

MINNESOTA ADVISOR™

VOLUME 3 | QUARTER 4 | 2012



Cover Photos of LA Conference Provided Courtesy of SIOR National



UPCOMING SIOR EVENTS

2013 SIOR National Chapter Events

May 2-4, 2013

2013 Spring World Conference
Palm Springs, CA

Oct. 24-26, 2013

2013 Fall World Conference
Chicago, IL

INSIDE THIS ISSUE:

President's Message, Event Calendar, SIOR Volume, Membership Updates, Candidate Program, Member Spotlight, Doug Brockhouse Tenure, Fall World Conference Recaps, Aaron Barnard New SIOR Foundation Trustee, New 2013 SIOR Chapter Leadership (Back Cover).

President's Message

Fellow SIOR's,

2012 is drawing to a close! The political banter is over, we now are back to mattress ads and close out art sale ads during the 10 pm news. We now know our path (sort of) for the next four years. The year for many started strong. Quarters 1 and 2 had us busier than the previous year. June comes and talk of financial cliffs (unfortunately still unresolved), and increasing political banter put the brakes and many decisions by our clients. Despite the above, many of our colleagues have had a very strong year! A result no doubt of the caliber of the folks holding the designation.

I soon will pass the reigns to Steve Chirhart. Steve as 2013 Chapter President along with Jim Damiani as Chapter Vice President have put forth a plan to further increase local SIOR exposure. This has been a priority for several years. The newsletter, media ads, recent banner at the MnCar Expo are all results of this effort. Reminding our clients and colleagues of the caliber, dedication and professionalism that the designation holds. I am pleased to announce the Mike Salmen is joining the chapter leadership team as the Secretary. Mike's track record in the industry speaks for itself. Also, Jill Rasmussen is starting a 2 year role as the Central Regional Director. Be sure to read her report herein regarding the issues that our Regional Directors are working through.

It has been an honor to serve the Chapter. Both locally and nationally the relationships and experiences can not be matched by any other organization. Attendance at both conferences have topped 600 folks with nearly 700 SIOR's participating in the recent conference in LA! The education and networking and are unsurpassed. We have had a very strong showing at both conferences with nearly 20% of our local membership attending - proof positive of the caliber of our local membership! Lastly, I want to personally thank Jacquie Williams. We brought Jacquie on as our Chapter Administrator at the onset of this year. She has helped take our chapter to a higher level with all the minutia that used to be passed along between the Chapter President's assistants. Jacquie recently "found her dream job" and let us know that she no longer could service our Chapter. Steve, Jim and I are working on a replacement and are confident that the transition will be seamless. Thanks again Jacquie for all your hard work. Happy Holidays! I do hope to see all of you this holiday season.

Cheers!

Aaron J. Barnard, SIOR, CCIM
2012 SIOR Minnesota Chapter President



SIOR VOLUME

Some Notable Transactions by
your SIOR Colleagues:

Konrad Olson, Steve Chirhart, and Matt Olson

Client Name: Prinsco
Industrial Land Sale 820,515 s.f.

Mac Hamilton, Jamey Shandley, and Mark Kolsrud

Client: Mayo Clinic and New York Life
3131 41st Street NW, Rochester, MN
Office Lease 5 year 104,400 s.f.

Mac Hamilton, Jamey Shandley,

Jim McCafferey, Peter Dufour
Client: Rochester School District
Rochester Market Square
Sale \$2,100,000.00 closing 12/3/12

Mac Hamilton

Client: IRET
Badger Hills 5th Rochester, MN
Sale of 13.2 net multifamily acres
\$775,000.00

Mac Hamilton, Jim McCafferey, and Peter Dufour

Client: Willow Creek Market, LLC
48th Street @ Hwy 63 Rochester, MN
Commercial Land Sale 6.6 acres \$625,000.00

(cont. on page 2)

NEWS & UPDATES



SIOR VOLUME

(cont. from page 1)

Mac Hamilton

Client : Greg Wencil to Preserve, LLC
Meadow Acres Golf Course Rochester, MN
Land Sale 15.4 acres multifamily \$600,000.00

Aaron Barnard and Bob Schneiderman

Client : G4S Security
First National Bank Building
Lease 5,700 SF

Aaron Barnard

Client : Cal Am Properties
Hobby Lobby
Lease 59,000 SF

Fred N. Hedberg

Client: Parker Hannifin Corporation
5520 Highway 169 building
Lease 107,348 sf

Client: Eldron LLC
Northwood I, Eagan MN
Office lease 44,511 sf

SIOR Monthly Talking Points



Recruitment & New Members

YTD Applications Received 140 (140 in 2011)
YTD New Members 129 (132 in 2011)

International

Members 86
2012 New International Members 15

Conference

2012 Fall Conference Attendees 681

Sponsorships/Exhibitors

2012 Fall Conference Sponsors 12
2012 Fall Conference Exhibitors 27

Updated November 2012

Find a Member Advanced Features

Upgrades have been made to how members search for members.

Changes include: Enhanced member profiles with Areas of Practice for advanced searching;

In-page Google map search results;

Search-based and premium digital advertising opportunities
and Optimization for smartphones and tablets.

Find an Associate Member Digital Directory

The new Associate Member digital directory, with robust company profiles, is now available. There are more than 200 SIOR Associate Member organizations providing services that will help members serve their clients.

Find an SIOR Associate Member

Members can use the new search feature to:

Locate Associate Members; including developers, educational institutions, economic development agencies, construction firms, and more;

Learn more about Associate Members' services;
and Establish new contacts and business relationships.



Candidate Program

The Candidate program is designed to provide entry-level real estate practitioners with a meaningful agenda that motivates and encourages them to work toward obtaining the SIOR designation.

Benefits

The Candidate program assists individuals in mastering professional competency skills and:

- provides candidates with mentors to assist them with qualifying for the SIOR designation;
- provides candidates with access to the members-only intranet on the SIOR website and unlimited access to Comparative Statistics online market data;
- provides discounts to Society-sponsored educational courses, conventions, seminars, and publications, and includes a subscription to Professional Report;
- provides a forum to network with other candidates;
- provides access to local chapter meetings and educational programs.

Requirements

The Candidate program is not a prerequisite for the SIOR designation. The Candidate program identifies those individuals who meet the following criteria:

- have certifiable full-time employment for a minimum of one year in the commercial real estate business;
- receive sponsorship of two SIOR designees (Active Members) from the local chapter. At least one Active member sponsor must be from a different firm from that of the candidate applicant;
- maintain a valid real estate license if required in the jurisdiction of residence;
- agree to attend at least one semi-annual Society convention (Spring Convention or Fall Professional Conference) after acceptance as a Candidate;
- successfully complete SIOR Courses 200 & 203 within the first two years after earning Candidate status if not already completed.

Reflection of the Last Conference from a Future SIOR!



As a soon-to-be SIOR candidate, attending the Fall World Conference was an eye-opening experience in to this professional organization. The leadership at Bender Commercial Real Estate has been a staunch supporter and advocate for SIOR, so I had high expectations. Upon arrival, it was obvious that I was in a room with the leaders in the commercial real estate industry from all across the world. The SIOR designees clearly want each other to be successful—sharing best business practices, discussing past deals and future opportunities, and dissecting the

economic outlook in our industry. The men and women SIOR's I met in Los Angeles were an inspiration to me—they are world-class professionals. As I left the conference, I was excited about the opportunity to become a candidate and continue to learn this business from the best.

Reggie Kuipers
Commercial Real Estate Advisor
Bender Commercial Real Estate Service



Watch Reggie in the SIOR
Leading CRE Association Video:
www.youtube.com/siormedia



Duane Poppe, SIOR, CCIM
Transwestern
Vice President
Brokerage: Industrial
P: 612.359.1606
Duane.Poppe@transwestern.net

Transwestern is a privately held real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, development, research and sustainability. The fully integrated enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate.

NEW MEMBER SPOTLIGHT DUANE POPPE

Duane specializes in north market industrial sales and leasing and is Vice President of Transwestern's Minneapolis Office.

CAREER HIGHLIGHTS

Prior to joining Transwestern, Duane was with Cassidy Turley for 9 years where he played an active role on the firm's Corporate Services team as well as the Management Committee. In 2005 Duane was recognized with the Cassidy Turley Rising Star Award, Dorsey Circle of Excellence Award for production, and the MNCAR Rising Star of the Year. He began his career as an investment executive with Piper Jaffray in 1995.

SPECIALTIES

Industrial Sales & Leasing: Personalized assessment of real estate requirements, Real time market and financial analysis, Expert negotiation skills to achieve the best market rates, prices and terms, and property value analysis.



IN CASE YOU
MISSED IT...
Minnesota Chapter
members Named in booth
at 5th Annual
MNCAR EXPO
November 8, 2012

My Tenure as Regional Director

by Doug Brockhouse



For those of you that know me, I take way to long explaining something or telling a story – my wife always tells me to start near the end. I will take her advice in recapping my last two years as the Central Region Representative for SIOR. I was a bit unaware of what I was getting myself into when I told Kelvin Heck four years ago that I wanted to someday take his position as the Regional Director. After being appointed two years ago I still wasn't exactly sure what my role was. I pounded down the road, attended chapter meeting in St. Louis, Denver, Mpls., etc. It wasn't long and I was being asked a lot of questions by the chapters, by sponsors, by clients and others wanting info on how to strengthen their ties with SIOR locally, regionally and nationally. Every meeting and phone conversation was an educational event for me. As Regional Director you are required – actually you are given the opportunity to attend the World Conferences and participate in the leadership SIOR. I was proud to sit in those meeting as the Central Regional Rep – making an attempt to share what I had learned from the chapters and members. Those people around that table listen and the act in an effort to make this great organization even better.

I would like to thank you one last time for the opportunity to serve as your Rep. I wish Jill Rasmussen all the best as our new Rep for the next two years.

Thanks,

Douglas Brockhouse, CCIM, SIOR
Bender Commercial Real Estate Services

2012 Fall World Conference Recap

The Fall World Conference was a great opportunity for me to get a good review of the many initiatives that SIOR has at the national level and all of the dedicated SIOR's on the board of directors and in leadership making it all happen. What a great group!

I had an opportunity to assist our central region chapter leaders with their 2013 chapter strategic plans and look forward to assisting in recruiting and program efforts for all of the central region chapters. This includes MN Chapter, Colorado Chapter, Iowa/Nebraska Chapter, St Louis Chapter and the Missouri/Kansas Chapter. All of the regional directors agreed to assist each other in best practices and bring useful information down to each Chapter and member to promote the designation and increase the value to each SIOR.

A big effort is being made to have each SIOR update their information in MySIOR – this will replace the hard copy book and is a great tool for marketing yourself; please take some time to input data into your profile and use as a marketing tool – it links to Facebook, LinkedIn, etc.

A new Candidate program is now in effect! (see p. 2) This allows younger SIOR's to become involved in SIOR, have a mentor and work towards achieving the designation. Chapter leadership can outline the specifics of the new program for anyone who is interested.

SIOR has created a very specific diversity program targeting women and minorities and economic development agencies to become members of SIOR; this should also be an effort at each local chapter.

A push for member to member transactions (M2M Program) is in process to promote SIOR transactions and make it easier to submit.

Overall, the conference had superior education, great sponsorship levels, terrific networking opportunities and a great leadership day to outline all of SIOR's national initiatives. The world conferences are a great opportunity to meet new SIOR's and connect with long time friends and colleagues, it continues to be a conference with "the best of the best"!



Jill K. Rasmussen, CCIM, SIOR
Central Region VP
612-341-3247 | direct
952-393-7398 | cell
jrasmussen@davisrealestatemn.com

MEMBER NEWS



Aaron J. Barnard has been elected a Trustee for the SIOR Foundation serving a term of 3 years starting October 2012. Joining 33 fellow SIOR's Barnard will be participating in several annual fundraising events, expanding awareness of the Foundation and will be seeking out projects for potential foundation support. The SIOR Foundation's mission is to promote and support initiatives that expand, educate, and enhance the commercial real estate community. We envision that Foundation-sponsored initiatives are recognized inside and outside the commercial real estate industry as pre-eminent in advancing professional practice.

CHAPTER SPONSORS

PLATINUM LEVEL

**Felhaber Larson
Fenlon & Vogt**

A Professional Association – Attorneys at Law

www.felhaber.com



stewart
www.stewart.com

SILVER LEVEL

**MINNESOTA
REAL ESTATE JOURNAL**

REjournals.com



MEMBER LEVEL



**Cassidy
Turley** Commercial
Real Estate Services



PREMISE
Commercial Real Estate, LLC



2013 SIOR MN Chapter Leadership

Serving Minnesota, North Dakota, & South Dakota

BOARD OF DIRECTORS



Steven Chirhart, SIOR

President

P: 612.466.7302

E: svc@tatonkare.com



Jim Damiani, SIOR, CCIM

Vice President

P: 952.897.7731

E: jim.damiani@colliers.com



Michael J. Salmen, SIOR

Secretary

P: 612.840.1978

E: mike.salmen@transwestern.net



Michael Koehler, SIOR

Treasurer

P: 952.831.7576

E: mkoehler@premisecommercial.com



Aaron J. Barnard, SIOR, CCIM

Immediate Past President

P: 952.475.3362

E: aaron.barnard@cushwakenm.com



Jill Rasmussen, SIOR, CCIM

Central Regional Director

P: 612.341.3247

E: jrasmussen@davisrealestatemn.com

ADVISORY BOARD



Robert Revoir, SIOR

Admissions

P: 952.893.7586

E: bob.revoir@cushwakenm.com



Thomas Burton, SIOR

Scholarships

P: 612.904.2323

E: tomburton@burtonreadvisors.com



Bill Wardwell, SIOR

Membership

P: 952.897.7828

E: bwardwell@welshco.com



Matt Olson, SIOR, CCIM

Young Professional Liason

P: 701.356.8888

E: matt@propertyresourcesgroup.com



Mac Hamilton, SIOR, CCIM

Out State Liaison

P: 507.281.1002

E: mac@hamiltonmn.com