



13th Annual New York State Commercial Real Estate Conference June 2 - 4

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By John Lavelle

As I write this letter, we are attending the two day NYSCAR Hudson Valley Chapter annual education/marketing event on April 2-3. The custom, specialized class is "Wealth Creation Strategy through Investment Real Estate Ownership" instructed by Gary Vandenberg, and will surely be a benefit to brokers. It's being presented on April 2. April 3, will feature an investment property marketing session. These sessions are being held at the Hyatt House in Fishkill. We have a great turnout for the event and I look forward to giving you an update in my next column.

Annual Conference

On behalf of Annual Conference chairman Brian DiNardo (Rochester) and his planning committee, I am pleased to announce that the 13th Annual New York State Commercial Real Estate Conference, sponsored by NYSCAR, CCIM, SIOR and SEC has an outstanding cadre of speakers this year. Christopher Kinum will be the keynote speaker on June 3. Kinum is the executive director, Global Life Sciences, Cushman & Wakefield.

Joseph Larkin, CCIM, CIPS, MCR, SIOR is back by popular demand. Joe will be instructing two courses this year: "How to Develop the Tenant Representative Business" (underwritten by SIOR) and "Group Investing and Syndication of Real Estate." Peter Karl, III, Esq. will instruct "Use of Trusts for Real Estate Ownership and Tax Planning Update." The Code of Ethics will be instructed by Patrick Reilly, RCE, VP of board and member services, NYSAR. This course meets the NAR requirement for code of ethics training and "Discrimination Issues in Commercial Brokerage" instructed by Edward Smith, Jr., CREI, ITI, CIC RECS, MICP, CNE meets the requirements for fair housing training - a NYS requirement for all licensees.

The Upstate NYS CCIM Chapter will hold their "Financial Analysis Tools for Commercial Real Estate" course on June 2, at Turning Stone, in conjunction with the overall conference.

The Investment Property Marketing Session is always a highlight of the conference. It will be held on June 3 with James Wilson, CCIM, SEC and Chuck Sutherland, SEC as the lead moderators. Will you be there representing your property owners?

Be sure to mark your calendar and plan to attend - you will not want to miss it! Visit www.nyscar.org for details.

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