

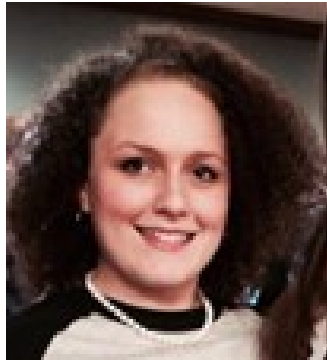
# The Voice

## Monthly Newsletter



*The Voice of the 1031 Industry*

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## President's Message

### Amanda Schmunk, Homestead Escrow and Exchange Company

Elections, changing weather, and preparation for the end of year holidays often take over the month of November, and this year seems no different. We are not in an election year this year, but the 2024 election is already looming, the colder weather has come in for much of the country, and from Halloween (1031 Day in our world) to New Years, the holidays seem to be in full swing.



One element that made November even more exciting in my world personally was the arrival of my son, James Joseph Schmunk, on November 3rd. I joked with some members at our annual conference that knowing my luck and current position as president of the FEA, watch my son come on 1031 day (October 31), but he held out to that Friday the 3rd. For those that have reached out, I have tried to stay away from work emails this past month to be with my husband and new son, but appreciate all of the messages and well wishes.

As we are all busy with end of year exchanges, and the holiday season, I encourage all of our members to do three things this month, First, thank one of your staff or coworkers. This can be a busy and stressful time of year for exchanges, and many of us could not do what we do without the help of our staff or colleagues.

Second, do something festive for the holiday of your choice. With the increased end of year volume, I can find it easy to “live at the office,” but that is not what is best for you or your clients, let alone your family and friends. Taking time to do something you enjoy, even if it is as small as getting a coffee and looking at holiday lights for an hour one evening, can be a huge mental refresh and reset to get you through to the new year.

Finally, think about the FEA and how you want to get involved or benefit the FEA in 2024. Whether that be from joining a committee, recommending professional membership to someone you know that works with 1031 exchanges, or donating to the PAC, the FEA can be stronger with you in it, and I look forward to seeing how each of us can increase our commitment to the strength of the FEA in the coming year.

I wish you all a happy holiday season and hope to see many of you on committee meetings in the new year!



## Holiday Office Hours

The FEA office will be closed December 22, 2023 through January 2, 2024.

Emails will be checked infrequently during this time for any urgent matters. We wish all FEA members a happy and safe holiday season.



## 2024 Membership Dues Renewal

FEA members, have you renewed your membership for next year? 2024 dues renewal notices were emailed to key contacts at each FEA member organization in November. Unlike previous years, the forms were sent via email and can be completed online.

The FEA board voted to keep dues rates at the same level for 2024. In addition, FEA is not asking for additional membership contributions this year since the organization has met its goals for restricted operational and government affairs reserves.

If you have any questions about the FEA dues renewal process, please contact Kelly Kipping at [staff@1031.org](mailto:staff@1031.org).

## FEA Names New Membership Co-Chairs



*Mark Adams*  
*First American Exchange Company*



*John Starling*  
*National Realty Exchange*

The FEA Membership Committee is welcoming two new co-chairs. Mark Adams of First American Exchange Company and John Starling of National Realty Exchange will be leading the Membership Committee this year. Both are already at work reviewing new membership applications and following up with potential professional advisor members who expressed interest at the membership table FEA sponsored during the Jeremiah long Advanced 1031 Seminar in October.

Thank you to former Membership Co-Chairs Tojja Beutler and Al Caporale for their dedication and commitment in recruiting new members and overseeing the membership application process for the past several years. FEA wishes Tojja all the best as she prepares for retirement in the upcoming year and looks forward to Al's leadership as he prepares to become the next FEA President in September 2024.

# FEA Promotes New Membership Categories

## Individual Membership

FEA's new individual membership category is already undergoing some changes for 2024. This year, employees of FEA member companies will be eligible to become individual members of the FEA at no additional charge.

Individual members will receive exclusive individual member benefits and will have the opportunity to vote for a seat on the FEA board of directors at the 2024 annual meeting.

Any individual who is employed by a FEA member company is eligible to become an individual member. Watch for more details in the next few months about how to affirm your individual membership and receive individual membership benefits in 2024.

## Professional Advisor Membership

FEA is also actively promoting its new professional advisor membership. The professional advisor membership is available for only \$250 a year for those who provide tax or legal advice to exchangers, rather than providing or advertising their services as qualified intermediaries.

FEA is encouraging QIs to think of attorneys or accountants in their network and ask them to consider joining the FEA as a professional advisor member.

For more information about either of these new membership categories, please contact Kimberly Steenhoek at [director@1031.org](mailto:director@1031.org).

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## Fall 2023 Webinar Series

The FEA's 2023 Fall webinar series continues with one-hour webinars approved for CES® credit hours.

***The cost per credit hour is just \$39 for CES® Designees and \$45 for all others. Once you register for the webinar, you will receive a separate follow-up email with login information. If you do not receive an email, please check your spam folder.***

### **Upcoming Webinars:**

Tuesday, **December 12, 2023 - 12:00 PM EST**

[CES Council Ethics Roundtable Webinar](#)

CES® Councilmembers

Thursday, **Dec 14, 2023 - 12:00 PM EST**

[Some Trouble in Delaware – a serious problem with some DSTs and the special nature of investment trusts Webinar](#)

David Medinets, Esq., CES®, Madison Exchange, LLC

Tuesday, **Dec 19, 2023 - 12:00 PM EST**

[Seller Financing and Rev. Proc. 99-5 and 99-6 Webinar](#)

Matthew E. Rappaport, Esq., Falcon Rappaport & Berkman LLP

Thursday, **Dec 21, 2023 - 12:00 PM EST**

[Best Practices Webinar](#)

Matthew E. Rappaport, Esq., Falcon Rappaport & Berkman LLP

Tuesday, **Dec 26, 2023 - 12:00 PM EST**

[Mitchell Webinar](#)

Christina Weed, Esq., Weed Law Group

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## Welcome New Members

### Regular Members

**Directrust® 1031**

**Exchange Services**

St. Charles, IL

[www.directrust1031.co](http://www.directrust1031.co)

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## FEA 1031 PAC

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

The FEA 1031 PAC has sponsored or contributed to 19 fundraisers for congressional candidates in 2023. The events are important opportunities for FEA members to educate members of Congress about the importance of Section 1031.

To become an eligible employee, 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](#).

For more information, please contact Kimberly Steenhoek at [director@1031.org](mailto:director@1031.org).

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## Affiliate Spotlights



**Clark Wealth Strategies, Inc. | Fiduciary 1031 Exchange Solutions**

1918 N. 203<sup>rd</sup> Street, Suite 100

Omaha, NE 68154

(402) 504-3531

[www.Fiduciary1031.com](http://www.Fiduciary1031.com)

Experience the Fiduciary 1031 Difference. Clark Wealth Strategies, Inc. provides clients with methodical, fiduciary guidance throughout the entire 1031 exchange process. We operate in accordance with the fiduciary standard and are required by law to put our clients' interests ahead of our own. We take this standard seriously and continually strive to be a trusted advisor, providing conflict-free advice and objective 1031 exchange solutions.

As an independently registered investment advisory firm, we are not beholden to any one sponsor or solution, and that allows us to customize Delaware Statutory Trusts or other strategies in the best interests of our clients.

Our unique fiduciary 1031 process resonates with FEA members, as we share a common desire to facilitate successful 1031 exchanges. Over the last several years, we have worked side by side with many of you, and look forward to meeting many more FEA members in 2023.

Contact: David B. Clark, [dave@clarkwealthstrategies.com](mailto:dave@clarkwealthstrategies.com)



FALCON  
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BERKMAN<sup>LLP</sup>

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At Falcon Rappaport & Berkman LLP (FRB), we believe great results begin with great relationships. Every matter begins with a clear focus on our client's goals. Our fully integrated solutions are designed to incorporate the bigger picture of your challenges and aspirations, ensuring optimal results. This collaborative approach works because your success defines ours. FRB features thought leaders in the Section 1031 space who can structure any solution the law allows. For private equity sponsors, FRB helps expand the investor base from which a fund can accept capital. Section 1031 issues for which clients consult FRB include: "reverse" Section 1031 exchanges, drop-and-swaps, exchanges into and out of private equity investments, Section 1031 exchanges in S-corps, development and "build-to-suit" exchanges, and navigating Section 1031 and FIRPTA for foreign investors.

We pride ourselves on filling the gap where others may have missed critical nuances, and attracting clients and professionals who value a respectful, intelligent and inclusive environment. Our firm's culture is one of unwavering commitment, genuine caring, and delivering more than clients expect, but everything they deserve.

FRB is a full-service business law firm that combines the deep knowledge and understanding of attorneys who proudly advise clients seeking solutions to their most complex matters. FRB differentiates itself by approaching matters with a level of depth and variety of skills unmatched by typical advisors, following through on a firm-wide commitment to excellent service, offering access to thought leaders in numerous areas of professional practice, and engaging in a partnership with clients to develop and achieve their goals.

Contact: Matthew E. Rappaport, Esq., LL.M., [mer@frblaw.com](mailto:mer@frblaw.com)

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**Message from Executive Director Kimberly Steenhoek**





As I wrap up my year transitioning to executive director, I'm thankful to all of the FEA members, leaders and staff who made my first year such a good one. I appreciate the dedication and many hours FEA's volunteer leaders give to this organization. Your work ensures that FEA remains a growing and vibrant association that provides value for its members.

I also want to thank the many leaders and members who contributed to FEA's government affairs efforts over the past year. Your participation in Hill visits and fundraisers plays a vital role in educating government leaders about the importance of like-kind exchanges. These advocacy efforts are critical to fully preserving Section 1031.

As we celebrate the holidays, please note that the FEA offices will be closed December 22, 2023 to January 2, 2024. I will be checking emails during that time for any urgent matters, although my response time may be delayed.

I wish you and your family all the best this holiday season. As always, if you have any questions, please feel free to email me at [director@1031.org](mailto:director@1031.org).

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

