

REAL ESTATE INVESTMENT SOCIETY

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Tim Hancock, AICP
Travis Merrick
Lori Moore
Mark Morris
Kent Poli
Past President Karen Miller

BOARDROOM REPORT

News from recent REIS board meetings

Luncheon Programs:

There will not be a luncheon in November, in favor of the Annual Social Event.

Collier County growth management will be the topic of the December 11th luncheon, with Mark Strain, Chairman of the Planning Commission and Chief Hearing Examiner. Sponsored by [Krise Commercial Group](#).

REIS welcomes your program suggestions. Please share your ideas with [Mary Gentile](#), 239-275-4922, ext. 235. If you are interested in leading the invocation and pledge at a luncheon, contact [Travis Merrick](#), 239-489-2443.

Sponsorships:

Contact [Kent Poli](#), 239-689-7174, for information and availability of opportunities to sponsor REIS events.

Annual Social Event:

The annual REIS party will rock Hammond Stadium on November 15th. Registration closes November 12th.

Reception for Lee Commissioners:

The popular bi-annual REIS Reception for the newly elected Lee County Board of County Commissioners will take place December 13th. The exclusive members-only event is sponsored by Edison National Bank and Henderson Franklin, Attorneys at Law. Invitations will be sent immediately after the general election in November.

Membership: Renewal notices will be sent via email in a few weeks. Please log in on the [REIS home page](#) and make sure that your contact information is current. All REIS memberships will expire December 31st and any memberships not renewed by January 4th will be offered to applicants on the waiting list. If you have any questions with your renewal, please contact [Bill Burdette](#).

REIS Address Change:

The new mailing address for REIS is P. O. Box 86, Fort Myers, FL 33902-0086.

PUT ON YOUR PARTY HAT!

The annual REIS Holiday Social is fast approaching. Join fellow REIS members and their guests for continuous live music with the popular band "After Hours," an incredible array of hors d'oeuvres, a full bar, and a rousing good time on November 15th, at Hammond Stadium in Fort Myers.

The party is exclusively for REIS members, who may each bring one guest. Admission is \$35 per person. Make your reservations now on the [REIS web site](#). Remember to log in on the home page in order to register.

The party is generously sponsored by:

[Henderson Franklin, Attorneys at Law](#)
[BB&T](#)
[Roetzel & Andress](#)
[Hans Wilson & Associates](#)
[GFA International](#)

Contact [Kent Poli](#) for sponsorship information.

REIS HONORS LEE COMMISSIONERS

REIS hosts a private members-only reception for the newly elected Board of Lee County Commissioners on December 15th at Edison National Bank on Cleveland Avenue, hosted by Edison National Bank and Henderson Franklin, Attorneys at Law. The festive bi-annual event provides an opportunity for REIS members to become acquainted with elected officials in a relaxed, social atmosphere. Invitations have been mailed and reservations are required. If you are a REIS member and do not receive an invitation, please contact Bill Burdette at info@reis-swfl.org.

GOOD TIMES FOR A GOOD CAUSE

The annual Paul Sands Memorial Slaw Dog Invitational takes place December 12th at Cypress Lake Country Club in Fort Myers. The fun golf and social event is the major source of funding for the Paul Sands Memorial - REIS Scholarship program. Anyone interested in participating as a player, socially or as a sponsor is encouraged to visit the [tournament web site](#) or contact [Lisa Sands](#).

BEV LARSON, CCIM
COMMERCIAL INVESTMENT OFFICE
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EMERGING TRENDS IN REAL ESTATE

ULI Southwest Florida presents the annual outlook for real estate investing and development in the coming year on November 16th in Estero. Speakers include: Andrew Warren, PwC Director of Real Estate Research; Kristine Smale, Senior Consultant with John Burns Real Estate Consulting; and REIS member Jeffrey Gage, CCIM, SIOR, MRICS, Senior Vice President of CBRE. swflorida.uli.org

SUPPORTING REIS SCHOLARSHIPS

The Real Estate Investment Society (REIS) was proud to be a sponsor again of the annual Southwest Florida Water Resources Conference in the spring. The event yielded \$300 to REIS, which the Board of Governors donated to the REIS Scholarship Foundation. The Foundation has also received donations from William Rollins, David Fry, Lori Moore, Jason Brewer, Kent Poli, Samantha Howes, Bev Larson, and Mark Morris.

The 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. See the [REIS webpage](#) for details.

LOCAL TAX INCREASES APPROVED

Lee County voters approved a half-cent surtax on sales tax to begin January 1st and last through 2028 with the revenue to support the school district. Collier County voters approved a one cent sales surtax for capital improvements to last 7 years or until \$490 million is raised. Cape Coral voted to finance a \$60 million bond for city parks which is estimated to increase property taxes .4 mill.

REIS WELCOMES NEW MEMBERS

Please join in welcoming our newest members:

Jennifer O'Neill, sales and manager with Vic's Painting & Reconstruction, experienced in building materials industry.

Douglas Waldorf, MBA, is a certified real estate lawyer with Grant Fridkin Pearson PA. He also teaches real estate law and lectures on real estate financing.

Charles Whittington is an attorney with Grant Fridkin Pearson PA, specializing in real estate and business law.

A limited number of REIS memberships are now available. Full information and application are on the [REIS website](#).

COMMERCIAL TAX CAP PERMANENT

Florida voters approved Amendment 2, making the current 10% cap on annual property tax increases for non-homestead properties permanent. The cap would have expired at the end of this year

NEW TAX DEDUCTION RULES

The Internal Revenue Service (IRS) conducted a hearing on October 16th regarding application of the Tax Cuts and Jobs Act for real estate brokers and owners of rental properties. The Act includes a 20% deduction from the net business income of sole proprietors and owners of S corporations, partnerships, and limited liability companies. The National Association of Realtors has asked the IRS to make the deduction available to all real property rental activity. Also, although the Act bars the deduction from those who provide "brokerage services," the IRS is proposing rules to allow the deduction for real estate and insurance agents or brokers. The IRS expects to finalize regulations for the 2019 tax filing season.


FLOOD INSURANCE EXPIRING

The National Flood Insurance Program (NFIP) will expire November 30th if not reauthorized by Congress. Existing policies would remain in effect but new policies would not be issued, creating havoc in the real estate market. The program has experienced numerous short term extensions as Congress has failed to enact reforms to make it solvent and sustainable for the long term.

REIS MEMBERS MIX IT UP

Members of REIS, the CCIM Chapter, CREW, and Lutgert College of Business came together November 8th for a social networking event in Estero.





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