



February 2025 NYSCAR president's message - by Robert Strell

February 11, 2025 - Upstate New York



Robert Strell

The New York State Commercial Association of Realtors Board of Governors met on Tuesday, February 4, 2025 at the Crowne Plaza Desmond Hotel in Albany.

The following officers were installed for 2025: Robert Strell, WNY, president; Mercedes Brien, Rochester, first vice president; Carolyn Vinci, WNY, second vice president; and Andrew Mangini, Gtr. Capital as treasurer. Governors: Mark Rohlin, Rochester; Jon Kelley, Albany; Michael Johnson, Buffalo; and Christine Dickson, Long Island.

Reports were heard from the Communications, Technology, Governance, Government Affairs, RPAC, Professional Development, Bylaws, Grievance and Membership committees as well as an annual conference update, and reports from the Gtr Capital, Hudson Valley, NYC/LI, Rochester, Southern Tier, Syracuse and WNY chapters. There was also a report from the Upstate Chapter of CCIM.

There are many great opportunities for education which are free for NYSCAR members; please email Sherry Marr at sherrymarr08@yahoo.com for more information.

Upcoming courses in 2025

February 21 - 11 am – 1:00 pm via Zoom 2-hour elective course

“Underwriting Multi-Tenant Office Buildings in A Challenging Market” – Joseph Larkin, CCIM, SIOR

February 27 - 9:00 am – 11:00 am via Zoom

“Realtor Hunger Games” – Katheryn DeClerck (fulfills two 2 hours of “Implicit Bias” required for NYS license renewal)

Course will also be held August 13, 2025

March 7 - 9:00 am – 12:00 noon via Zoom

“Discrimination Issues in Commercial Real Estate” – Edward Smith, Jr. (fulfills three hours of “Fair Housing” required for NYS license renewal and also fulfills two hours of fair housing for NAR requirement)

March 21 -9:00 am – 11:00 am via Zoom

“Introduction to Cost Segregation” – Frank Giudici (two-hour elective course)

April 29 - 9:00 am – 4:00 pm (six-hour elective course) “Finding Value in Overlooked Properties”

“Brownsfield” Course - held in-person at the Herkimer County Community College

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.

Speakers:

- Linda Shaw, JD partner at Knauf Shaw,
- Spencer Levy, global client strategist and senior economic advisor for CBRE
- Thomas Seguljic, PE, PG, principal, at HRP Assoc.
- Mark Wright, PG HRP, senior project manager, at HRP Assoc.

February 26-27 5:00 pm – 1:30 pm

Greek Peek Mountain Resort

2000 NY-392, 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 26, 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 27, 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.

Hotel room reservations need to be made directly with the hotel. 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 @ nate.kanney@gmail.com.

The phone number for hotel reservations is 1-800-955-2754.

For more information about the venue, visit: www.greekpeak.net/.

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

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