

# Commercial Data Exchange

www.commercialdataexchange.com

February-March 2012 Issue #22

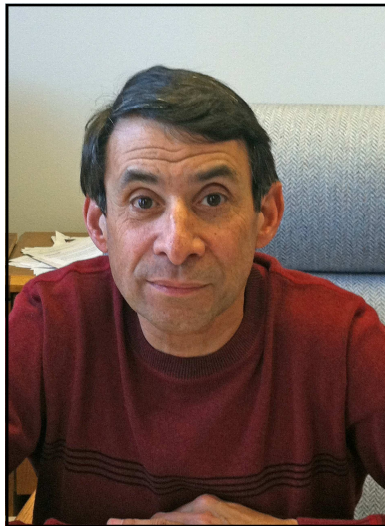
7232 Balboa Blvd., Van Nuys

## Guest Speaker DAVID NEWMAN

In the middle of the busiest tax season, with all the new regulations, he took time to address our Commercial Meeting. He was also kind enough to provide us with a great and most helpful hand-out. His hand-out was entitled "How do you plan your business taxes when the tax laws are in flux?" Then he was gone, wasting no time getting out the door, a busy man.

His comments covered Section 1031 Exchanges, Cost Segregation Studies, Depreciation, LLC versus "C" Corporation versus "S" Corporation, Alternative Minimum Tax (AMT) and Income Taxes on Sales, also Estate Tax Issues.

Perhaps the most attention we paid was when he covered Independent Contractor status, and what we should look for: (a) Behavioral Control, how much control do you have over



**David B. Newman, CPA**  
Member, American Institute of Certified Public Accountants  
Member, California Society of Certified Public Accountants

→ your Agents, (b) Financial Control, do you exert control over the financial and business aspects of your agents, and (c) Type of Relationship, how the agents and the business owner perceive their relationship. In addition, all annual payments of \$600.00 or more have to be reported to EDD.

**Questions?**  
Call David Newman  
818-883-4200

**The Commercial Data Exchange Meeting**  
Is held the 3rd Tuesday of every month  
at 8:15 AM at

**Southland Regional Association of Realtors**  
(Main Auditorium)  
7232 Balboa Avenue  
Van Nuys, CA 91406  
**Central Valley Location**  
**Great Parking**  
**Lots of Seating**  
**More Agents to pitch Listings & Wants too!**

## **THIS IS A NETWORKING MEETING WITH GREAT GUEST SPEAKERS**

Bring your Flyers  
Pitch your Listings  
And your Wants  
If you would like a Power Point presentation

**Arnie Garfinkel**  
at All Star Group, is our Power Point guru, and he can be reached at  
**323-728-7700**

**Need more information?**  
Call SRAR  
**818-786-2110**

## INTEREST RATE INDEX FOR COMMERCIAL REAL ESTATE

Rates effective February 24, 2012

*Arnie Garfinkel 323-728-7700*

Index	Prime	C.O.F.I.	12 MTA	6 mo. LIBOR	30 yr Treasury	10 yr Treasury	7 yr Treasury	5 yr Treasury
Rate	3.25%	1.221%	0.169%	0.753%	3.10%	1.98%	1.40%	0.89%

### SANTA CLARITA VALLEY

Their Networking Meeting is always held on the last Thursday of the month. Bob Khalsa runs the meetings, a knowledgeable Broker, very involved in Commercial Real Estate, in both Valleys.

To reach **Bob Khalsa**, and learn more about commercial meetings in the Santa Clarita Valley

661-260-3911  
www.bobfoxbat@gmail.com

#### **MARCH SCHEDULE Commercial Networking**

Tuesday, March 20  
8:15 AM, SRAR Auditorium  
Continental Breakfast  
Free Parking  
Speaker:  
**Stuart Lorch, AAI**  
*Topics*  
Propositions 51 & 104  
Driver Education  
California Earthquake  
Authority  
Workers Compensation

### NORTH LOS ANGELES COMMERCIAL NETWORKING MEETING SANTA CLARITA VALLEY

February 28, 2012 marked the anniversary of the start of these Commercial meetings. The event was celebrated by a sit-down lunch at the IHOP Restaurant at Stevenson Ranch. It was such a popular event that, unfortunately, people were turned away, no room. This Forum is designed for Brokers, Agents, Investors, Vendors, and other specialist in the real estate industry. Bob Khalsa, pictured below, is the leader of these meetings. "It is painful turning potential attendees away. Apparently the space problem is on going, and will have to be address," he said.



### UPCOMING CLASSES ON COMMERCIAL REAL ESTATE

**3/14/12:** Commercial Financial Analysis 10-12 PM  
Speaker: Brendan Erickson—  
No Cost

**3/28/12:** Lending for Commercial & Investment Real Estate. 9-12 PM. (2012 Commercial Education Series) Cost: \$25.

### NEED MORE INFORMATION?

On classes in the  
San Fernando Valley:

**The class costs \$25.00 each**

All Classes held 9:00 AM to 12:00 Noon, at the SRAR Headquarters at 7232 Balboa Blvd. Van Nuys, CA 91406. For more information and to obtain a Registration Form contact the **Education Dept.** at:

**818-786-2110**

#### EDITOR

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