



## **04-01-2015 - Hudson Valley Chapter to offer Education Conference**

March 09, 2015 - Front Section

By John Lavelle

We received the very sad news that our fellow colleague Don Welch, SIOR (Foresite Realty Advisors, Albany) passed away. He was a founding member of NYSCAR and served on the Board of Governors since its inception. Welch was a great asset to the organization over the years and we were lucky to have known him. He will be missed by all who knew him.

On February 8, 2015, the NYSCAR Board met at the Desmond Hotel in Albany.

This was the first board meeting of the year and although we did not think that the weather would be cooperating, most of the board members were able to attend the meeting and those who were not able to attend participated via conference call.

The new officers for the year are as follows: John Lavelle, president, Brian DiNardo, first VP, Guy Blake, CCIM, second VP, James Walker, CCIM, treasurer and Ed Gallacher, CCIM, secretary. Bob Giniecki, CCIM, James Kelly, CCIM, Jerry Norton, CCIM, SIOR and Greg Oehler will serve as governors on the board.

We are pleased to announce that Nick DeMarte was named NYSCAR's 2014 Realtor of the Year! Congratulations to Nick for his untiring efforts on behalf of the association.

Annual Conference chair Brian DiNardo is doing a great job organizing the upcoming 14th Annual NYS Commercial Real Estate Conference, June 8-10 at Turning Stone Resort and Casino in Verona, N.Y., sponsored by NYSCAR, NYS CCIM and the Society of Exchange Counselors.

We are pleased to announce that in addition to the full day marketing/networking session moderated by Jim Wilson, CCIM, SEC and Chuck Sutherland, SEC, there will be several commercial education courses. Joe Larkin, CCIM, SIOR and Tim Conley, CCIM, SIOR are among the instructors for June 10!

If you are interested in being a sponsor for the conference, please go to [www.nyscar.org](http://www.nyscar.org) for sponsor form. If you have questions, please email Ali Mann ([amann@nysar.com](mailto:amann@nysar.com)) or Sherry Marr ([sherry@nycap.rr.com](mailto:sherry@nycap.rr.com)).

On March 19, Ed Smith, Jr. will be instructing "Green Commercial Buildings: Issues, Systems and Savings." This will be in conjunction with the Long Island Commercial Real Estate Expo. For more information, please go to: <http://www.longislandrealestateexpo.com/attend-licree/>.

The Hudson Valley Chapter will be offering their annual Education and Marketing Conference on April 1-2 in Fishkill, N.Y. at the Hyatt House. We hope to see you there!

April 1: Professional Education Day - "Financial Analysis Tools for Commercial Real Estate" instructed by Jeremy Cyrier, CCIM. This CCIM course focuses on key investment fundamentals along with the technology needed to apply these fundamentals to make informed real estate

decisions.

April 2: Million Dollar Marketing Day - Attendees will have an opportunity to network and make deals. The format will include a Cash Board, Moderated Package Presentation, Marketing Presentation format and have/wants. For more information, please email: [events@nyscarhudsonvalley.com](mailto:events@nyscarhudsonvalley.com)

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