



2013 ANNUAL REPORT

The mission of the CCIM Foundation is to advance and foster commercial real estate education through scholarships, programs and initiatives.

Dear Friends,

One of the joys of preparing an annual report is that it gives us the opportunity to look back and be thankful for all that has been accomplished. 2013 was a positive year for the Foundation. Our financial position is solid thanks to many donors, and efficient management of assets and expenses by our Board of Directors and staff. Key accomplishments in 2013 included the following:

- Completed a name change from “Education Foundation of the CCIM Institute” to “CCIM Foundation” which better identifies the organization.
- Adopted a revised Mission Statement as a better description and guide for the Foundation.
- Conducted a productive strategic planning session which engaged our Board of Directors.
- Created nine Named Endowed Scholarships, which is the most in a single year. A total of 57 such scholarships are now available.
- Provided scholarship opportunities to 95 individuals.
- Held a silent auction at the CCIM Institute annual business meetings in October 2013, which generated net proceeds of \$25,000.
- Presented Real Estate Gifting education sessions for CCIM members and other real estate professionals on ten occasions, and gained exposure for this initiative through CCIM Institute.

I have enjoyed the privilege of serving as President of CCIM Foundation for the last two years and appreciate the contributions, monetary and otherwise, of so many great people.

Sincerely,

A handwritten signature in black ink, appearing to read "Sandy Shindleman".

Sandy Shindleman, CCIM
2012-2013 President
CCIM Foundation

NET ASSETS

CCIM Foundation had Net Assets of \$4,545,026 at the end of 2013, up \$450,612 or 11.0% from \$4,094,414 at the end of 2012.

2013 DONORS

CCIM Foundation received \$214,611 in donations during 2013.

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

- William Barnhill, CCIM
- Craig Blorstad, CCIM
- Neil Bortz
- Andrew Chan, CCIM
- Susan Groeneveld, CCIM
- Chad Hagwood
- Shirley Harpool, CCIM
- Leil Koch, CCIM
- Jeff Lyon, CCIM
- Carmela Ma, CCIM
- Laurens Nicholson, CCIM
- Lou Nimkoff, CCIM
- Thomas Nordstrom, CCIM
- Duncan Patterson, CCIM
- Gary Pharo, CCIM
- Sandy Shindleman, CCIM
- Patricia Tesluk, CCIM
- Robin Webb, CCIM
- Henry F. White, Jr.

- Alabama CCIM Chapter
- Alabama CCIM Chapter - Gulf Coast District
- Castellini Foundation Grant Fund
- H.G. Hill Realty Co.
- Iowa CCIM Chapter
- Maryland Association of Realtors
- Mathews Partners, LLC
- Mid-Atlantic CCIM Chapter
- Middle Tennessee CCIM Chapter
- Mississippi CCIM Chapter
- Missouri CCIM Chapter
- North Carolina CCIM Chapter
- PA/NJ/DE CCIM Chapter

- South Carolina CCIM Chapter
- Southpace Properties, Inc.
- The Title Group Inc.
- William P. Butler Revocable Trust

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. CCIM Foundation created the following Named Endowed Scholarships in 2013:

C. William Barnhill CCIM Scholarship

Bill Barnhill, CCIM, PhD., has been involved in the commercial real estate business over 36 years, having specialized for the last 19 years in self storage. Dr. Barnhill received the CCIM designation in 1981. He is a past president of the Alabama CCIM Chapter and Alabama Real Estate Securities and Syndication Institute, and is currently President of Omega Properties, Inc., a commercial real estate management and brokerage firm located in Mobile, AL.

Skip Duemeland CCIM Scholarship

George "Skip" Duemeland, CCIM, has been an influential force in the commercial real estate market for over 35 years. He is the third generation in the Duemelands legacy; a history that began in 1905 as a pioneer in the real estate industry with the acquisition and sale of over one million acres of railroad land across the eastern portion of North Dakota. Mr. Duemeland earned the CCIM designation in 1987, and is a past member of CCIM Institute's Board of Directors and Executive Committee.

John J. Frank Jr. CCIM Scholarship

John Frank Jr., CCIM, is currently the Chairman of Cassidy Turley in Cincinnati. Mr. Frank was designated as a CCIM in 1980, and served as President of the Ohio CCIM Chapter in 1983 and President of CCIM Institute in 1994. He is extensively involved in his local community through a variety of business, civic and philanthropic organizations, and received the Real Estate Professional Award of the Year award in 2002 from the University of Cincinnati.

Robert M. Lewis CCIM Scholarship

Bob Lewis, CCIM, has been involved in commercial and industrial brokerage since 1992. He earned the CCIM designation in 1995. In 1996, he formed Robert M. Lewis & Associates, Inc., a full service commercial brokerage firm. In 2004, Mr. Lewis affiliated with NAI Piedmont Triad Commercial Properties, and now heads their Burlington, NC, office as Broker-in-Charge. He has extensive experience in residential land development, retail site selection, and investment properties of all types.

Mark Patterson CCIM Scholarship

Mark Patterson, CCIM, has served on the Iowa CCIM Chapter Board of Directors since 1993 and was the Chapter President in 1997. He has also served CCIM Institute as a Regional Vice-President and member of the Professional Standards Committee. Mr. Patterson was a founder of the Iowa Commercial Real Estate Expo, the premiere industry event in Iowa. Since 2006, he has held the position of Commercial Deputy Assessor at the Polk County Assessor's Office in Des Moines.

Patricia Tesluk CCIM Scholarship

Patricia Tesluk, CCIM, entered the commercial real estate industry in 1991 and is the Vice President of Veritas Realty, where she directs the Corporate Retail Services division. Designated as a CCIM in 1997, Ms. Tesluk has served on numerous committees and the Board of Directors for CCIM Institute, and graduated from the Jay W. Levine Leadership Development Academy in 2006. She is currently a member of the CCIM Foundation Board of Directors, and will be our Vice President for 2014.

Gene Trowbridge CCIM Scholarship

Gene Trowbridge, Esq., CCIM, is a California licensed attorney whose law practice focuses on syndication of commercial and investment real estate. Mr. Trowbridge manages the west coast office of Trowbridge & Taylor LLP in Orange County, CA. Awarded the CCIM designation in 1977, he has served as a member of the CCIM faculty since 1979. In 2002, Mr. Trowbridge was awarded the Robert L. Ward Instructor of the Year Award from the CCIM Institute. He has served three times as the President of the Greater Southern California CCIM Chapter.

Mississippi BankPlus Scholarship

BankPlus was founded in 1909 as Citizens Bank & Trust Company (CB&T) in Belzoni, Mississippi. CB&T grew to include locations in central Mississippi and the Delta, and was renamed BankPlus in 1994. BankPlus now has over \$2 billion in total assets and 60 offices in 33 Mississippi communities, and has been the leading sponsor of the Mississippi CCIM Chapter over the last decade.

Walter Moreira Scholarship

The Walter Moreira Scholarship was established by CCIM Institute 2014 First Vice President Steven Moreira, CCIM, and his family in memory of Steven's brother. Walter Moreira was the youngest of four children in the family, and passed away in 1985 at 26 years of age.

2013 SCHOLARSHIP RECIPIENTS

CCIM Foundation has been granting scholarships to deserving commercial real estate professionals since 1988. Scholarship recipients represent a cross section of the commercial real estate industry. Our research in 2013 told us the following:

- While these individuals averaged almost seven years of industry experience, they ranged in experience from newcomers to 32 years.
- They are a well educated group, with about 90% having attended college.
- Over 40% of the scholarships were used for the CI101 course, while the others were almost evenly distributed over the CI102, CI103, and CI104 courses.
- Over 85% took CCIM courses in a classroom format.
- The vast majority want to earn the CCIM designation, with about 66% expecting to do so by the end of 2015.
- Five 2013 recipients were designated by the end of the 2013 calendar year.

"I received a CCIM Foundation scholarship through the Illinois CCIM Chapter for CI 102 which I took in Santa Ana, CA. I began the CCIM coursework in December 2012, and wrote the Comprehensive Exam attaining the designation in April 2013. It is the best investment I have ever made in my business. I took all courses in the classroom to take advantage of the networking aspect to work with students from across the US and other countries, as well as establish relationships with world-class instructors. I'm very fortunate that I did; I remain in touch with dozens of them, continue to foster relationships, and promote needs/wants both here in Chicago and in growth markets across the country. Thank you CCIM Foundation for providing me the opportunity to be a part of CCIM Institute, which has a network and education that no other organization provides. It has proven invaluable to both my business and personal development."

*David P. Ellermann, CCIM
Managing Broker, Principal
Ellermann Commercial Brokerage
Chicago, IL*

There were two scholarship categories in 2013, Named Endowed Scholarships and CCIM Course Scholarships. The University Scholarship Program, a third category which had been funded for many years, was discontinued in 2013 as it did not fulfill the mission of CCIM Foundation.

Named Endowed Scholarships were awarded during 2013 to the following individuals:

Andrea Justiniano	Bill Moss CCIM Scholarship	Alabama CCIM Chapter
Jeffrey Grant	Troy McClendon CCIM Scholarship	Alabama CCIM Chapter
Phil Tomlinson	Tim Hatlestad CCIM Scholarship	Central Arizona CCIM Chapter
Britney Mroczkowski	Roger B. Broderick CCIM Scholarship	Florida CCIM Chapter
Charles Herold	Roger B. Broderick CCIM Scholarship	Florida CCIM Chapter
Robert Krauer	Robert M. White CCIM Scholarship	Georgia CCIM Chapter

Paula Freeman	H. Jim Crowley CCIM Scholarship	Houston/Gulf Coast CCIM Chapter
Ravi Narsinghani	Joseph Fisher CCIM Scholarship	Indiana CCIM Chapter
Ashley Fields	Robert N. Holland CCIM Scholarship	Iowa CCIM Chapter
Erik Sikkema	Robert N. Holland CCIM Scholarship	Iowa CCIM Chapter
Austin Hedstrom	Thomas Nordstrom CCIM Scholarship	Iowa CCIM Chapter
Tanner Westberg	Thomas Nordstrom CCIM Scholarship	Iowa CCIM Chapter
Don Piros	Jack R. Hunt CCIM Scholarship	Kansas CCIM Chapter
Matt Stone	Frank F. Weisberg CCIM Scholarship	Kentucky CCIM Chapter
Grant Jones	Larry Baumgardner CCIM Scholarship	Kentucky CCIM Chapter
Johnice Katz	Barry H. Spizer CCIM Scholarship	Louisiana CCIM Chapter
Blake Lumpkin	Stewart J. Estopinal CCIM Scholarship	Louisiana CCIM Chapter
William Mallory, IV	Martin Edwards CCIM Scholarship	Memphis Metropolitan CCIM Chapter
Major Hillard, IV	Karl Wagner CCIM Scholarship	Mid-Atlantic CCIM Chapter
David Aase	Skip Duemeland CCIM Scholarship	Minnesota/Dakotas CCIM Chapter
Shelton Bounds	Walter D. Becker Jr. CCIM Scholarship	Mississippi CCIM Chapter
Daniel Marquardt	Eddie Blanton CCIM Scholarship	North Carolina CCIM Chapter
Peter Hitchens	Eddie Blanton CCIM Scholarship	North Carolina CCIM Chapter
Sam DiFranco Jr.	John C. Daniel CCIM Scholarship	North Carolina CCIM Chapter
Daniel Marquardt	Tony Rickard CCIM Scholarship	North Carolina CCIM Chapter
Steve Mitchener	Tony Rickard CCIM Scholarship	North Carolina CCIM Chapter
Travis Gallivan	Charles A. "Mac" McClure CCIM Scholarship	North Texas CCIM Chapter
William Sanders	Jay R. Lucas CCIM Scholarship	North Texas CCIM Chapter
Dietrich Brandt	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Gemma Lin	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Helen Chong	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Jeff Bracco	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Tim Vi Tran	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Geoffrey Falkenberg	Robert W. Nelson CCIM Scholarship	Oregon/SW Washington CCIM Chapter
Tori Massie	James & Berta Darr CCIM Scholarship	San Diego CCIM Chapter
Mark Hayes	George C. Larsen CCIM Scholarship	Southern Arizona CCIM Chapter
Terry Wilson	Palmer Berge CCIM Scholarship	Washington State CCIM Chapter
Dino Alevizos	Sandy Shindleman CCIM Scholarship	CCIM Foundation

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 2013 to the following individuals:

Sloan Stevens	Alabama CCIM Chapter
Mark Filipenko	Alaska CCIM Chapter
Susan Parke	Arkansas CCIM Chapter
Stacie Harrison	Central Arizona CCIM Chapter
Matthew Cooke	Central Canada CCIM Chapter
Marianna Mooring	Central Texas CCIM Chapter
Brandon Ray	Colorado/Wyoming CCIM Chapter
M. Augustus Ryer	Connecticut CCIM Chapter
Bobby Joe Fillers	East Tennessee CCIM Chapter
Mary Becker	Florida CCIM Chapter
Matt Kim	Florida CCIM Chapter
John Kruszewski	Florida CCIM Chapter
Jayne McIntosh	Florida CCIM Chapter
Mark Newman	Florida CCIM Chapter
Anthony Peragine	Florida CCIM Chapter
Joshlyn Steele	Florida CCIM Chapter
Jules Straker	Florida CCIM Chapter
Jason Archer	Georgia CCIM Chapter
Will Harvey	Greater El Paso CCIM Chapter
Chris Itule	Greater Los Angeles CCIM Chapter
Terence Cooper	Houston/Gulf Coast CCIM Chapter
Bryan Oliver	Idaho CCIM Chapter
David Ellermann	Illinois CCIM Chapter
Larry Oliver	Indiana CCIM Chapter
JoAnne Watts	Inland Northwest CCIM Chapter
Justin Lossner	Iowa CCIM Chapter
Randy Bowles	Kansas CCIM Chapter
Chris Cargill	Kansas City CCIM Chapter
Lynette Samborski	Kansas City CCIM Chapter
Brooks Mayer	Kentucky CCIM Chapter
Matthew Shirley	Louisiana CCIM Chapter
Patty Greer	Memphis Metropolitan CCIM Chapter
Anjolene Whaley	Mid-Atlantic CCIM Chapter
Tiffany Pruett	Middle Tennessee CCIM Chapter
Chelsie Johnson	Minnesota-Dakotas CCIM Chapter
John Pitts	Mississippi CCIM Chapter
Denny Sciscoe	Nebraska CCIM Chapter

Joanna Lemire	New England CCIM Chapter
Carl Grending	New Mexico CCIM Chapter
Hariklia Koundourakis	New York Metro CCIM Chapter
William Travis Carter	North Carolina CCIM Chapter
Aarica Mims	North Texas CCIM Chapter
Ray Marquez	Northern California CCIM Chapter
Matthew Greer	Northwest Arkansas CCIM Chapter
Jon Caiazza	Ohio CCIM Chapter
Brian Beam	Oklahoma CCIM Chapter
Brent McLean	Oregon/SW Washington CCIM Chapter
Gerald LaHay	PA/NJ/DE CCIM Chapter
Luis Raúl Solá	Puerto Rico CCIM Chapter
James Puzz	San Antonio/South Texas CCIM Chapter
Vincent Punzi	San Diego CCIM Chapter
Hank Beckham	South Carolina CCIM Chapter
Robert Grant	Southern Arizona CCIM Chapter
Kevin Hansen	Utah CCIM Chapter
Kristina Togia	Washington State CCIM Chapter
Katerina Tsai	Western Canada CCIM Chapter
Brian McClaren	Wisconsin CCIM Chapter

REAL ESTATE GIFTING

CCIM Foundation continued to increase awareness and understanding of real estate donations, and our ability to receive such gifts. We are encouraged that two high potential gifts were presented in 2013. However, they but did not transpire due to donor circumstances beyond our control (not unlike other real estate transactions).

Highlights for 2013 included:

- Exhibited at the National Conference on Philanthropic Planning
- Presentation to the Annual National Conference on Association Foundations
- Presentation to the CRS Executive Committee
- Education session at the New York State Commercial Real Estate Conference
- Education session at the North Carolina CCIM Chapter Annual Conference
- Education session at the CCIM Live! Conference in Denver
- Exposure on the CCIM Chapter leadership webinar
- CIRE Magazine web version bi-monthly articles
- CCIM Insider regular features
- CCIM Chapter Newsletter features
- Real estate gifting webinar on website

2013 BOARD OF DIRECTORS

CCIM Foundation thanks all of the members of our 2013 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
Silvia Gangel, CCIM
Shirley Harpool, CCIM
Leil Koch, CCIM
Pius Leung, CCIM
Jeffrey Lyon, CCIM
Carmela Ma, CCIM
Katya Naman, CCIM
Lou Nimkoff, CCIM
Duncan Patterson, CCIM
Doug Sawyer, CCIM
Don R. Scheidt, CCIM
Patricia Tesluk, CCIM
Mary Dee Karp, CCIM – Life Member
Craig Blorstad, CCIM - Ex-Officio
Karl Landreneau, CCIM - Ex-Officio
Henry White Jr. - Ex-Officio
Susan Groeneveld, CCIM - Ex-Officio

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