

# The Voice

## Monthly Newsletter



*The Voice of the 1031 Industry*

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## President's Message

### Jim Miller, Investment Property Exchange Services, Inc. (IPX1031)

The FEA is seeking regular Board of Director positions for three-year terms beginning in September 2023. We have four openings for Regular Member Directors and one for an Affiliate Director. Board service is a great way to meet other professionals and serve our industry. Interested members should complete an application and return to [director@1031.org](mailto:director@1031.org) by May 31, 2023.

Joining a committee is another way to learn more about the FEA, our members, and the industry, and it provides a rewarding opportunity to network with and learn from industry colleagues. Getting involved is a meaningful way to invest in your business career and develop your leadership skills. Finally, committee involvement is a great step toward a leadership position on the FEA board.

Here is a listing of some of the committees in the FEA, their primary functions and/or current projects:

- **Education** – Plans and conducts the spring webinar series and is currently working on a study guide to assist potential CES candidates.
- **Membership** – Follows up with membership prospects and non-renewals.
- **Marketing and Communications** – Currently coordinating with the Membership Committee to market the new professional membership category. This is a very important source of new FEA members as well as a way for you to deepen relationships with attorneys and accountants that you work with.
- **Government Affairs Committee** – Conducts educational fundraisers for influential members of Congress and monitors events and potential legislation impacting 1031 at the federal and state levels of government.
- **Conference Planning** – Plans the Midyear and Annual Conferences.
- **CES Council** – Plans and conducts the fall webinar series, conducts CES examinations and manages the CES designation.
- **Nominations** – Identifies future leaders for the FEA and fills open board seats.

For more information and to sign up for a committee, [click here](#). The future of the FEA and your industry depend on YOU!

**FEA Call for Board Nominations**

## The FEA is now accepting applications for the Board of Directors Openings available for three-year terms beginning in September 2023

FEA has four (4) openings for Regular Member Directors and one (1) opening for an Affiliate Director. We are seeking board applicants who:

- Care about the future of §1031 and the Qualified Intermediary industry.
- Have creative ideas to help increase membership and involvement in the FEA.
- Want to contribute to the conversation in Washington and on the state level about tax and regulatory issues.
- Are willing to educate and inspire others in the industry through participation and presentation at the annual conference, regional meetings and other FEA sponsored education events.

### What you need to do:

Fill out the 2023 Board Application - [online application](#) OR fill and email [this PDF](#).

Please also include a recent photo and short bio.

Please read all [of the criteria here](#) ([downloadable PDF](#))  
for board service outlined on the form & board expectations.

Submit this form via email by May 31, 2023, to [director@1031.org](mailto:director@1031.org).

Questions? Contact our Nominations Chair, Jeff Peterson [jeffp@cpec1031.com](mailto:jeffp@cpec1031.com).



## GAC Update: Section 1031 Targeted in Debt Ceiling Negotiations

As debt ceiling negotiations continue in Washington, it has been reported that while Republicans remain opposed to tax increases, the White House has continued to push tax increases.

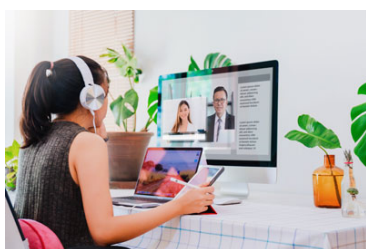
On Sunday, May 21, President Biden [sent out a tweet](#) targeting Section 1031. In it, he outlined his plan, which includes “eliminating real estate loopholes” to cut the deficit by \$19 billion.

Dave Franasiak and his team at Williams & Jensen continue to talk with Democrats in Congress about the President’s plan. They have heard that Democrats in Senate Leadership and on the Senate Finance Committee and House Ways and Means Committee are not being consulted by the White House in their negotiations.

GAC leaders are asking FEA members to send a letter advocating for 1031 to officials in Washington through our [take action link](#) on [1031buildsameric.org](http://1031buildsameric.org). Educating our policymakers about the economic benefit of like-kind exchanges is important, particularly during times like the present when access to capital is being tightened and transaction activity has decreased.

In addition, the Section 1031 coalition has been alerted to Biden’s proposal of 1031 in the debt ceiling negotiations. The coalition is made up of multiple associations that have an interest in preserving Section 1031. FEA and the coalition will continue to monitor and respond to the situation in Washington and will provide updates as events unfold.

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## Spring Webinar Series

Do you need continuing education? The FEA Education Committee spring webinar series is underway. You can register now for the following webinars. If you have questions, please contact Kerigan Hunziker at [meetings@1031.org](mailto:meetings@1031.org).

**May 31, 2023, 12pm ET**

**C.Y.B.E.R. - Can You Be Entirely Ready?**

Jonathan W. Biggs, J.D., Investors Title Insurance Company

[Register Now](#)

**June 14, 2023, 12pm ET**

**Anti-money Laundering – tentative**

Speaker: TBD

[Registration  
Opening Soon](#)

[View All Upcoming Events](#)

## Sponsorship Opportunities: FEA Annual Conference

**Save  
the  
Date**

2023 FEA  
Annual Conference  
**September 19-21, 2023**  
Eldorado Hotel & Spa  
Santa Fe, New Mexico



Registration will open in early July for the FEA 2023 Annual Conference at the Eldorado Hotel and Spa in Santa Fe, New Mexico, Sept. 19-21. The Conference Planning Committee has been busy finalizing the agenda and coordinating speakers. Committee members will release additional details about the agenda and speakers as soon as they are confirmed.

[Book Your Room](#)

[Sponsorship Opportunities](#)

## Welcome New Members

**Regular Member**  
**1031 AES, LLC**  
Woodbury, New York

**Affiliate Member**  
**Flagstar Bank**  
New York, New York  
[www.flagstar.com](http://www.flagstar.com)

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## Affiliates First

FEA thanks our Affiliate Members for their support of our FEA members and the 1031 exchange industry. In return, FEA members are encouraged to support our Affiliate Members.

[View Members](#)

## Affiliate Spotlights



**Equilus Capital Partners, LLC**  
636 Valley Mall Parkway, Suite 200  
East Wenatchee, WA 98802  
(509) 665-8649  
[www.equiluscapital.com](http://www.equiluscapital.com)

Equilus Capital Partners, LLC is a wealth management company. We believe that the true essence of wealth is creating income streams and minimizing taxes. Over the years, we have observed that investor portfolios that had real estate outperformed those that didn't by up to 30%. Equilus Capital Partners was formed out of the conviction that real estate is a key component to growing and protecting investor wealth. We acquire income-producing commercial real estate and make it available for a fraction of the investment to qualified investors.

We sponsor Fund Offerings that include both short-term and long-term investment opportunities in commercial real estate. This is in addition to the sponsorship of our own Delaware Statutory Trust. Our targeted annual rate of return is five to six percent for our investors. Our investment properties are sourced from commercial real estate sectors. Each property of interest is thoroughly vetted prior to the acquisition. The properties in our funds are professionally



**Flagstar Bank**  
565 5th Avenue, 16th Floor  
New York NY 10017  
Phone: (646) 822-1949  
[www.flagstar.com](http://www.flagstar.com)

Flagstar Bank, N.A. operates 435 branches across multiple states, including strong footholds in the Northeast and Midwest and with exposure to high growth markets in the Southeast and West Coast. Its division, Flagstar Mortgage, operates nationally through a wholesale network of approximately 3,000 third-party mortgage originators.

New York Community Bancorp, Inc. is the parent company of Flagstar Bank, N.A., one of the largest regional banks in the country. The Company is headquartered in Hicksville, New York, with regional headquarters in Troy, Michigan. By March 31, 2023, the Company had \$123.8 billion of assets, \$82.5 billion of loans, deposits of \$84.8 billion, and total stockholders' equity of \$10.7 billion.

managed and maintained to stimulate the appreciated value for the benefit of our investors.

We take a macro advisory approach when working with a client. This means that we like to include the client's professionals in the planning so we can avoid cross-advisor gaps. Professionals like the Real Estate Broker, Attorney, CPA, QI, and Financial Planner are included to ensure the best possible outcome for the client. In certain situations, and given enough time, we may be able to customize a Delaware Statutory Trust to a particular investor or group of investors.

**Contact:** Joel Frank, [jfrank@equiluscapital.com](mailto:jfrank@equiluscapital.com)

In March of 2023, the Federal Deposit Insurance Corporation (FDIC) entered into a purchase and assumption agreement for substantially all deposits and certain loan portfolios of Signature Bridge Bank, N.A., by Flagstar Bank, N.A., a wholly owned subsidiary of New York Community Bancorp, Inc., Hicksville, New York. The transaction resulted in the enhancement of a substantial commercial bank with significant expertise, experience and resources.

**Contact:** Glenn Greenberg,  
[ggreenberg@signatureny.com](mailto:ggreenberg@signatureny.com)

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## FEA 1031 PAC: Upcoming Fundraisers



The FEA 1031 PAC is hosting the following virtual fundraisers for members of Congress. For more information, contact Kimberly Steenhoek at [director@1031.org](mailto:director@1031.org).

**Tuesday, May 30 – 11:30 – 12:15pm ET**  
**Rep. Beth Van Duyne (R-TX)**  
**Virtual event**

**Tuesday, June 13 – 5:00 – 5:30pm ET**  
**Rep. Lloyd Smucker (R-PA)**  
**Virtual event**

The FEA 1031 PAC contributes to members of Congress of both political parties and is funded by eligible individual employees.

To become eligible, individuals must be employed by FEA member companies that have filed a Permission to Solicit form. A Permission to Solicit form is required by the Federal Election Commission before FEA can solicit eligible employees of member companies. Member companies are only permitted to grant one trade association permission to solicit their employees per calendar year.

FEA Member Key Contacts can find a Permission to Solicit Form [here](#).

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**Federation of Exchange Accommodators**  
[www.1031.org](http://www.1031.org)

