional Standards, Fred Cantor, fred.cantor@aol.com

RPAC, Michael Johnson,
mjohnson@realtyusa.com

Standard Forms, Bob Gliniecki, CCIM, SEC,
foresiteprop@att.net

Strategic Planning, Joseph F. Rowley, Jr.,
joe.rowley@cbre.com

Technology, Maureen Wilson, CCIM, SIOR,
mwilson@pyramidbrokerage.com

**December 31, 2008
Deadline....**

**Reminder -
Code of Ethics Training**

Between January 1, 2005 and December 31, 2008, every REALTOR® is required to complete 2.5 hours of Code of Ethics training.

All REALTOR® members must complete the training in order to maintain their membership.

You may take the course on-line at www.realtor.org

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

130 Washington Avenue
Albany, New York 12210-2220

**June 1 - 3, 2009
Eighth Annual
NYS Commercial
Real Estate
Conference!
Turning Stone
Resort & Casino
Verona, NY**