



CCIM CONNECTIONS

Your Professional Commercial Investment Real Estate Source



Minnesota/Dakotas
CCIM Chapter

CCIM Minnesota/Dakota President's Message



WOW. Where do I even start? What. A. Year. No one told me when I signed up for this that I'd have to figure out how to run an organization heavily dependent on interactive member events & education WITHOUT any such in person events! As most any board member can tell you, our chapter has had an optimistic "wait and see" approach in the hope of resuming in person events and classes in late 2020. With the continuation of the pandemic with no real end in sight, we've finally concluded that the show must go on and we must adapt, remain relevant, and add value to our members and sponsors. I'll quickly recap where we've been and where we're going...

Before Pandemic (BP)

After a record 22 pinnings in 2019, we were excited to continue the pace, with all four CI classes scheduled for 2020 and pinning ceremonies in North Carolina in April and Chicago in October. We had exciting events scheduled including our annual March Madness event, sport clay shooting event, and often well attended round table event. Our board had put together a strong budget for the year, with a few new events and changes to some legacy events as well—we were very excited for 2020!

After Pandemic (AP)

With the pandemic hitting in February/March, we were forced to cancel all our spring socials, the round table, and all CI educational courses. Our "wait and see" approach, like so many others', just kept dragging on as we postponed or canceled event after event. While we may not be in a "post-covid" world just yet, I am happy to report some bright spots for our chapter that have happened and continue through Q4 and into 2021.

1. Since we did not host social events, we did our part with preventing the spread of Covid
2. While our in person CI classes were canceled, we were able to assist our candidates in participating in online courses
3. While chapter revenue was significantly down, so were our expenses, allowing us to remain financially sound now and well into the future
4. We're "pivoting" and planning multiple zoom based events over the coming months, which we hope adds value to our members and sponsors
5. This down time has allowed us to focus on our chapter's brand identity, with the help of CCIM national. Going forward we plan to focus on being a premier CRE education and career enhancement organization.

So, it's not all doom and gloom at CCIM Minnesota – Dakotas. Some of the best ideas and opportunities come out of difficult times like these, and we plan to make the best of it as an organization, as I hope you're doing in your personal and professional lives.

Lastly, I want to personally thank each of our members including our sponsors and board members for going along for the ride with us in 2020. This has been a difficult year for all trade organizations, and ours is no exception. We will continue to do everything that we can to add value to the membership and sponsorship including hosting virtual events, sharing ideas, making connections, and offering resources for all of us to succeed through this time.

Sincerely,

Mark Robinson, CCIM
2020 CCIM Minnesota/Dakotas
Chapter President



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CONGRATULATIONS!

We would like to take this opportunity to congratulate the three chapter members who recently earned the Certified Commercial Investment Member designation, the global standard for professional achievement, from the CCIM Institute. They were among the 133 industry professionals who earned the CCIM designation during the organization's fall CCIM Comprehensive Exam testing session, which was held across 14 locations in the United States. Welcome to the CCIM family!

Andrei Bortnov, CCIM

Obsidian Group, Saint Paul, MN

Chad Behnken, CCIM

Hamilton Real Estate Group, Rochester, MN

Robert (Bobby) Sundby, CCIM

Sun Real Estate (Sunbee Team), Rapid City, SD



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Need to optimize your real estate portfolio?
Ask a CCIM.

Whether you're looking to monetize underutilized assets or taking your first step toward equity participation in transactions, a CCIM is your ally in unlocking value.

Renew Your 2021 Membership

Log in today and click on the Memberships tab. Renew early to receive exclusive incentives.

Need step-by-step instructions? [Start here.](#)

RENEW NOW

New My Account Portal

CCIM Institute's new My Account member and customer portal is now live, offering more functionality, accessibility, and value than ever before.

NEED HELP? START HERE

Noteable Transactions



Chris Garcia, CCIM, and Ra'eesa Motala represented NuAire on a 230,000 SF sale leaseback in Plymouth which consisted of 2 buildings. Founders purchased the property for roughly \$15M earlier this year.



Jason Conway, CCIM, Opus Development Company, L.L.C. completed a 266,000 SF industrial, build-to-suit transaction for Bosch Automotive Solutions in Owatonna, MN.



Chad Behnken, CCIM, of Hamilton Real Estate Group in Rochester MN represented the seller on the sale of Stonehaven townhomes in Byron MN comprised of 30 townhome units, and 9 acres of additional developable land which closed for \$7.45M.

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



Minnesota/Dakotas
CCIM Chapter

Networking. Education. Technology.
www.minnesotadakotascim.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/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.

CCIM National Update

2020 CHAPTER CONTACTS

President

Mark Robinson, CCIM
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President Elect

Frank Clark, CCIM
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Vice President/Treasurer

Roz Peterson, CCIM
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Immediate Past President

Chelsie Johnson, CCIM
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Association Manager:

Jacquie Williams
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mndakotaschapter@ccim.net

CCIM Institute has developed a new account portal on the CCIM website which offers more functionality, convenience, and benefits for all members to enjoy. One of the benefits of the new My Account Portal is it allows you to save a payment method for renewal or auto-renewal of your membership and you can conveniently purchase courses or any items in the CCIM Institute store. You can also find any CCIM member in any part of the world, and you can search members by specialization and property types. The new account portal requires all members to update their account and password, so **make sure to go to the CCIM website today to get started!**

minnesotadakotascim.com

Seeking 2021 Sponsors

The Minnesota/Dakotas CCIM Chapter is actively seeking 2021 chapter sponsors. Sponsors help keep our volunteer run organization going. To learn more about being a sponsor, including the cost and sponsorship benefits, please click the link below to download the flyer/sponsorship commitment form.

If you have questions regarding sponsorship, please reach out to Jacquie Williams, Minnesota/Dakotas CCIM Association Manager at 651-925-5525 or via email at: mndakotaschapter@ccim.net.

If applicable, please forward this information to the person in your company that handles the marketing and advertising.



Minnesota/Dakotas
CCIM Chapter



UPCOMING EVENTS

Chapter Sponsors



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Partner Sponsors

FINANCE & COMMERCE



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

Minnesota/Dakotas CCIM Chapter
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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.



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