



NYSCAR president's message: January meeting re-cap

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By: Joseph Rowley, Jr.

The NYSCAR board of governors held its first meeting of the year on Saturday, January 29 at the Desmond Hotel, Albany.

The following officers and governors were installed to their office by Duncan MacKenzie, CEO, NYS Association of Realtors: NYSCAR Officers - Joseph Rowley, Jr., president, Rochester; Michael Johnson, first VP, Buffalo; John Lavelle, second VP, Pine Bush, Brian DiNardo, treasurer, Rochester and Guy Blake, CCIM, secretary, Kingston. Governors - Alan Hendrickson, Long Island, Edward Smith, Jr., Long Island, Donald Welch, SIOR, Albany and Ted Welter, CCIM, CPM, Rochester.

I am pleased to report that Alan Hendrickson, Corporate Commercial Realty, Melville, was named NYSCAR's 2010 Realtor of the Year. He is the chairman of the NYSCAR member communications & promotion committee and serves as a committee member on the finance committee. He is instrumental in organizing programs for the Metro L.I. area, where he serves as treasurer of the Metro L.I. Chapter.

Brian McMahon, executive director, NYS economic development council spoke to the board members about working together on various issues of mutual interest and legislative initiatives. It was an informative discussion with a good exchange of ideas.

Conference chairman John Lavelle, reported that the 10th Annual NYS Commercial Real Estate Conference will be held June 13-15 at the Turning Stone Resort & Casino in Verona. If you or your company would like to exhibit or sponsor an event at the conference, please email Ali Mann (amann@nysar.com) for info. The conference is sponsored by the NYSCAR, the NYS chapters of CCIM and SIOR and the Society of Exchange Counselors.

Education chairman Edward Smith, Jr., ITI, reported that the 15 hour Commercial Basics Course will be held March 2-3 at SUNY Ulster in Kingston, instructed by Joe Deegan, CCIM. This is a great two-day intro course that provides an overview of the commercial and investment real estate business. You will learn to use the HP 10BII calculator to perform many of the functions that are used daily in commercial real estate. Go to www.nyscar.org to register.

A two-day education and marketing event held in conjunction with the Hudson Valley chapter of NYSCAR will be held April 7-8 at the Hotel Sierra in Fishkill. On April 7, Peter Fortunato (Florida) will be the instructor for "Creating Real Estate Transactions that Will Close." This course illustrates the application of practical solutions to developing and structuring commercial-investment transactions. April 8 will be the marketing session. This has been a great networking event and we encourage you to go to www.nyscar.org for a registration form to sign up today!

I reported on my November trip to the National Association of Realtors annual conference in New Orleans and meeting with the New York Bar Association. The governors continued their discussion

regarding the proposed accounting rule change from the Financial Accounting Standards board that, if implemented, could severely impact corporations balance sheets negatively.

The governors approved an amendment to the bylaws which will add three board seats for past presidents of the organization to serve as voting members on the board of governors (Bylaws committee chaired by Lavelle). Membership development chair Guy Blake, CCIM reminded everyone that any member who recruits a new member in 2011 will receive a 20% discount on their 2012 NYSCAR state dues. Chapter reports were given by the six chapters regarding successful monthly meetings and events held in their areas.

The board will meet again in June in conjunction with our annual conference.

Go to www.nyscar.org for more information on NYSCAR.

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