

THE COMMUNICATOR



NC-CCIM Communicator - Summer 2007

Mid-Year Meeting Update

By: Tony Rickard, ALC, CCIM

This letter is to follow up on the 2007 Mid-Year REALTOR meetings in Washington D.C. The event was well attended. Two committees of which I serve on, the Legislative Regulatory Committee, and the RCA - Realtor Commercial Alliance committee, had numerous items discussed.

Within the Legislative Regulatory Committee, the two main topics were Tenants in Common and Insurance.

- Insurance for terrorism, for floods, etc., and the astronomical increase in premiums and how people are getting denied insurance when they file claims was a major topic. This will be a continuing and an ongoing issue as Mother Nature and other catastrophic events wreak havoc in our industry. No one really has a solid answer as to how address the issue other than keep having discussions and exploring options.
- The next major topic was Tenants in Common. The Security Exchange Commission views Tenants in Common as an undivided interest and a security. Two TIC Sponsors were present at the meeting. One was a Security Broker and registered with the SEC, and other sponsor was a Non-Security Sponsor of TIC's, SCI of California. We also had an executive with the Security Exchange Commission and their legal counsel. They have not ruled on anything in a positive direction. They still contend that selling a TIC warrants a securities license. The licensed Security Sponsor's argument is as follows: if we as Security Brokers have to maintain a high degree of liability insurance when we sell a security, why not the REALTORS selling the same product, and how do we address this issue? The other issue the Security Exchange Commission is opposed to, they believe residential brokers should not be selling commercial property and if the SEC rules in favor of REALTORS selling TICs, I think commercial real estate practitioners will be only to allowed to sell TICs.

In closing, the Security Exchange Commission and NAR are working together to find a win win solution for both parties. However, in my opinion I feel the Security Exchange Commission and NAR have many more hours of discussion.

The other committee I attended was the Realtor Commercial Alliance. The Realtor Commercial Alliance Committee is very strong. Cindy Chandler, chair person for the committee brought forth matters that are going to help grow the RCA, such as advertising, marketing, affiliate organization networking, etc. Another topic within the RCA is to have a national Commercial Property database with NAR. Several commercial affiliates spoke as to their success and great things happening in their respective organizations over the past year, CCIM, REALTOR Land Institute, SIOR, and CRE.

NC-CCIM Education Update

By: Jane Doggett

We are having a great year as we continue to experience high demand for our CCIM Classes sponsored by your NC-CCIM Chapter! Please do not forget to spread the word of our CI Intro class being offered in conjunction with our State Conference this fall in New Bern. The class will be held September 26th and 27th

We are also pleased to announce our schedule in advance for 2008 (subject to final approval by National CCIM) which is as follows:

CI Intro in Greensboro: 1/17/08-1/18/08 Instructor: Joe Larkin
CI 101 in Greensboro: 2/11/08-2/15/08 Instructor: Joe Larkin
CI 102 in Charlotte: 3/30/08-4/04/08 Instructor: Doug Sawyer
CI 103 in Raleigh/Durham: 5/12/08-5/16/08 Instructor: Joe Larkin
CI 104 in Greensboro: 8/18/08-8/22/08 Instructor Bill Cantey

NETWORK HOUR:

Did you know that we hold a networking hour at each of these classes to allow candidates to network with other NC-CCIM members. A great opportunity to meet new contacts and create opportunity for future business deals.

For more information on the networking hour for the classes above please email jane.doggett@highwoods.com or mjhowe@trademarkproperties.com

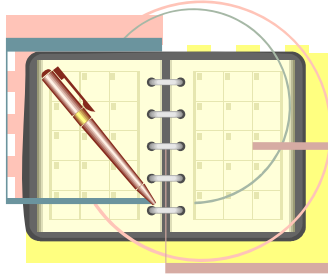
LIFE AFTER THE PIN CCIM Designees:

With the great instructors and locations we have lined up for 2008, why not think about utilizing your benefit of taking this class through the Life after the Pin commitment.

FEEDBACK on CCIM CLASSES: Have you taken one of the CCIM Classes in the past year? We would like your feedback on how we can improve these classes. Please email any comments to aboykin@grra.org.

NC-CCIM State Gathering

Save the Date
September 27th-28th, 2007



New Bern, NC

Golf, Reception, Networking, Deal Making, and Speakers

Registration information to be sent out shortly

We hope to see you there!

Karnes - The Triad CIE

Have you heard the name Karnes being thrown around and not sure what people are referring to? Karnes is the primary source for the Commercial Information Exchange in the triad. It was launched in October 2006 and the number of people who subscribe to Karnes is growing every month. For more information on the system please visit www.ncccie.com

"I have been using Karnes since it was first offered. I have found the system easy to manipulate with minimal chair time and very effective in getting the information on my listings and needs to the other brokers in the Triad. In my opinion, it is an effective tool that I do not want to be without working in this market." Bob Lewis

Resume Writing Workshops

Taught by Eddie Blanton, Vijay Shah, and Bob Lewis

December 7, 2007 in Charlotte

December 12, 2007 in Raleigh

December TBA, 2007 in Greensboro

Legislative News

Several of your fellow CCIM's, along with Mike Barr (Greater Greensboro Realtor Association), were in attendance at the April 2007 Legislative Day in Raleigh. The event was well attended as always by several hundred Realtors from across the state. Many of your state senators and representatives took time from their busy schedules to speak to the group in the Legislative building and to meet with us in their offices afterwards. It is clear that a large percentage of them realize the incredibly powerful lobby that the NC Realtor delegation has in our state and they deeply appreciate our support, and our input.

Clearly, the biggest issue at stake in the current session is taxes and more specifically any new taxes placed upon the real estate community. It would appear that our state government's insatiable appetite for more money will drive us in to the red again in 2007 and as a result there is mounting pressure to identify sources of additional income. Since 21.2% of our state's GDP (\$73.9B in 2005) is derived from real estate and construction, it is only natural that our industry would be in the cross hairs of those gunning for more "revenue".

There has been a great deal of discussion about a Transfer Tax, which if imposed on our industry, would cost each of us a lot of money at the closing table and would ultimately slow the velocity of real estate transactions. In addition, some have suggested an increase in our Deed Tax Stamps. Mark Howe, CCIM and I had the good fortune of spending a few minutes with Neal Hunt (Republican Senator from Wake County) and Neal was adamant that the only way to stop the passage of one, or more, of these bills is to actively engage our Legislators and make absolutely sure that they understand our strong opposition to any new taxes and how much of a drag additional taxation will put on our state's economy. He singled out Vernon Malone - D (Wake County) as one of the more influential legislators who should be contacted regarding our opposition to any of these proposed bills. I was led to believe that Mr. Malone would be open to hearing what our lobby has to say.

It is also incumbent on each of us to contact our local representatives where we have the strongest connections and probably the greatest influence. Never underestimate the power of a well-timed (and placed) phone call or e-mail. In addition, if you can make time to meet face-to-face with your representatives it will leave a lasting impression on them and begin to establish you as a credible voice for our industry within your local community.

If you have comments about Legislative Day, issues with how the NC-CCIM Board can better serve you, or simply want to share your thoughts on a particular issue please feel free to give me a call.

Your representative,

Gary Lyons, CCIM, ALC
Sperry Van Ness
(919) 554-2727

2007 Commercial Real Estate Capitol Hill Visit Day

From: http://www.ccim.com/members/govaffairs/capitol_hill.html

Highlights

On Wednesday, April 25, 2007, a total of 275 CCIMs and IREM members representing 40 states and Washington, D.C. participated in the 2007 Commercial Real Estate Capitol Hill Visit Day event to lobby on behalf of the commercial real estate industry. This year was the fifth time that CCIM Institute members joined IREM for the Hill Visit. Members voiced our industry's concerns on Banks in Real Estate, Tax Reform and Leasehold Improvements, Property/ Casualty/ Terrorism Insurance, and Climate Change and Energy Efficiency in 226 separate meetings with U.S. Senators and Representatives.

Legislator of the Year Award Presented to U.S. Representative Gary Miller

As a former real estate developer, U.S. Representative Gary Miller has been a good friend of the real estate community. U.S. Representative Miller represents the 42nd Congressional District of California that includes cities in L.A. County, Orange County, and San Bernardino County. Carol Glasow, CPM, a constituent of U.S. Representative Miller, presented the IREM and CCIM Institute 2007 Legislator of the Year award to him and thanked him for his support of small business health plans, terrorism insurance, reduced depreciation for leasehold improvements, and keeping banks out of real estate brokerage and management.

The CCIM Institute's 2007 President Joe Fisher and IREM's 2007 President Bob Toothaker also expressed their appreciation.

Following the award presentation, CCIM Institute and IREM members from the U.S. Representative's district explained the 2007 Hill Visit issues. He supports all four of the issues.

Issue Papers

Read the [briefing papers](#) at http://www.ccim.com/members/govaffairs/pdf/briefing_papers.pdf on the four issues CCIMs lobbied on.

1. Property/Casualty/Terrorism Insurance
2. Banks in Real Estate Management and Brokerage
3. Leasehold Improvements
4. Climate Change/Energy

Results

In late May, CCIM Institute will post the results of the Capitol Hill Visit Day including new sponsors of CCIM-supported legislation and any votes on those bills.

Questions

Please contact [Amanda Chesley](#), Legislative Liaison, at 312-329-6021 for questions on the 2007 Capitol Hill Visit Day and the issues.

NC-CCIM 2007 Forecast



Record Sponsorship and attendance in all 3 markets!

Charlotte: 337

Triangle: 262

Triad: 476

See below to see who sponsored the 2007 Forecast



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