



## 2012 ANNUAL REPORT

**The mission of the Education Foundation of the CCIM Institute is to act as a catalyst by advancing and supporting educational and research initiatives that enhance the value and prestige of the CCIM designation and other career-building programs of the CCIM Institute, thereby benefiting its members and other commercial real estate practitioners.**

Dear Friends,

The Foundation had an exciting year introducing new initiatives and programming. Key accomplishments in 2012 included the following:

- Provided scholarship opportunities to 135 individuals.
- Creation of two additional Named Endowed Scholarships.
- Increased visibility and relationships with major universities providing scholarships to the next generation of real estate professionals.
- Expanded presence and involvement with the American Real Estate Society (ARES), delivering valuable research to CCIM members and exposing the Institute to ARES members.
- Continued development of a real estate donation program to further educate CCIM members, and enable the Foundation to work as a service partner with other non-profit organizations qualified to receive gifts of real estate.

The Foundation has been challenged in recent years by a reduction in donations due to the lingering impact of the recession upon CCIM members, most notably the \$25.00 voluntary contributions received through the Institute's annual dues billing. To protect our financial assets, we were able to reduce administrative expenditures in 2012 without sacrificing results. Going forward, we will need to develop other revenues to expand our activities.

Thank you to the many people that make our Foundation work. We look forward to 2013 with great optimism!

Sincerely,

A handwritten signature in black ink, appearing to read 'Sandy Shindleman', written over a horizontal line.

Sandy Shindleman, CCIM  
2012-2013 President  
Education Foundation of the CCIM Institute

## **NET ASSETS**

The Education Foundation of the CCIM Institute had Net Assets of \$4,094,414 at the end of 2012, up \$132,346 or 3.34% from \$3,962,068 at the end of 2011.

## **2012 DONORS**

The Education Foundation of the CCIM Institute received \$144,276 in donations during 2012.

Donations of \$1,000 or more were received from the following:

- William Barnhill, CCIM
- Andrew Chan, CCIM
- Jill Duemeland, CCIM
- Susan Groeneveld, CCIM
- Shirley Harpool, CCIM
- Richard Juge, CCIM
- Norman Khoury, CCIM
- Carmela Ma, CCIM
- Mark Macek, CCIM
- Ronald Myles, CCIM
- Doug Sawyer, CCIM
- Sandy Shindleman, CCIM
- Darbin Skeans, CCIM
- Patricia Tesluk, CCIM
- Robin Webb, CCIM
- Henry F. White, Jr.
  
- Community Foundation Southern Alabama
- Fidelity Charitable Fund
- Lois & Richard Rosenthal Foundation
- Mid-Atlantic CCIM Chapter
- Mississippi CCIM Chapter
- North Carolina CCIM Chapter
- Ohio CCIM Chapter
- Prudential Foundation Matching Gifts
- Southern California CCIM Chapter
- Southern Nevada CCIM Chapter

The Education Foundation held a silent auction at the CCIM Institute annual business meetings in October 2012, which generated net proceeds of \$20,000 thanks to the generosity of those donating items.

## NEW NAMED ENDOWED SCHOLARSHIPS

The purpose of the Named Endowed Scholarship is to honor a CCIM member, CCIM Chapter, Individual or Corporation for their dedication, commitment, outstanding achievement and service in the commercial real estate and investment area. The Education Foundation of the CCIM Institute created the following Named Endowed Scholarships in 2012:

### **Eddie Blanton CCIM Scholarship**

Eddie Blanton, CCIM, began his commercial real estate career in 1996. He specializes in the areas of retail and investment brokerage, and was awarded the CCIM designation in 2001. Mr. Blanton served as North Carolina CCIM Chapter President in 2010, and graduated from the Institute's Jay W. Levine Leadership Development Academy in 2011

### **Soozi Jones Walker CCIM Scholarship**

Soozi Jones Walker, CCIM, has been working in commercial real estate since 1979. She is the broker/owner of Commercial Executives in Las Vegas, Nevada, and specializes in the sale of investment properties and leasing of office, retail and industrial properties. Ms. Jones Walker attained the CCIM designation in 1991 and became a CCIM instructor in 2002. She served as a Real Estate Commissioner for the Nevada Real Estate Division from 2007 to 2010, and as President of the Southern Nevada CCIM Chapter for three different terms.

## 2012 SCHOLARSHIP RECIPIENTS

The Education Foundation of the CCIM Institute has been granting scholarships to deserving students and real estate professionals since 1988. There are three scholarship categories: Named Endowed Scholarships, CCIM Course Scholarships, and University Scholarships.

Named Endowed Scholarships were awarded during 2012 to the following individuals:

Charles Hunt Griffith	Bill Moss CCIM Scholarship	Alabama CCIM Chapter
Bart Hunter Knight	Charlie White CCIM Scholarship	Alabama CCIM Chapter
Monica Schroeder	Troy McClendon CCIM Scholarship	Alabama CCIM Chapter
Stacie Harrison	Tim Hatlestad CCIM Scholarship	Central Arizona CCIM Chapter
Justin Clark	H. Jim Crowley CCIM Scholarship	Houston/Gulf Coast CCIM Chapter
McKenzie Followwill	Pius K. Leung CCIM Scholarship	Houston/Gulf Coast CCIM Chapter
Denise Ozene	Robert C. Watson CCIM Scholarship	Houston/Gulf Coast CCIM Chapter
Jim Cockrill	Robert C. Watson CCIM Scholarship	Houston/Gulf Coast CCIM Chapter
Brad Hayes	Robert N. Holland CCIM Scholarship	Iowa CCIM Chapter
Gabe Tovar	Robert N. Holland CCIM Scholarship	Iowa CCIM Chapter
Eric Caldwell	Thomas Nordstrom CCIM Scholarship	Iowa CCIM Chapter
Nick Jans	Thomas Nordstrom CCIM Scholarship	Iowa CCIM Chapter
Don Piros	Jack R. Hunt CCIM Scholarship	Kansas CCIM Chapter
Tom Sims	Frank F. Weisberg CCIM Scholarship	Kentucky CCIM Chapter
Brian Beshara	Barry H. Spizer CCIM Scholarship	Louisiana CCIM Chapter

Natalie Wilson	Barry H. Spizer CCIM Scholarship	Louisiana CCIM Chapter
Tyler Robinson	Stewart J. Estopinal CCIM Scholarship	Louisiana CCIM Chapter
William Mallory, IV	Martin Edwards CCIM Scholarship	Memphis Metropolitan CCIM Chapter
Ashley Jones	Karl Wagner CCIM Scholarship	Mid-Atlantic CCIM Chapter
John Patrick Guinn, III	John C. Daniel CCIM Scholarship	North Carolina CCIM Chapter
Roderick Gee	John C. Daniel CCIM Scholarship	North Carolina CCIM Chapter
Daniel Marquardt	Michael P. Barr Scholarship	North Carolina CCIM Chapter
Stacy Milburn	Michael P. Barr Scholarship	North Carolina CCIM Chapter
Allison Rice	Charles A. "Mac" McClure CCIM Scholarship	North Texas CCIM Chapter
Collin Flynn	Charles A. "Mac" McClure CCIM Scholarship	North Texas CCIM Chapter
Kyle Gill	Jay R. Lucas CCIM Scholarship	North Texas CCIM Chapter
Chuck Bukhari	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Cynthia Lee	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Dietrich Brandt	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Eric Wanene	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Katia Bonilla	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Corey McHenry	James & Berta Darr CCIM Scholarship	San Diego CCIM Chapter
Ryan Heinfeld	George C. Larsen CCIM Scholarship	Southern Arizona CCIM Chapter
Jason Hershey	Palmer Berge CCIM Scholarship	Washington State CCIM Chapter

The CCIM Course Scholarship Program is designed to promote the CCIM designation on a broad basis, to increase the visibility of CCIM chapters, and to assist those pursuing the CCIM designation. Through CCIM chapters, the Foundation awards scholarship to be used for CCIM courses. CCIM course scholarships were awarded during 2012 to the following individuals:

William Sanders	Alabama CCIM Chapter
Mark Filipenko	Alaska CCIM Chapter
Angela Baltaga	Central Arizona CCIM Chapter
Azizali Kanjee	Central Canada CCIM Chapter
Lee Greenwood	Central Canada CCIM Chapter
J. Patrick Burke	Central Texas CCIM Chapter
Travis Waldorp	Central Texas CCIM Chapter
Aaron Valdez	Colorado/Wyoming CCIM Chapter
Tyler Bray	Colorado/Wyoming CCIM Chapter
Bobby Fillers	East Tennessee CCIM Chapter
John Haney	East Tennessee CCIM Chapter
Aron Harrison	Florida CCIM Chapter
Benjamin Bruner	Florida CCIM Chapter
Christopher Spear	Florida CCIM Chapter
Clarissa Willis	Florida CCIM Chapter
Helen Weissman	Florida CCIM Chapter
Lisa Sands	Florida CCIM Chapter

Margarita Lartitegui	Florida CCIM Chapter
Margarita Sudnykovych	Florida CCIM Chapter
Robert McEwen	Florida CCIM Chapter
Susan Shroder	Florida CCIM Chapter
Theresa Blauch-Mitchell	Florida CCIM Chapter
Tyler Mancuso	Florida CCIM Chapter
Walter Persaud	Florida CCIM Chapter
Yakhin Israel	Florida CCIM Chapter
Ann Vaughn Martin	Georgia CCIM Chapter
Hector Martinez	Greater El Paso CCIM Chapter
Will Harvey	Greater El Paso CCIM Chapter
Nicholas Dunlap	Greater Southern California CCIM Chapter
Andrea Denise Ozene	Houston/Gulf Coast CCIM Chapter
Jacob Saour	Houston/Gulf Coast CCIM Chapter
Deena Zimmerman	Illinois CCIM Chapter
Tanner Mueller	Illinois CCIM Chapter
Rob Lukemeyer III	Indiana CCIM Chapter
Alex Kelly	Iowa CCIM Chapter
Jeremy Tipton	Iowa CCIM Chapter
Alex Knudson	Kansas CCIM Chapter
Lewis Kelley	Kansas CCIM Chapter
Austin Baier	Kansas City CCIM Chapter
Mike Tiehen	Kansas City CCIM Chapter
Matt Stone	Kentucky CCIM Chapter
Michael Anderson	Kentucky CCIM Chapter
Brian Phillips	Louisiana CCIM Chapter
Evan Scroggs	Louisiana CCIM Chapter
Bill Caller	Memphis Metropolitan CCIM Chapter
Leslie Jerkins	Memphis Metropolitan CCIM Chapter
Benjamin Sietsema	Michigan CCIM Chapter
John McGraw	Michigan CCIM Chapter
Lindsay Heckel	Mid-Atlantic CCIM Chapter
Austin Benedict	Middle Tennessee CCIM Chapter
Chance Lindsey	Minnesota-Dakotas CCIM Chapter
Michael Sturdivant	Minnesota-Dakotas CCIM Chapter
William Stenger	Missouri CCIM Chapter
Jon Pesce	Nebraska CCIM Chapter
Kevin Stratman	Nebraska CCIM Chapter
Salvatore DiStefano	New England CCIM Chapter
Jake Alan Redfearn	New Mexico CCIM Chapter
Michele Branscom	New Mexico CCIM Chapter
Kathy Anderson	North Carolina CCIM Chapter

Sam DiFranco, Jr.	North Carolina CCIM Chapter
Arien Ramsire	North Texas CCIM Chapter
LaToya Flanigan	North Texas CCIM Chapter
Cheryl Job	Northern California CCIM Chapter
Eric Wanene	Northern California CCIM Chapter
Andrew Balalovski	Ohio CCIM Chapter
Leslie Kirkpatrick	Oklahoma CCIM Chapter
Scott Schlotfelt	Oklahoma CCIM Chapter
Dyann Hamilton	Oregon/SW Washington CCIM Chapter
Matt Hogan	Oregon/SW Washington CCIM Chapter
Jim Jacobs, Jr.	PA/NJ/DE CCIM Chapter
Michael Altschuler	PA/NJ/DE CCIM Chapter
Corey McHenry	San Diego CCIM Chapter
Adam Cates	South Carolina CCIM Chapter
Peter J. Harper	South Carolina CCIM Chapter
John Tyler Lopez	Southern Arizona CCIM Chapter
Ryan Heinfeld	Southern Arizona CCIM Chapter
Christopher Connell	Southern Nevada CCIM Chapter
Dianne Simmons	Southern Nevada CCIM Chapter
David Thomas	Upstate New York CCIM Chapter
Jon Kelley	Upstate New York CCIM Chapter
Hilea Walker	Utah CCIM Chapter
Rusty Lugo	Utah CCIM Chapter
Georgia Ragsdale	Washington State CCIM Chapter
Tasha Zetty	Washington State CCIM Chapter
Tom Irgens	Wisconsin CCIM Chapter

The purpose of the University Scholarship Program is to encourage and assist students desiring a career in real estate, and to promote high educational standards. This program enables commendable university students majoring in real estate to experience CCIM Institute education first hand. Scholarships were awarded during 2012 to the following university students:

Horbert Orton	Auburn University
John Cattonar	Columbia University
Avram Coven	Indiana University
Conor Mullen	New York University
Clay Risinger	Ohio State University
Tori Massie	San Diego State University
William Vonderfecht	Southern Methodist University
Morgan Solomon	University of Alabama
Kyle Lohbeck	University of Cincinnati
Jacob Hallaner	University of Denver

Zach Reinhardt	University of Nebraska
Nila Neik	University of North Texas
Molly Skovronski	University of Northern Iowa
Kelly Ness	University of San Diego
Jacob Holub	University of St. Thomas

## **2012 BOARD OF DIRECTORS**

The Education Foundation of the CCIM Institute thanks all of the members of our 2012 Board of Directors for their valuable time and efforts.

Sandy Shindleman, CCIM – President  
Robin Webb, CCIM – Vice President  
Patricia Lynn, CCIM – Treasurer  
Thomas Nordstrom, CCIM - Secretary  
Roger Broderick, CCIM – Immediate Past President  
Andrew Chan, CCIM  
Walter Clements, CCIM  
Ralph Duarte, CCIM  
Jeffrey Engelstad, CCIM  
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Stan Gniazdowski, CCIM  
Shirley Harpool, CCIM  
Pius Leung, CCIM  
Jeffrey Lyon, CCIM  
Carmela Ma, CCIM  
Steven Moreira, CCIM  
Duncan Patterson, CCIM  
Doug Sawyer, CCIM  
Don R. Scheidt, CCIM  
Darbin Skeans, CCIM  
Patricia Tesluk, CCIM  
Mary Dee Karp, CCIM – Life Member  
Wayne D’Amico, CCIM - Ex-Officio  
Charles Connely, CCIM - Ex-Officio  
Henry White Jr. - Ex-Officio  
Susan Groeneveld, CCIM - Ex-Officio

The Education Foundation of the CCIM Institute is tax-exempt under section 501(c)(3) of the Internal Revenue Code. Donations are tax-deductible to the extent allowed by law.