

CCIM CONNECTIONS

Your Professional Commercial Investment Real Estate Source

Fall 2018 President's Message



**Minnesota/Dakotas
CCIM Chapter**

CALENDAR

Oct 30, 2018

PAST PRESIDENT LUNCHEON
MINIKAHDA CLUB
3205 EXCELSIOR BLVD
MINNEAPOLIS, MN 55416
12:00 PM - 2:00 PM

Nov 5 - 8, 2018

CI 102: MARKET ANALYSIS FOR
COMMERCIAL INVESTMENT
UNIVERSITY OF ST. THOMAS
1000 LASALLE AVE
MINNEAPOLIS, MN 55403
8:30 AM - 5:30 PM

Dec 13, 2018

HOLIDAY EVENT
TOP GOLF
6420 N. CAMDEN AVE
BROOKLYN CENTER, MN 55430
4:00 PM - 7:00 PM



2018 continues to be a very enjoyable year as Chapter President! The year has flown past with many new things happening. We are always looking for ways to grow and improve the Chapter. Feel free to reach out to me directly with any ideas, thoughts or questions.

CCIM had its Leadership Training in Chicago. Our Chapter Executive Committee was well represented. Chapter Vice President **Mark Robinson, CCIM**, Director/2019 Chapter Secretary/Treasurer **Frank Clark, CCIM** and I all attended. The trainings were helpful to maintain our Chapters knowledge and capabilities in our Executive Committee and to develop relationships regionally and nationally that will help our Chapter in the future.

Our Membership Committee continues to develop creative ways of growing our Chapter. The Committee members recently obtained Board approval and released a new campaign to attract interested prospective members. For current non-members who pay for 2019 dues now, those new members will receive the remainder of 2018 with 2019. That way, new members joining now can take advantage of all the remaining 2018 member benefits such as free member happy hours, and our 2018 holiday party.

The new Committee comprised of several past-Chapter Presidents and myself has set up a Past-Presidents luncheon which will be held at the Minikhada Club on Tuesday October 30th, thanks to two-time Past President, **Whitney Peyton, CCIM**. Invitations have been delivered to those invited to this special Chapter appreciation event. If you are a Past-President, and haven't heard about this event, PLEASE CONTACT ME immediately as we haven't heard from a couple of you. We are working on one other initiative and more will be shared as this develops. This is a very interesting development we are looking forward to sharing soon.

The Annual Symposium is our premier event that is run each year by our President-Elect. I enjoyed running our event for the first time at the Guthrie Theatre last year. Our current President-Elect, **Chelsie Johnson, CCIM**, General Manager at Artis REIT, did a fantastic job with this year's Symposium at the Guthrie Tuesday, October 2, 2018. We all enjoyed the event as well as the reception on the Endless Bridge. Excellent work Chelsie and the Symposium Committee!

Our Chapter held all four CCIM courses this year and awarded scholarship for each of them. **Chelsie Johnson, CCIM** or I have spoken to each class, sharing the benefits of Chapter membership. We have invited all course attendees plus our Chapter members to a happy hour on the Chapter, all of which have been well attended and great networking opportunities. Please join us for our next Chapter Member Happy Hour at The Local, November 7th at 4:30 p.m.

We want to welcome newest member to our Chapter Board, **Amy Hanson, CCIM** with Clifton Larson Allen, who will be working closely with **Jacquie Williams**, our fantastic Chapter Administrator, with our Chapters marketing efforts!

Finally, I am pleased to report our Chapter continues to be financially very strong. We have been able to broaden our value to Chapter members because of this financial strength. The best thing we can do while the market is also strong is to grow our membership. If you know someone who could benefit from Minnesota-Dakotas chapter Membership, please have them reach out to me directly. I would be more than happy to meet with them.

Thanks again for the privilege of being your 2018 Minnesota-Dakotas Chapter President and I look forward to talking to you personally at one of our many upcoming events.

Sincerely,

Chris Jacobson, CCIM
2018 CCIM Minnesota/Dakotas
Chapter President

Habitat for Humanity Event

The Minnesota-Dakotas CCIM Chapter partnered with Habitat for Humanity in June to help an existing homeowner in South Minneapolis to make home repairs and keep the family in their home. There was a group of 14 people who came together and volunteered their entire day to make this happen. Thank you volunteers!



Big thanks to the CCIM volunteers who helped rebuild a home for a family in Minneapolis



“ MY FAVORITE PART WAS MEETING NEW PEOPLE AND THE HOME OWNER TELLING US HOW MUCH OF A BLESSING WE ARE ”

- Chris Santana



Thanks **Frank Clark, CCIM** for organizing together this volunteer opportunity. If you are interested in volunteering to build Habitat homes, please contact your local affiliate to find out about the opportunities they have available.



After the round table a group of us went over to the Punch Bowl Social for happy hour



Some of the CI 104 student over at The Local for happy hour and social

CCIM Round Table

On May 15, CCIM industry experts conducted six concurrent round table discussions where the individual seminar attendees participated in six individual 15 minute discussions lead by different speakers on various real estate related topics. It was a great event and a fun social afterwards. We hope to see you next time.



Save the Date

Join us as we celebrate the holidays and hit some balls at the new Topgolf location. Golf, appetizers and open bar included in registration.

When:

Thursday, December 13, 2018
4:00 PM to 7:00 PM CST

Where:

Topgolf - Minneapolis
6420 N. Camden Ave
Brooklyn Center, MN 55430

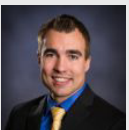
Cost:

CCIM Members: \$49.00
Non-Member: \$79.00

Noteable Transactions



Ted Gonsior, CCIM, of Colliers International recently completed a sale transaction of 47 acres to DR Horton to kick off an 83 unit single family home development.



Mark Robinson, CCIM of Mid-America Real Estate represented Namakan Properties, LLC in the acquisition of 3200 Main St in Coon Rapids, a suburban office property, for \$4,625,000



Fred Hedberg, CCIM, SIOR brokered the sale of the 80,714 sf West Bloomington Business Center to an affiliate of MSP Housing which closed in August.

To submit transactions for the next newsletter, please email the details to
TKhang@COREcommercialRE.com

Register Now!

2018 Investment Real Estate Symposium

Thank you for attending the Investment Real Estate Symposium at the Guthrie. Once again there was great turn out. Big thanks to all our event sponsors and to David Egan the Global Head of Industrial Research for CBRE and Dr. Mark Dotzour, 12th Annual Real Estate Economist our two keynote speakers. If you are interested in reviewing the slides from Dr. Dotzour presentation, please see the link below. We hope you will join us for next year Investment Real Estate Symposium.

[Click here for the Presentation Slides](#)



Past and Present Minnesota & Dakotas CCIM Chapter Boardmembers



Josh Budish, David Egan, Dr. Mark Dotzour



Networking after the Symposium



Jon D. PETERSON



We are sad to pass along that 2000 MN/Dakotas CCIM Chapter President Jon Peterson, CCIM passed away on September 24, 2018 at the age of 80, due to complications from surgery. John spent his commercial real estate career at Towle Real Estate. The former Towle group stays in touch and when informed of his passing, many reflected on their time spent with Jon over the years. Here are several quotes, which summarize his character well:

“Jon characterized everything that made Towle the special place it was during our “era” there. He was first and foremost a husband and a parent. Professionally, Jon was trustworthy, smart about his craft, cared deeply about his clients and their total satisfaction; his work ethic was accomplished, consistent and transparent. He was a loyal colleague and a loyal friend. His ethics – personal and professional – were unparalleled. He was persistent, practiced, a learner, and he “left his ego at the door”. His golf game, questionable. His sense of humor was of its own nature. He was proud of his profession. I was lucky to call him a friend.”

Mike Hoffman

Jon’s former Sales Manager at Towle Real Estate

“Thank you for reaching out with the news that Jon passed away he was a true gentleman and nice man. I really thought highly of him.”

“Jon’s Christian faith was at the center of his life. His strong beliefs ordered his priorities and governed his conduct within his family and at the office. Jon’s faith grounded him, making him the solid, consistent and reliable friend and mentor he was to so many. He left a deep and lasting impression upon all who knew him.”

John is survived by his best friend and wife of 53 years, Cleo; son Garth (Jill) and daughter Bethany; grandchildren Finn and Riley.



Minnesota/Dakotas
CCIM Chapter

Networking. Education. Technology.
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MINNESOTA-DAKOTAS CCIM CHAPTER

Dedicated to enhancing the technical knowledge, professional skills and business relationships of every CCIM designee and non-designee members through the creation and consistent delivery of unique and outstanding educational, mentoring and networking opportunities.

MEMBERSHIP

The Minnesota-Dakotas CCIM Chapter, founded in 1974 and based in Minneapolis, is among the most active in the nation. The Chapter currently has more than 250 members working in three states including Minnesota, North Dakota, and South Dakota.

The Minnesota-Dakotas CCIM Chapter has strived to make the CCIM designation recognized on a professional level throughout the community. Within the commercial real estate industry, the CCIM organization has become synonymous for leadership and excellence in the profession. Our local Chapter affords our members exceptional benefits including opportunities to meet top decision-makers and market leaders, quality educational courses, stay in-the-know breaking industry news and frequent networking activities and social events to help fellow members establish regional connections and partnerships.

As a member of the Minnesota-Dakota CCIM Chapter, you'll discover that learning, earning, and networking are intertwined. Join us - we believe each and every individual member is essential to the chapter's lasting success. You do not have to hold the CCIM designation or be actively pursuing the designation to become a part of this organization. We welcome commercial real estate industry related professionals.

THE DESIGNATION

The CCIM designation is recognized as the mark of professionalism and knowledge in commercial investment real estate. Only approximately six percent of commercial real estate practitioners nationwide hold the CCIM designation - which reflects not only the caliber of the program - but is also why it is one of the most coveted and respected designations in the industry.



NETWORKING

The Minnesota-Dakota Chapter CCIM Membership includes the invaluable opportunity to network and develop new business relationships with more than 250 members at meetings, seminars, conferences and social events.

EDUCATION

One of the most important benefits of membership is access and invitation to CCIM educational programs which are designed to help you enhance your knowledge and further your professional development. CCIM's core courses are consistently rated as the most valuable commercial education in the industry.

TECHNOLOGY

As a member of the CCIM organization, our chapter provides several publications to keep you informed and up-to-date on local and national news and events, as well as a directory of current members.

LEADERSHIP

The Chapter has local leadership board and numerous committees that organize events and disseminate important information to members. Additionally, each chapter nominates one representative to serve on the National Board of Directors to maintain ties with CCIM National leadership.

2018 CHAPTER CONTACTS

2018 President
Chris Jacobson, CCIM
612-336-4314

President Elect
Chelsie Johnson, CCIM
612-501-1137

Vice President
Mark Robinson, CCIM
952-563-6664

Secretary/Treasurer
Herb Tousley, CCIM
612-889-9618

Immediate Past President
Tony Carlson, CCIM
612-341-7886

Directors:
Gina Fox
320-587-8150

Molly Gherty
612-373-8785

Jason Butterfield
612-327-9870

Frank Clark, LEED AP, CCIM
612-924-6417

Roz Peterson, CCIM
952-469-9444

Tong Khang
651-214-7223

Katie Clark, CCIM
612-746-1170

Chapter Administrator:
Jacquie Williams
651-925-5525
jwilliams@mndakotasadmin.com



**Congratulations to the
new CCIM designees
from our chapter**



Greg LaMere, CCIM
Metro Equity Management, LLC



Royce Durhman, CCIM
KW Commercial

P.O. Box 47986, Plymouth, MN 55447-7986 | P: 651-925-5525
F: 651-846-5449 | minnesotadakotascim.com

CHAPTER NEWS

2019 Scholarships

The Minnesota Dakotas CCIM Chapter is please to announce it will once again be offering full tuition scholarships to each of its classes held here in MN in 2019. Additionally, we also have a \$1,000 Skip Duemeland Name Endowed Scholarship. More information about scholarships will be emailed out to everyone in the next couple weeks.



- Business Analyst
- ArcGIS Online
- Business Lists
- Flood Maps
- MarketEdge financial analysis
- Pictometry

To log into the new STDB, go to www.stdb.com and use the same login credentials you use when logging into CCIM.com. If you need to change your password, you can do so on CCIM.com or contact the CCIM Solution Center at (800) 621-7027, option 2.

CCIM National Update: STDB Service Now Fully Restored

CCIM Institute is pleased to announce that Site To Do Business is now live. All of the STDB tools (including Pictometry) can now be accessed from one place:

2018 CCIM COURSES

CI 102: Market Analysis for Commercial Investment Real Estate
November 5th - 8th, 2018

CI 101: Financial Analysis for Commercial Investment Real Estate
April 9th - 12th, 2019

Commercial Real Estate Negotiations
July 15, 2019

CI 104: Investment Analysis for Commercial Investment Real Estate
July 16th - 19th, 2019

CI 102: Market Analysis for Commercial Investment Real Estate
September 9th - 12th, 2019

CI 103: User Decision Analysis for Commercial Investment Real Estate
November 4th - 7th, 2019



All courses will be held at the University of St. Thomas, Minneapolis Campus

UPCOMING EVENTS

Chapter Sponsors

stewart title

FELHABER  **LARSON**
ATTORNEYS AT LAW



 **OLD REPUBLIC TITLE**



 **GARDNER**
BUILDERS

Partner Sponsors


UNIVERSITY
of **ST. THOMAS**
MINNESOTA

FINANCE & COMMERCE

Past-President Luncheon
Oct 30, 12:00 PM - 2:00 PM (CT)

CI 102: Market Analysis for
Commercial Investment Real Estate
Nov 5 - 8, 8:30 AM - 5:00 PM (CT)

Free Member Happy Hour
Nov 7, 4:30 PM - 7:00 PM (CT)

Holiday Event
Dec 13, 4:00 PM - 7:00 PM (CT)

For the most up to date CCIM Chapter
Events please go to
www.minnesotadakotascim.com

Minnesota Dakotas CCIM Chapter
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Fax 651.846.5449



ABOUT THIS ISSUE

CCIM Connections is intended to keep you updated on chapter news, programs and events, educational courses and member news. We would like to create opportunities for member-to-member information sharing, along with highlighting member transactions. If you have anything you would like to share, or would be interested in serving on the Newsletter Committee, please contact **Tong Khang** at 651.214.7223 with any news or stories for the next issue of CCIM Connections.



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