



The Co-Evolution of 50 West CE Program & Happy Hour - June 14th

It was standing room only at the 50 West Event. Attendees heard from Managing Partner, **Bob Slattery, Jr.** and **Dustin Montgomery** from HCDC and **Mike Lemon** from Columbia Township about repurposing a very old facility for a very different use and challenges with build-out and preservation of building's history and regulatory challenges. Special thanks to **Gary Fisher, Megan Fair, and Pam Shroul**, all on the C&I Education committee that put this even together!

UPCOMING EVENTS...

Wednesday, August 1st @ 3pm

Nuts and bolts of saving energy for building occupants: Getting special financing to pay for it @ Fueled Collective @ Rookwood Exchange (3825 Edwards Rd., Cincinnati, OH 45209)

**** 2 hours CE planned for Ohio**

Thursday, September 13th @ 3pm

"Rising from the Ashes" - Learn How Nehemiah Manufacturing is Transforming Lower Price Hill @ Nehemiah Manufacturing (1907 South St., Cincinnati, OH 45204)

**** 3 hours CE planned for Ohio**

ADA Reform a Success Due to Members Like You



In February, Commercial members responded to NAR'S Call for Action on ADA Reform – thank you! As a result, the House of Representatives voted to pass HR 620, the ADA Education and Reform Act. HR 620 is designed to provide businesses an opportunity to fix alleged violations and halt the practice of "drive-by-ADA suits," in which attorneys hit many businesses with demand letters for small, easily curable infractions of the ADA. NAR will keep working with the Senate on crafting a companion bill with the goal to see this legislation passed into law. [Read more here](#)

Are you a Commercial Top Producer ??

To qualify for the **2017-2018 CRECGC Top Producer Club**, your application must demonstrate **involvement in \$2.5 million in listings, sales or leases.**

Qualification period: *October 1, 2017 through September 30, 2018.*

Applications must be received at the CABR board office (14 Knollcrest Drive, Cincinnati, OH 45237) **by October 12, 2018.**

Applications will be emailed to Designated REALTORS and by September 7, 2018.

Commercial Connections Spring 2018

Consumer spending impact on retail, changes to lending and tax reform, how to assemble great teams, and new NAR resources for members.

[Click here to read this issue of Commercial Connections](#)

State Tax Reform: 179 Deduction & Section 199a

Of particular significance to state REALTOR® associations are two deductions that will impact member businesses, the 179 and new 199A deductions which were modified by the Tax Cuts and Jobs Act of 2017. While several areas of federal tax laws will impact real estate, state tax laws will likely need to be updated as states will conform or deviate from the new federal tax laws. The tax treatment of business deductions may have an impact on state revenues. The Section 179 deduction provides an immediate write off for qualifying equipment or software purchased during the qualifying year. The new Section 199A deduction is for qualified business income which will allow up to a 20 percent deduction from certain net business income earned by sole proprietors, such as independent contractors, as well as pass-through businesses, including partnerships, limited liability companies (LLCs), and corporations. These two provisions are particularly susceptible to political negotiating at the state level. NAR will continue to provide resources on state tax reform measures. [Click here for more](#)

May 2018 Commercial Real Estate Outlook

[Click here](#) for presentation slides from Lawrence Yun's talk at the Commercial Real Estate Economic Issues and Trends Forum at the REALTORS® Legislative Meetings & Trade Expo in Washington, DC, on May 17, 2018.

Lawrence Yun is Chief Economist and Senior Vice President of Research at the National Association of REALTORS®.

Commercial Council 2018 Board of Governors

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[The Commercial Real Estate Council of Greater Cincinnati \(CRECGC\)](#) is a division of the [Cincinnati Area Board of Realtors®](#), a regional trade association dedicated to serving commercial and residential real estate interests throughout the Greater Cincinnati, Tri-State region.

We strive to make this region's commercial real estate community a more conducive environment for business.

Comprised of more than 300 commercial brokers and affiliated professionals, we are a member-driven, customer-focused service organization that exists to enhance members' ability to serve the public ethically, professionally and successfully.

We are dedicated to preserving and enhancing the rights of property owners.

We are affiliated with both the [Ohio Association of Realtors®](#) and the [National Association of Realtors®](#), representing more than **32,000** and **1,200,000 Realtor® members** respectively.



Benefits of Commercial Council Membership

Thank you for your continued membership in the Commercial Real Estate Council of Greater Cincinnati. Please note below many of the benefits included in your membership:

All benefits offered by the Cincinnati Area Board of Realtors – two memberships for the price of one!

- **FREE Commercial CE Courses - saving you money!**
- **Free – Four (4) Core Courses - saving you money!**
- **Access to Commercial Contracts – saving you money!**
- **Yearly opportunity to apply for Top Producer Club**
- **Access free monthly webinars from NAR - <http://www.realtor.org/commercial/educational-opportunities>**
- **Realtors Property Resource – (National online database of property) – available to all Realtor members - blog training section (left section of commercial page): <http://blog.narrpr.com/commercial/>**
- **CABR Affinity Programs - <https://www.cabr.org/your-membership/affinity-programs/>**

Code of Ethics Enforcement Process

The CABR professional standards review process is one of the most important benefits of REALTOR® membership. Those who pledge to uphold the Code, depend on the association to enforce the Code and educate Board members of their obligations of REALTOR® membership. The Cincinnati Area Board of REALTORS® has various options for Code of Ethics enforcement and addressing complaints that may or may not be possible infractions of the Code.

As a member of the Commercial Real Estate Council of Greater Cincinnati (CRECGC), you are also a member and receive benefits from a number of initiatives, programs and resources performed on your behalf by the following associations

The Ohio Association of REALTORS® (OAR)

State Lobbying - www.ohiorealtors.org/legislation/

Affinity Programs - www.ohiorealtors.org/the-ohio-realtors-advantage-member-benefits/

Education & Training - www.ohiorealtors.org/education/

The National Association of REALTORS® (NAR) - www.nar.realtor/commercial

Lobbying at the national level - www.nar.realtor/political-advocacy

Affinity programs - www.nar.realtor/realtor-benefits-program

Education & Training - www.nar.realtor/education

And much more

term REALTOR® ... wear it proudly.

Please welcome our newest additions to the 2018 Board of Governors; Susan Branscome, NorthMarq Capital, Spencer Kron, Sudbrack|Kron, and Chris Nactrab, Newmark Knight Frank.