



The Voice of the 1031 Industry

2017 – 2018 FEA HIGHLIGHTS

Your Board of Directors, staff, partners and member volunteers have worked hard for the benefit of our FEA members and the 1031 industry since we last met. Below please find a summary of some of our efforts and accomplishments. Be sure to also see our separate GAC Recap.

QI Member Services

- Updated the “FEA Member Guide to Internal Controls and Procedures for Handling Exchange Funds” to address the changing needs related to cybercrime.
- Recognizing there is strength in numbers, we initiated a membership recruiting campaign and offered first year incentives for prospective new members to join FEA.
- Integrated FEA’s website and database which saved staff hours and allowed us to use those hours for more important tasks related to member services.
- Provided additional value to our affiliate members through enhancements to the FEA website to make it easier to identify and find our affiliate members and including both affiliate member spotlights and education articles in our “The Voice” newsletter.

Education and Annual Conference

- In addition to our “The Voice” member communication, FEA launched our timely Government Affairs newsletter to provide breaking news and analysis to members related to our efforts to preserve Section 1031.
- Educated our members on the Tax Cuts and Jobs Act through webinars that provided a review of its impact on 1031 exchanges as well as an overview of the new law.
- Introduced a reverse exchange boot camp with more than 70 attendees in two years.
- Hosted our best attended conference in nearly a decade and generating a small profit thanks to the support of our many valued affiliates and sponsors.
- For the first time, offered a first-time attendee discount for the 2018 Annual Conference.
- The 2018 Annual Conference has 21 sponsors, 35 boot camp attendees for one or both sessions and 168 conference attendees, including 21 first-timers.
- Provided useful information to help FEA members run their business, such as cybersecurity topics, wire transfer scams, ethics, analysis of tax cases and disaster extensions, in our “The Voice” newsletter.

Professionalism of the 1031 Industry and FEA Membership

- 2018 marks the 15th anniversary of the Certified Exchange Specialist® Program, a voluntary certification and continuing education program implemented by FEA in 2003. The CES® Program has given Designees a way to differentiate themselves from their competitors while demonstrating their knowledge of Section 1031 and its practice through independent third-party testing. Any exchange practitioner that meets the eligibility requirement is invited to apply to sit for the examination.
- Five candidates earned the CES® designation in the last year.
- Initiated an ongoing project to highlight the important role of an FEA QI and the value we provide to all parties to the exchange transaction.

Association Governance

- Provided more transparency by posting all Board meeting minutes, committee meeting minutes and association financial statements in the members only section of the FEA website.
- Recommended changes to the FEA bylaws to cap board service to two three-year terms to ensure there the Board continues to have fresh input and energy from new members.
- The CES® Certification Council welcomed five new members



*The Certified Exchange Specialist® Program is
Celebrating its 15th Anniversary.
2003 - 2018*



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Federation of Exchange Accommodators
1255 SW Prairie Trail
Ankeny, IA 50023
Phone: (515) 244-6515
Fax: (515) 334-1174
www.1031.org