

President's Message

January 2014

Gary Joel Schacker, SIOR

CIBS President



Creator, Orchestrator, Facilitator, Implementer, Expeditor, Originator, Initiator, Producer, Quarterback – I was trying to come up with single words that take some measure of what we as real estate sales professionals do. Ultimately, it is our job to quarterback the deal. Having great resources helps matters immensely, hence the synergy of our organization. It takes Broker members, Sponsors, and Associate members to make things tick, and we have been ticking away.

At the beginning of 2013 we celebrated our CIBS Sandy-delayed 20th Anniversary with a great event at the Carlyle at the Palace. It was a huge success and we went all out to celebrate 20 years of commitment, growth and dedication to our membership. In February, we held our Future Gen Mix and Mingle. In March, we held the Suffolk County IDA initiatives program and Melville Employment Center Study. This interesting and informative event was highlighted by: Mark Cuthbertson, Huntington Town Councilman; Anthony Manetta, Executive Director of the Suffolk County IDA; and Tony Aloisio, Director of Planning for the Town of Huntington. This panel was moderated by Dave Pennetta. In March, we also were a sponsor for the Long Island Commerce Real Estate Expo. Moreover, in March we participated in the ABLI & CIBS Annual Real Estate Summit, moderated by Ellis Henican, Newsday Columnist and Fox News Political Analyst. Speakers included: Don Monti, ABLI; Frank Paruolo, LIBOR; Mitch Pally, LIBI; and yours truly, as moderator on behalf of CIBS.

In April, we had the ABLI & CIBS Annual Real Estate Dinner and Awards Ceremony, during which we awarded Associate Member of the Year honors to Howard Stein of Certilman Balin and Rising Star to Nicholas Gallipoli of Cushman & Wakefield. This is always a great event and no one was disappointed.

In May, we put on a great program titled, "Meet the Supervisors." This panel included: Jon Kaiman, North Hempstead Town Supervisor; Frank Petrone, Huntington Town Supervisor;

Rich Schaffer, Babylon Town Supervisor, and again I served as the moderator. May brought on our 17th Annual CIBS Golf Outing at Cold Spring Country Club. Although the weather did not cooperate exactly, a great time was had by all, and lots of gifts were distributed. This year we will be back there again, and I have been confidentially informed that it will be a perfect day.

August 2nd was a mint-perfect day for our first CIBS Summer Canoe and Kayak Trip down the Nissequogue River, with barbecue at the Nissequogue River State Park. I was not surprised by how much everyone loved this event and venue. So, we will be having it again in 2014.

September was highlighted by our now-to-be-annual Landlords, Industrial, Office and Retail Outlook for LI. This proved to be an outstanding success. The panelists included on the industrial side: Kyle Burkhardt, Managing Principal, Alliance Real Estate Corp., and Ted Trias, Director Acquisitions and Leasing, Rechler Equity Partners; on the retail side we had: Jayson Siano, retail broker, Principal, Sabre Real Estate, and Neal Kaplan, retail landlord, Principal, Kabro Associates; and on the office side, we had John LaRuffa, office broker, Principal, NAI Long Island, and Ted Weiss, office landlord, CEO, T. Weiss Realty; and the moderator was Peter Curry Esq., Partner, Farrell Fritz, CIBS Counsel.

The CIBS program Legislative Update was held in November. We received a myriad of good information on important changes affecting real estate sales professionals starting in 2014. The meeting was held in conjunction with NYSCAR and LICN. This panel was comprised of NYS Legislative Issues, featuring Mike Kelly, NYSAR Director of Government Affairs and Senior Lobbyist; Federal Legislative Issues, featuring Karl Eckhart, National Association of Realtors Political Director; and New NYS Advertising Regulations, featuring Anthony Gatto, NYSAR Director of Legal Services, Attorney and Lobbyist.

In accordance with CIBS's

commitment, we once again funded the Larry S. Feldman Commercial Industrial Brokers Society Endowed Scholarship, with another \$5,000. This brings CIBS within \$5,000 of its goal of full funding. It is anticipated that by the end of 2014 the scholarship will be fully funded.

We have a full agenda going forward. We started 2014 with a program on January 21st titled "Long Island Is Open for Business – Leaders Who are Paving the Way Forward." The panelists included: Paul Pontieri Mayor of Patchogue; Rich Schaffer, Supervisor, Town of Babylon; and, New York State Senator Jack M. Martins. The event Moderator was Howard Stein, Esq., Chair of the RE Dept. of Certilman Balin.

In addition to all this activity, we have been active in many other endeavors. We created a new CIBS position, "Strategic Officer," presided over by Dave Pennetta. We have a great program coming up for our Future Gen's, thanks to Chair Dan Weiner, Alberto Fiorini, Kyle Burkhardt, Marisa Karmetz and Fran Picone. Great job guys! This year we created the CIBS lunch-and-learn series, hosted by Steven Epstein. This event has been well applauded by those who have attended. Here, we offer an opportunity for our Associate members to highlight themselves among small and intimate audiences. Our sponsorship committee and membership committees have been working hard. Thanks to all the board and executive board for really putting out and getting more than the job done.

Additional thanks to David Chinitz and David Leviton for their great job in putting together all the events.

Finally, a hearty thank-you to our sponsors – you really make the difference!

Look for our enhanced website shortly, where all your CIBS information will be available.

Respectfully submitted,

Gary Joel Schacker, SIOR
CIBS President