



**January 2025 NYSCAR president's message - by Robert Strell**

January 14, 2025 - Upstate New York



Robert Strell

## NYSCAR Board of Governors to Meet in Albany

We are looking forward to a productive meeting to kick off the year. The NYSCAR Board of Governors will meet on February 4, 2025 at the Crowne Plaza, Desmond Hotel in Albany, New York.

## NYSCAR Annual Conference to be held June 16-17.

The NYSCAR Annual Conference will be held June 16-17 at the Rivers Casino in Schenectady, NY. Conference chair Mercedes Brien and the planning committee are working on an education program and marketing session for all attendees. If you or your company would like to be a sponsor, please email [info@nyscar.org](mailto:info@nyscar.org) and watch your email for details!

## Call for Nominations for Realtor of the Year

Purpose: To recognize an outstanding active member of the New York State Commercial Association of Realtors (NYSCAR)

Point system – used for consideration

- 1) NYSCAR Association Activity: committee work, special assignments, seminar activities, educational work and offices held (45%)
- 2) State Association Activity: offices held, committee work, attendance and participation at conventions, director's meetings, education work, etc. (25%)
- 3) NAR Activity: National offices, committee work, membership and work in institutes, attendance at national conventions, etc. (10%)
- 4) Civic Activity: Local, state and national levels, participation in civic and service clubs, charitable activities, political activities, etc. (10%)
- 5) Business Accomplishments: Recognized good business conduct and adherence to Realtor Code of Ethics, service to clients, imaginative and creative advertising, imaginative and creative real estate solutions, rehabilitation programs, land utilization, etc. (10%)

If you would like to nominate a NYSCAR member, please submit your nomination by April 1, to the NYS Commercial Association of Realtors, 130 Washington Ave., Albany, NY 12210 or email: [info@nyscar.org](mailto:info@nyscar.org)

## Professional Development in 2025

The Professional development committee chaired by Ed Gallacher, CCIM, will be welcoming some new presenters this year as well as our current cadre of wonderful instructors.

Commercial courses as well as the courses required by NYS Department of State for license renewal (legal, agency, ethics, cultural competency, implicit bias and fair housing) will be offered

throughout the year, free of charge for NYSCAR members.

On April 29, there will be an in-person class at the Herkimer County Community College. The six-hour class entitled “Finding Value in Overlooked Properties” will be presented with several speakers, including Linda Shaw, JD, partner at Knauf Shaw; Spencer Levy, global client strategist and senior economic advisor for CBRE; Thomas Seguljic PE, PG, principal, HRP Associates; and Mark Wright, PG HRP, senior project manager, HRP Associates, Inc.

Course Overview - The industrial revolution fundamentally reshaped America’s economy but left behind a legacy of Brownfields — land that is potentially contaminated, and often neglected and underutilized. The US EPA estimates that there are over 450,000 Brownfield sites across America. These Brownfields represent exceptional opportunities to those willing to tackle Brownfields. This course will discuss what is a Brownfield and how to utilize available tools and financial incentives to turn these underutilized sites into goldfields.

Please watch your email for upcoming courses.

The CCIM Institute  
Upstate New York Chapter  
February 26, 2025  
Greek Peek Mountain Resort, Cortland, NY

Join real estate professionals from all over the region for a day of deal-making, marketing sessions, networking, and skiing at the Greek Peaks Mountain Resort in Cortland. Spend the morning marketing properties and networking with CRE professionals from around the region. Enjoy the afternoon skiing on your own at the Greek Peaks Mountain Resort.

On February 26th, 2025, An evening of networking with “Meet and Greet” other real estate professionals the night before the marketing event. Join chapter president Gerard Wise, CCIM, at 5:00 pm for a drink.

February 27th, 2025, Breakfast will start promptly at 8:00 am. The marketing session will begin at 9:00 am. Each attendee presenting a property for sale must upload the property’s offering memorandum to the chapter’s website.

The early registration fee is \$50 per person, which includes the meet and greet event, breakfast, lunch, admission to the marketing session, and unlimited networking. After January 15th, 2025, the registration fee will be \$75.

Hotel room reservations need to be made directly with the hotel. Ask for the Upstate New York CCIM Chapter rate WHCIH EXPIRE ON JANUARY 27th, 2025. 800-955-2754

If you plan skiing, please get in touch with the mountain for equipment rentals and lift tickets. These need to be purchased directly from the mountain. 844-846-9572.

**IMPORTANT:** If you plan to present a property or add cash to the cash board, please email your property packages to Nate Kanney, CCIM, SEC at [nate.kanney@gmail.com](mailto:nate.kanney@gmail.com).

The phone number for Hotel Reservations is 1-800-955-2754. Mention the group event for reduced hotel rates.

For more information about the venue, visit: [www.greekpeak.net/](http://www.greekpeak.net/)

Tickets:

\$50 event fee: \$50 before January 15th, 2025

\$75 event fee: after January 15th, 2025.

Robert Strell is president of NYSCAR, Albany, N.Y.

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