

RCA IS DELIVERING ON THE PROMISE

REALTORS® Commercial Alliance (RCA) - The commercial division of NAR

ISSUE 12 – AUGUST 2008

SACS – Share a Commercial Success

REALTORS® Commercial Alliance of Burlington-Alamance County Association of REALTORS®

Starting an RCA

Burlington is located in Alamance County in the Central Piedmont Area of North Carolina. With only a 3.5 hour driving distance east to our beautiful Carolina coastline and the same distance west to our majestic Smokey Mountains it is a perfect location for living and for business. We have the I85/40 corridor that cuts through our county just minutes to the South of downtown Burlington and access to I95 is just a short distance away. Our greatest natural resource is WATER. While all of North Carolina experienced severe drought conditions in 2007, we were blessed with only a few weeks of water restrictions. By contracting with and selling water to several of our adjoining counties, the Burlington-Alamance county area was able to receive huge revenue opportunities for our local economy. These mixed factors of being located in the center of the State, the two interstate systems running through the edge of our area and our abundance of water resources opened doors of interest from Commercial/Industrial Developers and large companies relocating their businesses to our area.

In 2003, a couple of other licensed Real Estate Brokers and I had a vision of a local professionally organized Commercial Group that would be available to service the needs of our local Commercial/Industrial buyers and sellers as well as other Commercial/Industrial Developers who might be interested in locating their businesses in our area. We had several meetings at local restaurants and had the insight to invite State and Local leaders to speak and/or attend our meetings. Our first goal was to get our local Chamber of Commerce organization heavily involved with our group and to coordinate a plan to service any and all inquiries. Results of our efforts were overwhelming and soon we were well on our way to something great and good for our community. Carol Belton, our local Residential Board Executive Officer, has a vast knowledge and years of experience in working with the Rules & Regulations of our State and National Association of REALTORS®. I solicited her help to assist us in making our dream come true. Thankfully, she jumped right in and we put our heads together to get By-Laws, Rules & Regulations and forms organized as a local RCA board and to be registered with the State of North Carolina and the National Association of REALTORS®.

The REALTOR® COMMERCIAL ALLIANCE OF BURLINGTON-ALAMANCE COUNTY ASSOCIATION OF REALTORS® was officially organized on December 8th, 2004. Today, almost four years later, we are 37 strong in number with paid membership from local Commercial brokers as well as community leaders and local business affiliate members. We have monthly meetings with top of the line guest speakers. Today we are actively engaged in the professional Commercial Brokerage in our community and have recently combined our efforts with the Greensboro,



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High Point and Winston Salem RCA organizations in sharing information about available properties, combining our monthly meetings and involving and encouraging each RCA membership to participate in Continuing Education opportunities and social events. Our goal is to get to know each other better and to build a strong Commercial/Industrial Real Estate business. On April 29th, 2008 we received the official notification from the National Association of REALTORS® Commercial Division that our application for Commercial Accreditation had been approved. The cooperative efforts and attitude of local Real Estate Commercial Brokers and affiliates helped us reach our goal of sharing information and co-brokering all of our deals. Because of everyone's hard work, determination and cooperation EVERYONE WINS and our DREAM was brought to fruition.

For more information, please contact:

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