



# CCIM CONNECTIONS

Your Professional Commercial Investment Real Estate Source



**Minnesota/Dakotas**  
CCIM Chapter

## CALENDAR

### Mar 19, 2020

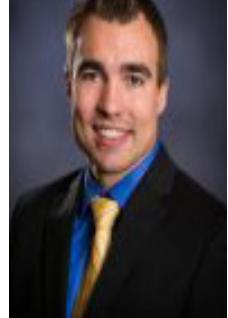
MARCH MADNESS HAPPY HOUR  
YARD HOUSE - WEST END  
1665 PARK PLACE BLVD  
ST. LOUIS PARK, MN 55416  
2:00 PM - 5:00 PM

### Mar 25-26, 2020

FOUNDATIONS FOR SUCCESS IN  
COMMERCIAL REAL ESTATE  
NORTH DAKOTA STATE  
COLLEGE OF SCIENCE  
1305 19TH AVENUE N  
FARGO, ND 58102  
8:30 AM - 5:00 PM

### Mar 26, 2020

MNCRE MORNING AT THE CAPITOL  
MINNESOTA STATE CAPITOL  
L'ETOILE DU NORD VAULT  
ROOM B15  
8:00 AM - 10:30 AM



### Spring 2020 President's Message

Welcome to 2020 and our chapter's first newsletter of the year! After years of anticipation, I am honored to be this year's President and looking forward to some exciting events, exciting changes, and meeting many of you throughout the year. I'd like to go through a quick recap of year end 2019 and what is in store for 2020.

Our chapter ended the decade with a bang, by hosting our annual holiday party in December at The Metropolitan, which included our first ever named award ceremony. The remodeled venue was very well received, with good attendance through the evening. We were honored to present the Northwest Angle award to Whitney Peyton, for his years of contributions to our chapter, having served as President twice throughout his impressive career. We'll look forward to this new annual tradition for years to come, and a special thank you for the past Presidents who chaired this new event and put it together.

December was also host to our annual strategic planning session for the board members to review and finalize budgets and goals for the upcoming year. While we remain financially strong, the winds of change continue for our chapter and every other commercial real estate organization in Minnesota. Increasing numbers of real estate education and networking events are proving to us that we need to "step it up" as it relates to the value we bring to our members and attendees of our events and educational programs. We have a renewed focus on being the best resource in Minnesota and the Dakotas for commercial real estate investment education. We're excited to show our members what

that means this year by hosting top level programs. Our chapter pinned a record setting 22 new CCIMs in 2019 and we're looking forward to keeping up the pace in 2020. The spring governance meetings and testing will be in Charlotte, North Carolina on April 18 – 20th, with a handful of board members attending and hoping to pin many more new CCIMs.

We are proud to be hosting a number of events coming up over the next 90 days. We'll host a FREE (yes, free drinks and appetizers) March Madness happy hour at Yardhouse in March, our annual clay shooting networking event at the end of April and followed by an exciting industry roundtable (my favorite annual event) in May. These are all great events that we hope you'll be able to join us at.

In addition to the fun events above, we're also hosting all four CI courses in 2020, allowing no excuses for anyone who doesn't yet have their CCIM designation to obtain it this year! Foundations for Success in CRE is in Fargo in March, followed by five programs in Minneapolis throughout the rest of 2020. Please encourage your colleagues and coworkers to sign up for these courses now while space is available!

Lastly, I want to cover the sad news of losing our chapter's President-Elect, a long-time CCIM, and a friend, Herb Tousley III. Please read our story on this in the newsletter for more information on his unfortunate passing. We wish Herb's family and friends peace and sincerely appreciate all that he has done for our chapter.

Sincerely,

Mark Robinson, CCIM  
2020 CCIM Minnesota/Dakotas  
Chapter President

# 2019 Holiday Party & Awards

Thank you all for celebrating the holidays with Minnesota/Dakota CCIM Chapter. This year we gave away the 1st annual Northwest Angle Award. The evening started with a short program/awards ceremony, then there was live music by Barry Brottlund, CCIM's band The Barking Dogs, appetizers, and open bar. Thank you members and sponsors for a great 2019. We look forward to 2020 and your continued support for the Minnesota/Dakota CCIM Chapter.



Networking at the 2019 Holiday Party



Congratulations to Justin Tolkkinen for receiving the Real Estate Student Scholarship



*In Loving Memory*

## HERB TOUSLEY

The Minnesota-Dakotas CCIM chapter is sad to share the news of Herb Tousley III's passing recently. Herb was a fixture in the Minnesota commercial real estate world and most recently a fixture in our CCIM chapter, recently serving as the 2020 President-Elect. Our CCIM board wants to publicly thank Herb, his supporters, family, and friends, for all that he has done for the commercial real estate industry locally as well as the many years of service to our chapter.

In honor of Herb's years of commitment, our chapter is working to continue his legacy with a named scholarship. This donation by our chapter would allow an annual donation, in Herb's name, to be given to a student each year. More on this to come. As fellow chapter members, you are also encouraged to make any donations in his memory to The Herb Tousley Real Estate Education Fund at St. Thomas.

Herb's formal obituary may be found [click here](#).





Why not take them locally? Our courses are held in a state of the art facility at the University of St. Thomas Executive Education center in Minneapolis.

**Check out at all of the courses coming to Minnesota in 2020.**

**CI 101**

**Financial Analysis for Commercial Investment Real Estate**

June 8-11, 2020 8:30am-5pm

Instructed by Bill Overman, CCIM

\$1,200 Members | \$1,735 Non-Members

**CI 102**

**Market Analysis for Commercial Investment Real Estate**

September 14-17, 2020 8:30am-5pm

Instructed by Eric Hillenbrand, CCIM

\$1,435 Members | \$1,735 Non-Members

**CI 103**

**User Decision Analysis for Commercial Investment Real Estate**

May 19-22, 2020 8:30am-5pm

Instructed by Robin Dyche, CCIM

\$1,435 Members | \$1,735 Non-Members

**CI 104**

**Investment Analysis for Commercial Investment Real Estate**

November 2-5, 2020 8:30am-5pm

Instructed by Jeff Englestad, CCIM

\$1,435 Members | \$1,735 Non-Members

**Commercial Real Estate Negotiations**

May 18, 2020 8:30am-5pm

Instructed by Robin Dyche, CCIM

\$250 for Members | \$300 Non-Members

**Fargo, ND**

**Foundations for Success in Commercial Real Estate**

March 25-26, 2020 8:30am-5pm

Instructed by Bill Overman, CCIM

\$325.00 Members and Non-Members

Location: North Dakota State College of Science, Fargo, ND

**For more information and registration, please visit:  
<https://www.ccim.com/education>**

**Noteable Transactions**



Marc Nanne, CCIM represented Sun Country Airlines in the relocation and long term lease of their 90,000 sf Headquarters and other functions to the MSP airport property where they had some hangar use and they occupied 4Q 2019.



Royce Durhman, CCIM, and Brian Ertel, represented LS Capital on the off-market acquisition of 2500 Cleveland Ave N, Roseville, comprised of approximately 41,040 rentable square feet, which closed for \$4,750,000 (\$115.74/sf). The property was fully leased and contained 7 tenants, with Goodwill as the anchor tenant.



Matthew Klein, CCIM, recently completed a 25,257 square foot lease renewal with Old National Bank at the Old National Bank Building in Apple Valley, MN; 14665 Galaxie Avenue, in Apple Valley, MN.



Ryan Krzmarzick, CCIM, SIOR, represented WPT Industrial REIT on the acquisition of the 3M building/site in Eagan comprised of 127k sf on 14 acres for \$5,125,000. WPT will be demolishing the building in April and building a speculative 206k sf 32' clear distribution building for year end 2020 delivery.



Jill Rasmussen, CCIM, SIOR of Davis represented Woodbury Medical Building II LLC on a lease with Adefris & Toppin Women's Specialists for approximately 8,000 rentable square feet at CityPlace Medical II.

To submit transactions for the next newsletter, please email the details to

TKhang@COREcommercialRE.com



## Networking. Education. Technology.

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



### 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/Dakotas 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/Dakotas CCIM Chapter 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.



## 2019 CHAPTER CONTACTS

President  
Mark Robinson, CCIM  
952-563-6664

President Elect  
Frank Clark, CCIM  
612-414-2050

Vice President/Treasurer  
Roz Peterson, CCIM  
952-469-9444

Immediate Past President  
Chelsie Johnson, CCIM  
612-501-1137

Directors:  
Gina Fox  
612-308-2147

Molly Gherty  
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Tong Khang  
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Anna Scheetz, CCIM  
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Royce Durhman, CCIM  
651-492-2201

Chris Santana  
763-221-8697

Greg LaMere, CCIM  
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Marcus Mahlen, CCIM  
605-444-7116

Mike Sowers, CCIM  
612-598-0780

Association Manager:  
Jacquie Williams  
651-925-5525  
mndakotaschapter@ccim.net

## CHAPTER NEWS

# 2020 Chapter Scholarships Recipients



The Minnesota Dakotas CCIM chapter is proud to announce the selected recipients of the five chapter scholarship opportunities for 2020.

**\$1000 Skip Duemeland Name Endowed Scholarship:  
Eric Harriman, Coldwell Banker Commercial Fisher Group, Mankato, MN**

**Full Tuition for CI 101 Course:  
Jake Kurth, Avison Young, Minneapolis, MN**

**Full Tuition for CI 102 Course:  
Dan Larew, JLL, Minneapolis, MN**

**Full Tuition for CI 103 Course:  
Anne Madyun, Davis Healthcare Real Estate, Minneapolis, MN**

**Full Tuition for CI 104 Course:  
Sean Stark, Caspian Group, Edina, MN**

If you are interested in applying for one of the chapter scholarships for 2021, please keep an eye out for an email about the scholarship application period announcement in the fall of 2020 or check our website.

I would like to extend a sincere congratulations to the 2020 recipients!

## CCIM National Update

### Midyear Governance Meetings

Charlotte | The Charlotte Westin  
April 17 - 21, 2020

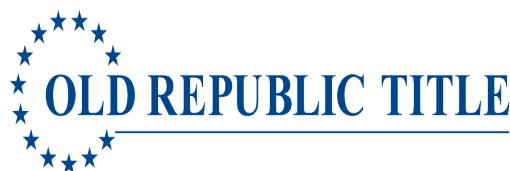
For more information, visit the CCIM Institute [website](#)





# UPCOMING EVENTS

## Chapter Sponsors



## Partner Sponsors



March Madness Member Happy Hour  
Mar 19, 2:00 PM - 5:00 PM (CT)

Foundations for Success in  
Commercial Real Estate  
Mar 25 - 26, (CT)

MNCRE Morning at the Capitol  
Mar 26, 8:00 AM - 10:30 AM (CT)

2020 Sport Clay Shooting Event  
Apr 29, 2:30 PM - 6:00 PM (CT)

2020 CCIM Round Table  
Presentations  
May 14, 2:30 PM - 6:30 PM (CT)

Commercial Real Estate Negotiations  
May 18, 8:30 AM - 5:00 PM (CT)

CI 103—User Decision Analysis for  
Commercial Investment Real Estate  
May 19 - 22, (CT)

CI 101 Financial Analysis for  
Commercial Investment Real Estate  
Jun 8 - 11, (CT)

CI 102—Market Analysis for  
Commercial Investment Real Estate  
Sep 14 - 17, (CT)

CI 104—Investment Analysis for  
Commercial Investment Real Estate  
Nov 2 - 5, (CT)

For the most up to date CCIM Chapter  
Events please go to  
[www.minnesotadakotasccim.com](http://www.minnesotadakotasccim.com)

Minnesota/Dakotas CCIM Chapter  
P.O. Box 47986  
Plymouth, MN 55447-7986  
Phone 651.925.5525



## 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.



**Minnesota/Dakotas**  
CCIM Chapter