



March 2022 message from the president of NYSCAR - by Dana Crocker

March 08, 2022 - Upstate New York

NYSCAR Board Meets in Albany

The NYSCAR Board of Governors' meeting was held February 8th, at the Crowne Plaza/Desmond Hotel, Albany, New York. It was great to see everyone and it was a very productive meeting.

Many thanks go out to James Walker, CCIM who served as NYSCAR president over the past two years. James did an outstanding job keeping the organization on track through the pandemic. Under James' leadership, we have all enjoyed free education which will also continue this year. I'm sure you will all agree that this has been a valuable member benefit! Please watch your email for future classes.

I am looking forward to working with the Board of Governors which includes the leadership team of Robert Strell, first VP (WNY), Mercedes Brien, second VP (RAC), Jay Feinberg, treasurer (Hudson Valley) and James Walker, CCIM, immediate past president (Hudson Valley).

The Board of Governors approved a new strategic plan. Chair Joseph Rowley, Jr. and the Strat Planning Committee did a great job in developing the plan. They met on a regular basis and worked with national facilitator Adorna Carroll for development of the document. We will be reaching out to solicit volunteers from around the state to assist in implementing the plan. Stay tuned!

The 20th Annual New York State Commercial Real Estate Conference will be held June 6-8, 2022 at the Turning Stone Resort and Casino in Verona, N.Y. Conference chair Bob Strell (WNY) and the Planning Committee have met and started planning a great conference for everyone to network, learn and do business! We invite you to join us for the 20th celebration!

Education chair Ginny Squire, CCIM (RAC) reported that the "Introduction to Cost Segregation" class instructed by Frank Guidici held on January 26th was well received by the participants. "Buy the Numbers, Investing in Real Estate" by Edward Smith, Jr. will be held March 18th. Please e-mail Sherry Marr at sherrymarr08@yahoo.com if you would like to take the class. Squire also noted that two hours of "implicit bias" and two hours of "cultural diversity" education will be required as part of a licensee's 22.5 hours of continuing education credit. Please watch your email for more details.

Richard Ferro, CCIM

NYSCAR Mourns the Passing of Realtor of the Year, Richard Ferro, CCIM

As you know, we were saddened to notify you of the passing of Richard Ferro, CCIM (Schenectady) Berkshire Hathaway Homes Blake, Realtors - Commercial Division, on February 18th.

Before his passing, NYSCAR was extremely proud to name Richard as NYSCAR's Realtor of the Year for 2021.

A long-time active, supportive member of NYSCAR, Richard was the current secretary of the association, membership chairman and had served as governor for many years with the association. A mentor to many, Richard was a wonderful instructor and a nationally trained mediator. Richard also served twice as president of the Commercial and Industrial Real Estate Brokers (CIREB), Albany.

Active in the community, he served many organizations in the area including:

- Board member of Schenectady East Rotary Club;
- Chairman of the Schenectady County Industrial Development Authority;
- Member of the Schenectady Planning Commission; and
- Member of the Italian Americans of Schenectady.

As a principal broker and manager for Berkshire Hathaway Blake's Commercial Division, Richard was engaged in commercial real estate brokerage for 29 years, concentrating on office, industrial, multifamily, and investment properties. He had represented buyers and tenants as well as sellers and landlords, throughout the greater Capital Region. With a B.S. Degree in electrical engineering from Tufts University, his M.B.A. from SUNY Albany, he held various positions in the corporate manufacturing environment prior to joining the real estate industry in 1990.

We are all truly saddened by the loss of our dear friend and mentor Richard. He was truly a class act and will be greatly missed by all who knew him.

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