



NYSCAR to present "Financial Analysis" September 23

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By John Lavelle

Financial Analysis and

Lease Terms Negotiations

On September 23, NYSCAR, in cooperation with the Greater Capital Chapter of NYSCAR, CIREB, and Upstate CCIM, will present "Financial Analysis and Lease Terms Negotiations" instructed by Joseph Larkin, CCIM, SIOR. The course will be held at the offices of the Greater Capital Association of Realtors in Albany. We are pleased to have our long term supporter, Exchange Authority (Tim Halligan) as a sponsor for the breakfast and lunch.

This one-day course will cover the calculation of "cost of occupancy" to the tenant as well as economic measurements for the tenant to make an informed decision. The economic impact of individual lease terms will also be explored as well as their impact to the overall business strategy of your client.

Developing a lease term "checklist" is the beginning of any lease negotiations. An overview of lease terms and their impact to your client's business model will provide you with "what-if" scenarios that you can share with your client in developing a negotiation strategy.

Topics include:

- * Aligning the goals and objectives of the client to its lease;
- * GAAP and its impact to lease negotiations;
- * Cost of occupancy verse the impact to the financial statements;
- * Determining a discount rate for your client;
- * Apply different cost measurements;
- * Lease terms negotiations and their impact to the cost of occupancy;
- * Silent lease terms that may affect the client's business strategy;
- * Applying business strategies to non-economic terms; and
- * Developing a checklist for lease terms negotiations.

Registration is \$125 per person. Please go to www.nyscar.org for full details.

Realtors Triple Play Conference and NAR Annual Conference

I also want to note that the Triple Play Conference, sponsored by NY, NJ and PA Associations of Realtors will be held December 8-11 in Atlantic City, N.J. Please note that there will be a commercial marketing session at this year's conference as well as commercial courses. Full information can be found at www.realtorstripleplay.com.

National Association of Realtors Annual Conference and Trade Show will be held November 7-10 in New Orleans, LA. There are numerous programs for commercial practitioners which include economic updates, programs on technology and global opportunities as well as some great networking opportunities. Please go to www.realtor.org for additional information.

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