



## **NYSCAR holds 11th Annual Conference at Turning Stone**

July 16, 2012 - Front Section

The 11th Annual Conference, sponsored by NYSCAR, the NYS CCIM and SIOR Chapters, and Society of Exchange Counselors (SEC) was held June 18-20 at Turning Stone Resort & Casino. Practitioners from 11 states and Canada gathered to market their properties and clients' needs, hear industry updates and take commercial classes. During the marketing session, attendees had an opportunity to present their properties for sale, as well as network with their colleagues. Gary Vandenberg, first VP, SEC said, "This marketing session is definitely one of the top regional meetings in the country for creative real estate brokers."

For many years, the marketing session has been a great component of the annual conference. The session has grown and become very successful due to the efforts of several members of SEC. In recognition of the consistent hard work over the years, conference chairman John Lavelle presented Bob Giniecki, CCIM, SEC (Albany), Jim Wilson, CCIM, SEC (Fort Lauderdale, Fla.) and Chuck Sutherland, SEC (Dallas, Tex.) with plaques "in appreciation for their dedication and service in advancement of Investment Property Marketing in NYS," from the members of NYSCAR, CCIM, SIOR and SEC.

Giniecki, Wilson and Sutherland have volunteered countless hours assisting with the marketing sessions for many years. Their guidance has helped countless attendees with their presentations and efforts in marketing their properties and clients' needs.

This year the conference featured Roundtable discussions at breakfast each morning. This portion of the conference, chaired by NYSCAR secretary, Alan Hendrickson (Long Island) was a fantastic addition to the conference! The following topics were presented (moderators listed with topic) Shopping Centers & Retail, Paul Fetscher, CCIM, Great American Brokerage; Tenant Representation, Eric Simonds, CCIM, CBRE-Albany, First Time Conference Attendees, James Walker, Foresite Realty Advisors; Office Leasing, Jerry Norton, CCIM, SIOR, MCR; Property Tax Reductions, Ted Welter, CCIM, CPM, Welter Realty; Multifamily Investments; Bob Giniecki, CCIM, SEC, Foresite Realty Advisors.

Mike Kelly, NYSAR's director of government affairs gave an update on legislative activities in Albany and keynote speaker Herb Krumsick, SIOR gave his thoughts on the current economy and future of real estate.

Organization updates were given by Michael Johnson, president, NYSCAR; Wayne D'Amico, president-elect, CCIM Institute; Geoff Kreusser, SIOR president; and Vandenberg, first VP, SEC.

June 20 was Education Day. Attendees were able to choose from several great commercial courses: "Primary Economic Principles of the Real Estate Market & Transaction Structuring," instructed by Wilson, which was a full day course.

Joe Larkin, CCIM, SIOR, instructed a three-hour course on the topic of "Valuing Commercial Real Estate in Today's Market" and "Technology Tools for Commercial Real Estate," sponsored by SIOR;

NYSCAR past-president Edward Smith, Jr., ITI taught "Discrimination Issues in Commercial Brokerage."

Many thanks to the conference sponsors for supporting the event and helping to make it a huge success:

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NYSCAR also thanks the planning committee for volunteering their time: Lavelle; Johnson; Hendrickson; Joseph Rowley, Jr., NYSCAR past-president; Welter; Dennis Hennessy, SIOR; Giniecki; Simonds; Maureen Wilson, CCIM, SIOR; James Walker, Hudson Valley chapter president; Nick DeMarte; and Smith.

The Annual Conference is a great opportunity to network and do some business! NYSCAR thanks everyone who supported the conference and look forward to seeing everyone next year at the 12th Annual NYS Commercial Real Estate Conference, June 3 - 5, 2013, Turning Stone Resort & Casino!

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