

CCIM CONNECTIONS

Your Professional Commercial Investment Real Estate Source

Spring 2017 President's Message



**Minnesota/Dakotas
CCIM Chapter**

CALENDAR

June 6, 2017

THE M WORD
SURLY BREWING COMPANY
520 MALCOLM AVE SE
MINNEAPOLIS, MN 55414
2:00 PM - 6:00 PM

July 7, 2017

MEMBER HAPPY HOUR
THE LOCAL "CHOIR ROOM"
931 NICOLLET MALL
MINNEAPOLIS, MN 55402
5:00 PM - 7:30 PM

July 20, 2017

2017 SUMMER SOCIAL
CANTERBURY PARK
FINISH LINE CABANAS
1100 CANTERBURY RD S
SHAKOPEE, MN 55379
5:30 PM - 10:00 PM



It is an honor to be writing my first President's Message as your Minnesota-Dakotas CCIM chapter President. The year is off to a great start for the chapter and I hope it is also going well for you.

CCIM holds bi-annual meetings each spring and fall. In April I attended the spring meetings in Chicago and am happy to report that four members passed their CCIM exam! Congratulations to Craig Hagen, Mary Armstrong, Brad Kaplan, and Maura Carland on earning their CCIM pin. The fall meetings and exam will be held in Toronto, Ontario in early October. We already have a few candidates signed up to sit for the exam and afterwards we celebrate your success. For Toronto we are planning a nice dinner or a fishing trip on Lake Ontario. I hope to see you there!

The year has been off to a busy start for our chapter. We hosted our first ever March Madness social on Thursday March 16th. About 50 chapter members and friends joined us at Loop West End to network during the first round of the men's college basketball tournament. Despite the Gopher loss everyone had a good time and prizes were awarded to first and last place finishes in our bracket tournament. We look forward to

hosting the 2nd annual March Madness social event next year.

Other events included a tour of CBRE's new space in LaSalle Plaza, a sporting clay shooting tournament at Horse & Hunt Club in Prior Lake, and last week's roundtable at Tierney Brother's new space in St. Paul. A big thank you goes out to our programs committee led by Chelsie Johnson at CBRE. They do an excellent job planning our programs and ensuring they're a success.

As you know education is a large part of the CCIM designation and curriculum. Minneapolis is lucky to host numerous CCIM educational classes. This summer would be an excellent time to get started on your designation. We are hosting CI 101 at the University of St. Thomas June 5 through June 8.

Thank you again to the board of directors that make the President's job easier. Also thank you to our chapter administrator Jacquie Williams and Tong Khang at Avison Young for their help assembling this newsletter. Best of luck to you in 2017...make it great!

Sincerely,

Tony Carlson
2017 CCIM Minnesota/Dakotas
Chapter President

March Madness Social

It was a great turnout for our first March Madness Social. Our CCIM Chapter reserved a large area at the Loop West End. Although, Minnesota was knocked out of the first round, it was still a great time. FYI, North Carolina Tar Heels won the 2017 NCAA March Madness tournament.



Watching the first round of March Madness 2017 at the Loop



Ross Hedlund, Alon Ventura, Ben Ditzer, Rob Younquist

Sport Clay Shooting Social

We welcomed Spring with a Bang! Thanks to all who participated in our Sixth Annual Spring Social Sport Clay Shooting event held at the Minnesota Horse and Hunt Club in Prior Lake. We look forward to seeing many more of you joining us next year. Enjoy some picture from the event.



Light snack and networking after clay shooting



Tables set up for discussions at Tierney's new location 1771 Energy Park Dr

7th Annual CCIM Round Table

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. Big thanks to Tierney who hosted the event.

MARKET EXPERTS

Retail: Anthony Strauss-Colliers & Sean Quinn-IRC Retail Centers

Office: Brent Robertson-JLL

Medical: Jill Rasmussen-The Davis Group

Industrial: Jeff Swanson & Connor Ott-Paramount Real Estate

Capital Markets: Collin Ryan-Colliers

Land/Development: Brian Pankratz-CBRE



Anne-Marie Cookson, Chris Jacobson, Jacquie Williams, Chelsie Johnson, Tong Khang

Noteable Transactions



Rob Youngquist, CCIM represented Winslow Capital Management on a long term 25,500 SF lease for the full 44th floor of the IDS Center.



Louis Suarez, CCIM and Brian Bruggeman, CCIM of Colliers International recently completed the signing of a two leases totaling 23,000 SF to kick off the development of the Maple Grove Medical Building currently under construction.



Jason Butterfield, CCIM represented the landlord of 7700 France signing Accenture on a long term lease for 17,620 SF which was consolidation of three locations.



Mathew Reichert, CCIM, and Jake Hendricks, CCIM Board Member, represented Fargo-based Five Star Storage on the acquisition of Legacy Storage, a self-storage facility in Bismarck, ND comprised of approximately 110,000 rentable square feet, for \$5.65 million.



What is the future of the office market?

“ More art, less science ”

- Brent Robertson

2017 CHAPTER CONTACTS

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CCIM National Update:

We know you have all worked hard to achieve your CCIM Designation and pay the dues to maintain that status. Some people forget to pay the dues, yet keep using the CCIM after their names. Most of the time, it's on

websites, in twitter feeds, and email signatures. We are all in charge of keeping an eye out for the abusers, whether accidental or deliberate. If you find someone who is still using the CCIM logo or title without being a member in good standing, you can just send a note to misuse@CCIM.com and they will look into it. You get to remain anonymous. To date in 2016, nationally, there have been 50 cases reported and 37 have been resolved. In 2015, 73 were reported and all have been resolved.

2017 CCIM COURSES

CI 101: Financial Analysis for Commercial Investment Real Estate
June 5th - 8th, 2017

CI 102: Market Analysis for Commercial Investment Real Estate
September 11th - 14th, 2017

CI 103: User Decision Analysis for Commercial Investment Real Estate
November 13th - 16th, 2017



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

UPCOMING EVENTS

Chapter Sponsors



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Felhaber ■ Larson
ATTORNEYS AT LAW



Partner Sponsors



FINANCE & COMMERCE

**CI 101: Financial Analysis for
Commercial Investment Real Estate**
Jun 5 - 8, (CT)

**The M Word - MN Dakotas CCIM &
SIOR Joint Program**
Jun 6, 2:30 PM - 6:00 PM (CT)

Member Happy Hour
Jun 7, 5:00 PM - 7:30 PM (CT)

2017 Summer Social
Jul 20, 5:30 PM - 10:00 PM (CT)

**CI 102: Market Analysis for
Commercial Investment Real Estate**
Sep 11 - 14, (CT)

Member Happy Hour
Sep 12, 5:00 PM - 7:30 PM (CT)

**CI 103: User Decision Analysis for
Commercial Investment Real Estate**
Nov 13 - 16, (CT)

Member Happy Hour
Nov 14, 5:00 PM - 7:30 PM (CT)

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

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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 Tong.Khang@avisonyoung.com or 612.913.5648 with any news or stories for the next issue of CCIM Connections.



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