

2019 OFFICERS:

President Alexis Crespo, AICP
Vice President Mary Gentile, CSM, CRX
Treasurer Bill Morris, P.E.
Secretary Kent Poli

2019 GOVERNORS:

Jason Brewer
Gordon Glover
Tim Hancock, AICP
Travis Merrick
Lori Moore
Justin Thibaut
Austin Turner
Past President Bev Larson, CCIM

BOARDROOM REPORT

News from recent REIS board meetings

Luncheon Programs:

Lee County's goals and challenges in 2019 will be addressed by Brian Hamman, vice chair of the Lee County Board of County Commissioners at the February 12th luncheon. Sponsored by [Chapman Insurance Group](#).

Economic opportunity zones will be explained by John Talmadge and Ruth Buchanan of the Lee County Economic Development Office, at the March 12th luncheon. Sponsored by [Roetzel & Andress](#).

The April 9th luncheon will feature a presentation on Emergency Preparedness by Lee Mayfield of Lee County Department of Public Safety. Sponsored by [IBERIA Bank](#).

REIS welcomes your program suggestions. Please share your ideas with [Mary Gentile](#), 239-275-4922, ext. 235.

Sponsorships:

Contact [Austin Turner](#), 239-344-1178, for information and availability of opportunities to sponsor REIS events.

Horizon Council:

John Talmadge has been named director of Lee County's Economic Development Office (EDO). Pamela Johnson will serve as deputy director of the EDO as well as deputy director of the Visitor & Convention Bureau (VCB) and Lee County Sports Development.

Scholarship Program:

REIS Scholarship Foundation is a 501(c)3 corporation and donations may be tax deductible. REIS manages the Foundation, which allows 100% of donations to be used for scholarships to local students pursuing an education in real estate or related fields. Learn more on the [REIS webpage](#) or Scholarship Chair [Kent Poli](#), 239-689-7174.

Membership:

All REIS memberships expired December 31st and those memberships not renewed are now being offered to applicants on the waiting list. If you have any questions please contact [Bill Burdette](#).

WATER POLICY COMMITTEE FORMED

This month, the Florida Association of Counties (FAC) formed a Water Policy Committee to take the lead in working with the state to recommend solutions and set policy priorities to protect our coastlines and natural resources. The Committee includes 38 county commissioners, including Bill Truex and Ken Doherty of Charlotte County, Penny Taylor of Collier County, John Ahern and Timothy Stanley of Glades County, and Larry Kiker and Brian Hamman of Lee County.

APPRAISAL THRESHOLD RAISED

President Trump signed the Real Estate Appraisal Harmonization Act which now links the Small Business Administration's appraisal threshold to the threshold for commercial real estate as established by bank regulatory agencies. The threshold has been raised from \$250,000 to \$500,000 and commercial transactions below that amount do not require an appraisal.

A GOOD TIMES FOR A GOOD CAUSE

The annual Paul Sands Memorial Invitational Slaw Dog Tournament held in December served up a great time and raised money for the REIS Scholarship Foundation, which funds the Paul Sands Memorial - REIS Scholarship program at Florida Gulf Coast University. The fun golf and social event is the major source of funding for the Paul Sands Memorial - REIS Scholarship program.



Golfers donned their gay apparel for the festive holiday tournament.

BEV LARSON, CCIM
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MAXWELL HENDRY SIMMONS
real estate appraisers & consultants

MARKET INTELLIGENCE

MarketWatch 2019

will be held February 26th at Hertz Arena. Local real estate experts analyze market trends, present research, and provide insights and predictions. Development and new home sales will be addressed by REIS member Randy Thibaut, ALC, residential real estate will be discussed by Denny Grimes, and commercial real estate will be presented by former REIS president Stan Stouder, CCIM. MarketWatch2019.com

NREI Market Outlook

National Real Estate Investor magazine has published the [Market Trends and 2019 Outlook](#) with insights from more than 50 major commercial real estate firms.

Regional Economic Indicator Reports

Monthly reports on Southwest Florida economic trends are published by the Regional Economic Research Institute at Florida Gulf Coast University and posted on the REIS website under [Resources - Reports & Documents](#).

DOWNTOWN REDEVELOPMENT

Fort Myers will be the focus of Part 2 of the ULI Series on the past, present and future of redevelopment in Southwest Florida's historic downtowns. Consultants and local government officials will discuss the status of efforts in Fort Myers River District, Dean Park and Midtown. The program takes place February 21st at the Collaboratory in downtown Fort Myers. The Series is presented by the Urban Land Institute (ULI) Southwest Florida chapter. Information and registration at www.swflorida.uli.org.

TAX DEDUCTIONS APPROVED

The Internal Revenue Service (IRS) issued final rules on the 20% deduction on pass-through income included in the Tax Cuts & Jobs Act of 2017. The rules confirm that the deduction applies to business income as a real estate agent or broker or if you operate as a sole proprietor or owner of a partnership, S corporation, or limited liability company. Rental property income also qualifies for the deduction, regardless of the income thresholds. Likewise for 1031 exchanges, where you can use the unadjusted basis of the depreciable portion of the property to claim at least a partial deduction, even if income exceeds the threshold levels in the tax law.

REIS 2019 BOARD ANNOUNCED



Seated, from left: President Alexis Crespo, AICP, Waldrop Engineering; Vice President Mary Gentile, CSM, CRX, LandQwest Property Management; Treasurer Bill Morris, P.E., Morris-Depew Associates; & Secretary Kent Poli, Busey Bank.

Standing, from left: Governors Travis Merrick, GFA International; Gordon Glover, Suffolk; Lori Moore, Roetzel & Andress; Jason Brewer, BB&T Bank; Austin Turner, Henderson Franklin; Justin Thibaut, Land Solutions; and Immediate Past President Bev Larson, CCIM, Lahaina Realty. Tim Hancock is not pictured.

REIS WELCOMES NEW MEMBERS

Please join in welcoming our newest members:


Andrew Anderson is a state certified property appraiser with Maxwell Hendry & Simmons and a candidate for Designation with the Appraisal Institute.

Richard King is Vice President - Property Management and Facility Services with Cushman Wakefield | Commercial Property Southwest Florida. He is a real estate broker and past president of BOMA Florida.

Membership information is on the [REIS website](#).

QUICK ACCESS TO AGENCIES

The [Resources section](#) of the REIS website provides direct links to state and local government agencies involved with real estate, economic development offices, professional organizations in the real estate development industry, and sources of demographic research and information. The section is also updated regularly with useful data and links to other sources.

 <p>239.514.4100 www.ForgeEng.com</p>	<p>Forensic Engineering Roof Consulting Building Sciences Geotechnical Engineering Environmental Engineering Construction Materials Testing</p>
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<p>Southwest Florida's Commercial & Residential Real Estate Team</p> <p>239. 690.4100 www.krisecg.com</p>	
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