



## **14th Annual NYS Commercial Real Estate Conference at the Turning Stone Resort & Casino - June 8 - 10**

April 13, 2015 - Upstate New York

The NYS Commercial Association of Realtors, CCIM, and the Society of Exchange Counselors will be sponsoring the Annual NYS Commercial Real Estate Conference at the Turning Stone Resort & Casino, June 8-10.

The following is the conference agenda:

June 8

- \* 8:30 a.m. - 4:30 p.m. - More Transactions from Real Estate Marketing Sessions, Jim Wilson, CCIM, SEC;
- \* 5:00 p.m. - New York State Commercial Association of Realtors Open House; and
- \* 5:00 p.m. - SEC Networking Dinner (SEC & invited guests).

June 9

- \* 7:30 a.m. - Breakfast with Roundtable - Discussions 1031 Update - Tim Halligan, Exchange; Authority Investing in yourself with the CCIM Institute, Ed Gallacher, CCIM; Investing in Real Estate with IRA Monies, Nick DeMarte; Social Media in the Commercial Real Estate Environment, Joseph Larkin, CCIM, SIOR;
- \* 9:00 a.m. - Marketing - Networking Session, moderated by James Wilson, CCIM, SEC and Chuck Sutherland, SEC. Great networking session - do some business!;
- \* 12:00 p.m.- Lunch with updates from SEC and CCIM Leadership & NAR John Brennan, SEC president Bryan Atherton, CCIM, 1st regional VP, region #11 Jean Maday & Stephanie Spear, NAR Commercial;
- \* 5:00 p.m. - CCIM Chapter meeting & Cocktail Reception (open to Upstate CCIM chapter members only); and
- \* 6:00 p.m. -Welcome Cocktail Reception & Keynote Panel - Identifying Strategic Partnerships: A Realtors guide to Community Resources - Anthony Capece, Central Ave BID; Wade Beltramo, general Counsel to the NYS Conference of Mayors; William Bingham, Small Business Development Center; Kathleen Bronson, executive director of Albany County Land Bank and Honora Spillane, economic development specialist with the Onondaga County Office of Economic Development.

June 10

- \* Tax Strategies for the Commercial Real Estate Professional - Maine Shafer, JD;
- \* Valuation of Leases and Investment Strategies for the Landlord - Joseph Larkin, CCIM, SIOR;
- \* Lunch - Update by NYSCAR president John Lavelle and Legislative Update with NYSAR director of government affairs, Mike Kelly;
- \* Comprehensive Due Diligence is Key in Real Estate -Tim Conley, CCIM, SIOR; and
- \* Negotiations of the Commercial Real Estate Transaction - Joseph Larkin, CCIM, SIOR.

Thank you Sponsors: Diamond: Cushman & Wakefield/Pyramid Brokerage Co. Platinum: Exchange

Authority Gold: CoStar Group, New York Real Estate Journal Silver: Bond, Schoeneck & King, CIREB, DiNardo Realty Corp., Empower Federal Credit Union, Dutchess Co. Economic Development & Hudson Valley Economic Development, Jason Roberts Insurance, Key Bank, LaBella Associates, Monroe Capital, Inc., Next Generation, NYSAR, RJ Smith Real Estate, The Chazen Companies and Wells Fargo.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540