



Arcadia
Association of Realtors®



CALIFORNIA
ASSOCIATION
OF REALTORS®



NATIONAL ASSOCIATION
OF REALTORS®

The Voice for Real Estate®

Director Committee Report

Instructions: As decided at the latest Strategic Planning session, Directors are responsible for submitting meaningful reports on all Committee meetings attended for publication within the AAR and for reporting back to our membership at a MLS Caravan meeting. Please use one report sheet per Committee meeting attended. Reports are due within 7 days after completion of the meetings. Remember, your report will be published on the AAR website and in the monthly magazine. Please send your report(s) to the EVP: Andrew@theaar.com

Director name: Mike Vachani

Committee name and position on Committee: Commercial Forum - Committee Member

Committee meeting date and time: Saturday November 10, 2012 from 9:00-10:30 A.M

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Award given to 6 top Commercial Boards in the United States
Outcome achieved: Arcadia was presented with the ACE award
- Item discussed: Main Speaker was Andre Van Rensburg discussing Synergy in Commercial Real Estate
Outcome achieved: Focused on team work and how we can work more cohesively
- Item discussed: Goals for next year
Outcome achieved: Will have two meetings and each meeting will have a keynote speaker

Please summarize your meeting in one paragraph:

The purpose of this committee is to provide members, staff, and volunteer leadership of NAR's commercial structures with an opportunity to learn about timely commercial real estate issues and exchange valuable information that contributes to their success. This meeting was spent recognizing the top 6 Accredited Commercial Realtor Associations in the United States with the ACE (Accredited Commercial Excellence) award. The remainder of the meeting was a discussion/speaker on Synergy in Commercial Real Estate. The speaker focused on teams and how to work cohesively. He compared us to nature and how animals work together to survive. He broke the data up into 5 areas. They are as follows: 1. Territory (know your role) 2. Trust (set of values/culture) 3. Energize through rituals 4. Attention to detail through focus 5. Maintenance (Where have we been and where are we going) and 5. Strengths (Identify individual strengths). It was a very good presentation but it was limited due to time. The speaker normally spends 2 days on this topic.



Arcadia
Association of Realtors®



CALIFORNIA
ASSOCIATION
OF REALTORS®



NATIONAL ASSOCIATION
OF REALTORS®

The Voice for Real Estate®

Director Committee Report

Instructions: As decided at the latest Strategic Planning session, Directors are responsible for submitting meaningful reports on all Committee meetings attended for publication within the AAR and for reporting back to our membership at a MLS Caravan meeting. Please use one report sheet per Committee meeting attended. Reports are due within 7 days after completion of the meetings. Remember, your report will be published on the AAR website and in the monthly magazine. Please send your report(s) to the EVP: Andrew@theaar.com

Director name: Mike Vachani

Committee name and position on Committee: Commercial Legislation & Regulation - Committee Member

Committee meeting date and time: Thursday November 8, 2012 from 12:30 to 2:00

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Energy & Environmental Issue Update
Outcome achieved: Discussed Eb-5 Visa Program, Energy Efficient Commercial Building Tax Deduction (179D), Lead Paint
- Item discussed: Sales Tax Fairness
Outcome achieved: Online Retailer have a competitive advantage over brick and mortar stores that are driving them out of business
- Item discussed: Commercial Tax Update
Outcome achieved: We are in limbo right now. We might have a huge sell off this year due to uncertainty with capital gains tax

Please summarize your meeting in one paragraph:

The purpose of the this committee is to identify and analyze emerging legislative and regulatory issues that impact commercial real estate; monitor and analyze current and prospective housing issues affecting federal multifamily housing programs and recommend appropriate policy; to develop, communicate, and advocate public policy which benefits the business interest of our committee members while protecting and enhancing the right to own, use and transfer real property. This meeting was spend discussing the following topics:
1. EB-5 Visa Program (Invest 500k+ and get green card status after time) - Still in discussions
2. Energy Efficient Commercial Building Tax Deduction (179D) - Currently the deductions is \$1.80 per square feet max if energy is increased over 50% of code standard. Proposed changes would tie deductions in to an energy benchmark which looks at the energy use before and after the change (give a fair comparison). The deduction can be based on a sliding scale instead of an all or nothing approach. This is all just discussion right now.
3) Commercial Lead Based Paint requirements- This has been put on hold until more research is completed. We also talked about how to finance energy retrofit projects.
The final discussion was on Sales Tax Fairness and how internet based companies have a competitive advantage over the brick and mortar stores. The playing field has to be leveled for communities to survive. There is bill in Congress right now (called the Market Place Fairness Act) addressing this issue.



Arcadia
Association of Realtors®



CALIFORNIA
ASSOCIATION
OF REALTORS®



NATIONAL ASSOCIATION
OF REALTORS®

The Voice for Real Estate®

Director Committee Report

Instructions: As decided at the latest Strategic Planning session, Directors are responsible for submitting meaningful reports on all Committee meetings attended for publication within the AAR and for reporting back to our membership at a MLS Caravan meeting. Please use one report sheet per Committee meeting attended. Reports are due within 7 days after completion of the meetings. Remember, your report will be published on the AAR website and in the monthly magazine. Please send your report(s) to the EVP: Andrew@theaar.com

Director name: Mike Vachani

Committee name and position on Committee: Commercial Real Estate Research - Committee Member

Committee meeting date and time: Thursday November 8, 2012 from 2:00 to 4:00

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Commercial Research Update
Outcome achieved: A number of reports were completed and handed out to all members
- Item discussed: Secondary/Tertiary Market Research Survey
Outcome achieved: Still in the works - it has not been completed yet
- Item discussed: Dodd-Frank/Basel III Update
Outcome achieved: We are moving to a competitive monopoly with 5 major banks

Please summarize your meeting in one paragraph:

The purpose of this committee is to monitor and guide NAR's Research Division in its activities in support of the commercial real estate industry. In this meeting, we covered the current research initiatives and set goals for 2013. Some of the research conducted or reports created for commercial real estate are as follow: Commercial Real Estate Outlook, Quarterly Market Survey, SIOR Market Index, Commercial Real Estate Lending Survey, Commercial Real Estate Member Profile and CCIM Trends. These items can all be found on the NAR website under commercial. We also discussed the effects of Dodd-Frank/Basel III Financial Act on small commercial real estate. It was evident that we were moving toward a 5 bank monopoly on the commercial financing market. The final items we discussed were our committee goals for 2013



Arcadia
Association of Realtors®



CALIFORNIA
ASSOCIATION
OF REALTORS®



NATIONAL ASSOCIATION
OF REALTORS®

The Voice for Real Estate®

Director Committee Report

Instructions: As decided at the latest Strategic Planning session, Directors are responsible for submitting meaningful reports on all Committee meetings attended for publication within the AAR and for reporting back to our membership at a MLS Caravan meeting. Please use one report sheet per Committee meeting attended. Reports are due within 7 days after completion of the meetings. Remember, your report will be published on the AAR website and in the monthly magazine. Please send your report(s) to the EVP: Andrew@theaar.com

Director name: Mike Vachani

Committee name and position on Committee : Commercial Committee - Committee Member

Committee meeting date and time: Friday November 9, 2012 from 8:30-10:00 A.M

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Real Estate Tax Implications of 2012 Election for Commercial Real Estate
Outcome achieved: Property Investors/Diners are in limbo and do not know how to act. There may be a major sell off if we do not know what is going to happen to the Capital Gains Tax
- Item discussed: Commercial Presidential Advisory Group (PAG)
Outcome achieved: Focused on Products, Trends/Issues, and made 6 Recommendations to the President
- Item discussed: Realtor Property Resource and Xceligent Update
Outcome achieved: Both products are live and expanding in new markets a month by month basis

Please summarize your meeting in one paragraph:

The purpose of the this committee is to identify, monitor, review, analyze and recommend policies addressing commercial real estate industry issues and trends with a focus on affecting business solutions that help members acheive their business goals more effectively. This meeting focused on the launch of RPR commercial and Xceligent. RPR is now live and all Realtors have access. Xceligent is sending team out to new markets every 4 to 6 weeks. These teams are reviewing and visiting all commercial buildings in the market. This product is the Realtor Competitor to Co-Star and Loopnet. This is the first time Realtors will have control of their data. We also discussed the findings of the Commercial Presidential Advisory Group. They made 6 recommendations to the President which included add a dedicated commercial tab to the Realtor website (which has been completed), adding a cell phone field to the NAR database and creating a commercial code of ethics. The remaining three recommendations will be discussed at a later date (once they are approved). The remainder of the meeting was spend giving out 6 Accreditation Awards for newly recognized commercial associations and discussing the 2013 goals and objectives of the Commercial Committee. We also spend time discussing the real estate tax implications of the 2012 elections. The basic message was that we are in limbo right now and do not know how the market is going to react. There might be a huge sell off due to a potential change in capital gains tax.



Arcadia
Association of Realtors®



CALIFORNIA
ASSOCIATION
OF REALTORS®



NATIONAL ASSOCIATION
OF REALTORS®

The Voice for Real Estate®

Director Committee Report

Instructions: As decided at the latest Strategic Planning session, Directors are responsible for submitting meaningful reports on all Committee meetings attended for publication within the AAR and for reporting back to our membership at a MLS Caravan meeting. Please use one report sheet per Committee meeting attended. Reports are due within 7 days after completion of the meetings. Remember, your report will be published on the AAR website and in the monthly magazine. Please send your report(s) to the EVP: Andrew@theaar.com

Director name: Mike Vachani

Committee name and position on Committee : Land Use, Property Rights & Environmental- Guest Member

Committee meeting date and time: Friday November 9, 2012 from 11:00 to 12:30

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Legislative and Regulatory Updates - National Flood Insurance
Outcome achieved: National Flood Insurance Program Passes for addition 5 years last May
- Item discussed: Waters of the US Update
Outcome achieved: Federal Jurisdiction of Waters have been expanded by giving EPA more control
- Item discussed: Building Labeling and Energy Efficiency
Outcome achieved: The program is in effect and is voluntary right now

Please summarize your meeting in one paragraph:

The purpose of the this committee is to discuss land use, property right and environmental issues with regards to both commercial and residential real estate. The meeting was spend giving the committee a Legislative and Regulatory Update. The items discussed were as follows: 1. National Flood Insurance Program - It was extended for another 5 years last May 2. Waters of the US - The EPA was given additional authority and control (although it is on hold right now) through an administrative route/guidance. The bill to control more of the waters was killed in Congress. 3. Building Labeling and Energy Efficiency - It is now in effect as a voluntary program. This issue with this program is it is not fair and does not compare buildings fairly and may adversely affect property owners. 4. Lead Paint Renovation, Repair and Painting Rule - This was put on hold for at least 3 more years until more research is conducted. Other items discussed were the use of eminent domain to seize mortgages. This is currently being discussed in San Bernardino, Ca.