



06-02-2014 - 13th Annual New York Commercial Real Estate Conference

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By John Lavelle

We are less than a month away from the upcoming 13th Annual New York State Commercial Real Estate Conference, June 2-4, at the Turning Stone Resort & Casino, Verona!

Don't miss this opportunity to network with more than 200 commercial real estate practitioners and service providers. The conference offers something for everyone - whether it is the Marketing Investment Session with great opportunities to make some deals for you and your clients or breakfast roundtable discussions on key industry issues or commercial education courses to sharpen your skills, you won't want to miss attending the conference this year! There will be an update from Mike Kelly, NYSAR director of government affairs and a keynote address by Christopher Kinum, executive director, GLSP, Cushman & Wakefield.

The conference, sponsored by the New York State Commercial Association of Realtors, CCIM, SIOR and the Society of Exchange Counselors, is chaired by Brian DiNardo, Rochester.

Many of the attendees come to the conference year after year because they find the conference to be so beneficial. Timothy Halligan, president, Exchange Authority, LLC, Lunenburg, MA, said, "The Exchange Authority received 3 exchange transactions from the 2013 NYSCAR marketing event with relinquished property values in excess of \$8.7 million and replacement properties in excess of \$13.607 million."

Robert Strell, Robert P. Strell RE Consulting, Amherst, said, "I recently closed a deal for the land purchase and development of a 35,000 s/f professional office building for a regional bank as a direct result of contacts made at the 2013 conference. The total value of this project is \$6 million and is projected to maintain and add jobs for our region."

We invite you to join us at this year's event and visit our sponsors - we applaud them for their great support of the conference. Many thanks to:

DIAMOND: Cushman & Wakefield/Pyramid Brokerage Company;

PLATINUM: NYSCAR WNY Chapter, CBRE Upstate, Bond, Schoeneck & King Attorneys;

GOLD: CoStar Group, New York Real Estate Journal, SIOR;

SILVER: Beardsley Design Associates, Buckingham Properties, CIREB, C2G Environmental Consultants, Inc., Empower Federal Credit Union, Exchange Authority, LaBella Associates, Jason Roberts Insurance, JP Morgan Chase Bank, Key Bank, Monroe Capital, Inc., Next Generation TS, NYSAR, Orange County Partnership, Power Management Co., TD Bank, The Chazen Companies and TWC Business Class.

We look forward to welcoming you to the conference! Go to www.nyscar.org for details.

Hudson Valley

Education & Marketing

This year's Hudson Valley's annual education and marketing event was held April 2-3, at the Hyatt House in Fishkill, and it was a great success!

On April 2, Gary Vandenberg, SEC taught a 6 hour continuing education class: "Wealth Creation Strategy Through Investment Real Estate Ownership," which was well received by over 40 attendees. A Marketing Investment Session followed on April 3, with over 55 attendees!

Many thanks to Hudson Valley Chapter president Jay Feinberg and his team for their hard work and also to the sponsors for their support: Exchange Authority, Verticon, HVFCU, TEGFCU, Chase Bank, DKI, Arnoff and C2G Environmental.

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