



CCIM Connecticut Chapter
Commercial Real Estate's
Global Standard for Professional Achievement

CCIM Connecticut Chapter: End of 2nd Quarter 2016 Newsletter

1. Technology

Want to learn more about upcoming or past events, sponsor info, or other pertinent CRE news, please visit the following CCIM Connecticut Chapter managed pages. More importantly, please send us news or deals that you are involved in so that we can promote it through our media channels. Many thanks to Shelley Dorsio, Erica Bazzano, CCIM and Jamar Arbelo for your hard work in keeping us current.

- i. Website is Live: <http://www.ccimconnect.com/connecticut/home>
- ii. Connect with CCIM Connecticut Chapter
 1. Twitter: <https://twitter.com/CCIMCT>
 2. Facebook: @CCIMCTCHAPTER
 3. LinkedIn: CCIM- Connecticut Chapter: <https://www.linkedin.com/groups/1937048>

2. Quarterly Recap of Events

April 8, 2016: Congratulations to the CCIM Connecticut Chapter for winning the Chapter of Excellence award at the Spring business meetings in Chicago, IL.



L-R: David Almeida, CCIM, Vice President, Shirley Harpool, CCIM, Governance Chair, Michael Guidicelli, CCIM, SIOR, President

April 8, 2016: Congratulations to CCIM Connecticut Chapter member, Bryan Atherton, CCIM for winning the election for the CCIM Institute's National Board of Directors Member-at-Large Position ending December 31, 2017. The election was held at the CCIM midyear governance meetings in Chicago, IL on April 8, 2016.



April 28, 2016: Seminar on Self-Directed IRA's Held by SDIRA Expert Mat Sorenson, Esq.



Pictured from L-R: Jeff Ryer, CCIM, SIOR , Past President; Michael Guidicelli CCIM SIOR, President; Bryan Atherton, CCIM, National BOD; Attorney Mat Sorenson; Steve Patten, CCIM, Past President; Joel Witkiewicz, CCIM, Past President; Dale Reese, CCIM

On April 28, 2016, at 90 State House Square, Hartford, CT, the CCIM Connecticut Chapter hosted Mat Sorenson, Esq., National Speaker, Author, and Expert on Self-Directed IRAs. The event was well attended by approximately 30 Connecticut based commercial real estate executives. In addition to learning about this little known method of using IRA funds to invest in commercial real estate, Attorney Sorenson also instructed the group on how to “Legally Raise Capital for Real Estate Deals” and “Tax and Legal Strategies Every Real Estate Professional Should Know”. Several of the attendees remarked at the conclusion of the event that they were highly impressed with Attorney Sorenson’s vast knowledge and expertise of the material and that they received more value from this event than any other over the years.

Many thanks to Attorney Sorenson for making the trip from Phoenix, AZ and to Julianna Fritz, Damon Ralph, and Judi Bigda at Wells Fargo for generously allowing us to use their conference center and validating parking.

April, 2016:



Pictured from L-R: Bryan Atherton, CCIM, Board of Directors CCIM Institute; Shirley Harpool, CCIM, Governance Chair CCIM Institute; David Almeida, CCIM, Vice President CT CCIM Chapter; Michael Guidicelli, CCIM, SIOR, President CT CCIM Chapter; Barbara Crane, CCIM, Board of Directors CCIM Foundation; Wayne D'Amico, CCIM, Past President of CCIM Institute.

Last week at the 2016 CCIM Spring Governance Meetings in Chicago, IL, Wayne D'Amico, CCIM was honored with the first Named Endowed Scholarship (NES) in the history of the Connecticut CCIM Chapter. This NES will provide a \$1,000 scholarship annually, in perpetuity, to a well deserving Connecticut commercial real estate practitioner who is actively pursuing the CCIM designation.

The Connecticut CCIM Chapter's board of directors unanimously selected Mr. D'Amico to receive this honor because of all his hard work and dedication to promoting and elevating CCIMs. His experience includes over 27 years of active involvement with CCIMs. He is one of 40 CCIMs who have risen through the ranks on a local and regional level to lead the CCIM Institute nationally as President, and he exhibits the quintessential representation of a CCIM. Mr. D'Amico has and will continue to serve as a mentor and resource for anyone interested in evolving their commercial real estate career, as well as an advocate for promoting the value behind the CCIM 'pin'.

May, 2016:



From L-R: Connor Nolan; Eric Amodio, Amodio & Co. Real Estate; Teodora Rotaru; Anthony Solarino, Press Cuzzo; William Morris, OR&L Commercial; Joseph Woolridge, New York Studio Factory; Lisa Diamond, Crown Castle; Stanley Gniazdowski, CRE, CCIM, FRICS, Instructor; Frank Amodio; Jessica Wilson, Regions Commercial; Elliott Colassanto; Luke Massirio, OR&L Commercial; Thomas Wilks, Century 21 Commercial

The CCIM Connecticut Chapter Hosts CI 101 Financial Analysis for Commercial Investment Real Estate Course

The CCIM Connecticut Chapter successfully hosted a CI 101 Financial Analysis for Commercial Investment Real Estate Course taught by Stanley Gniazdowski, CCIM, CRE at 90 State House Square in Hartford, CT last week. The cornerstone of the CCIM program, the designation curriculum is designed to equip practitioners with the skills they need to profit from the ever-changing commercial real estate industry. Many thanks to Julianna Fritz, Damon Ralph, and Judi Bigda at Wells Fargo for generously allowing us to use their conference facility.

3. Upcoming Events

July 29, 2016: Biggest event of the Year! Please be sure to register early. Last year we had approximately 130 people attend. This is a great event to invite your co-workers and clients to showcase what CCIM is all about and network with some of the largest dealmakers in the U.S. Many thanks to the Symposium Committee for turning this vision into a reality. Symposium Chair: David Almeida, CCIM; Steve Patten, CCIM; Rich Guralnick, CCIM; Fred Petrella, CCIM; Robert Reicher, and Gus Ryer



Connecticut
CCIM Chapter

2016 Investment and Development Trends Commercial Real Estate Symposium



JULY 29, 2016 at GREAT RIVER GOLF CLUB
130 Coram Lane, Milford, CT 06461

PROGRAM AGENDA

- 8:00 - 9:00 a.m.: Registration, Networking,
and Breakfast
- 9:00 - 11:30 a.m.: Program Schedule, Keynote
Speaker, and Panelist
Discussion

**Keynote
Speaker:**



Robert A. Knakal
Chairman, NY Investment Sales
Cushman and Wakefield, NYC

Moderator:



R. Michael Goman
Principal, Advisory and
Development Services
Goman+York Property Advisors

Panelist:



Kenneth M. Kleban
President, Kleban Properties

Panelist:



Stanley C. Glantz, CDP, CRX
Chief Development Officer
Katz Properties

Panelist:

Forthcoming

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**CCIM
Institute:**



**Steven W. Moreira, CCIM,
CIPS**
President, CCIM Institute



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To register click on the Paypal Button

prices below include buffet breakfast

Connecticut CCIM Member: \$50

[Pay Now](#)

Connecticut CCIM Non-member: \$75

[Pay Now](#)

Table of 10: \$500

[Pay Now](#)

2016 Chapter Membership & Event: \$100

[Pay Now](#)

What is a CCIM?

CCIM stands for Certified Commercial Investment Member. The CCIM lapel pin denotes that the wearer has completed advanced coursework in financial and market analysis, and demonstrated extensive experience in the commercial real estate industry. CCIM designees are recognized as leading experts in commercial investment real estate.

Above all, the CCIM designation represents proven expertise in financial, market, and investment analysis, in addition to negotiation. Courses in these core competencies are taught by industry professionals, ensuring all material reflects the state of the industry. With this real-world education, CCIM designees are able to help their clients:

- Minimize risk
- Enhance credibility
- Make informed decisions
- Close more deals

Questions? Please contact Connecticut CCIM Chapter President: Michael Guidicelli, CCIM, SIOR at 860.854.6500 or Michael@RegionsCommercial.com

June 25, 2016: CCIM Connecticut Chapter Build Day for Humanity

The CCIM Connecticut Chapter extends an invite to its members, sponsors, friends and families to volunteer your time this Saturday, June 25, 2016 in the Hartford area from 7:30 a.m. – 3:00 p.m. to build a home for a well deserving family. Please email michael@regionscommercial.com or call 860.371.7103 for more details.



August 15-18, 2016:
CI 102- Market
Analysis for
Commercial
Investment Real
Estate



CI 102•Hartford, CT•Aug 15-18

8:30AM-5:30PM

90 State House Square
1st Floor Conference Center, Hartford, CT 06103

CI 102: Market Analysis for Commercial Investment Real Estate

You can't make intelligent real estate decisions without learning about the CCIM Strategic Analysis Model for investors, lenders, developers, brokers and other real estate professionals. Learn how financial analysis and market analysis are two separate, yet completely interrelated components of the strategic analysis process.

Work with four case studies covering each of the major property types: office, industrial, multi-family, and retail. Each case study will build around the CCIM Strategic Analysis Model, which contains four components: Market and Competitive Analysis, Political and Legal Analysis, Location and Site Analysis, and Financial Analysis.

After completing this course, you will be able to:

- Apply the CCIM Strategic Model to make a "go" or "no-go" investment decision.
- Use state-of-the-art geospatial technology for analyses.
- Examine real-world case studies of comprehensive analyses for each of the four major property types: office, industrial, residential, and retail.

Register Today:

<https://ccim.personifycloud.com/PersonifyEbusiness/Events/CCIMEventsCalendar/CCIMMeetingDetails.aspx?productId=107067664>



Meet the Instructor: Stan Gniazdowski, CCIM

Stan Gniazdowski, CCIM, CRE, FRICS is President of Realty Concepts, Inc. a Guilford Connecticut based International Real Estate Consulting and Advisory Group, which he founded in 1984. He has been in the real estate profession since 1973 as a broker, appraiser and consultant. He was Vice President and a consultant at Cushman & Wakefield prior to forming his own firm. Mr. Gniazdowski has provided real estate consulting, appraisal, asset management, litigation support and development consulting. He holds the Counselor of Real Estate Designation "CRE" of which there are about 1,100 world-wide, the CCIM Institute "CCIM" designation and is a Senior Instructor for the CCIM international education courses. He is the recipient of the 2012 CI 102 (Market Analysis Course) Instructor of the year. He serves on committees for CCIM Institute including 2013 Education Chairman, University Alliance Committee, the Board of Directors of Education Foundation, past CCIM Region 11 VP and CCIM Board of Directors. Mr. Gniazdowski has served as President of the Connecticut CCIM and CRE chapters and is involved in other civic and private organizations.

Parking available in State House Square Garage Directly Below Building Tuesday, August 16, 2016: After Class Happy Hour Networking with CCIMs at [Dish Bar & Grill](#) sponsored by the CT Chapter

October, 2016: Exact date TBD at Stoney Creek Brewery in Branford, CT

December, 2016: Annual Installation of Officers and Awards Dinner, Exact date and location TBD

In order to qualify for the awards, you must be a CCIM Connecticut Chapter member and have sent your press release to the Chapter for promotion on our website, facebook, LinkedIn, and twitter. More details to follow.

4. New Business

Congratulations to the Chapter and David Almeida, CCIM, Vice President for applying and receiving an application to the CCIM Institute for the CCIM Connecticut Chapter to receive \$2500 for our July 29, 2016 Commercial Real Estate Symposium **AND** an additional \$2500 for our Annual Installation of Officers and Awards Dinner.

CCIM Connecticut Chapter is seeking recommendations for a second named endowed scholarship recipient to be announced at the Fall Conference in Atlanta, GA on October 24-26, 2016. Please send me an email with a past or current CCIM designee that you believe has greatly influenced your involvement with CCIM and truly embodies what CCIM is all about. Deadline: July 1, 2016

5. Annual Sponsors

We are extremely grateful for our annual sponsors. Please reach out to them and utilize them in your course of business. All of them have a vast level of knowledge and are happy to share and help you overcome various stages of your transaction.

Here is a link to our annual sponsors: <http://www.ccimconnect.com/connecticut/new-item2/new-item>

We look forward to seeing you this Saturday at our Habitat for Humanity CCIM Build day and at the Symposium next month. We appreciate your continued support of the CCIM Connecticut Chapter.

Sincerely,

CCIM Connecticut Chapter Officers and Board of Directors

President: Michael Guidicelli, CCIM, SIOR: 860.854.6500; michael@regionscommercial.com

Vice President: David Almeida, CCIM: 203.610.2757; dalmeida@northeastpcg.com

Secretary/Treasurer: Shirley Harpool, CCIM: 203.985.9911; shirley.harpool@gmail.com