



## 2011 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 2011 included the following:

- Creation of six additional Named Endowed Scholarships.
- Provided scholarship opportunities to 162 individuals.
- 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.
- Initiation 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.

It has been my honor to serve as President of the Foundation for the last two years. I am grateful for the support of so many people that helped us fulfill our mission.

Sincerely,

A handwritten signature in black ink, appearing to read 'Roger Broderick', written over a light blue horizontal line.

Roger Broderick, CCIM  
2010-2011 President  
Education Foundation of the CCIM Institute

## **NET ASSETS**

The Education Foundation of the CCIM Institute had Net Assets of \$3,962,068 at the end of 2011, down \$150,835 or 3.67% from \$4,112,903 at the end of 2010.

## **2011 DONORS**

The Education Foundation of the CCIM Institute received \$202,397 in donations during 2011.

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

- B.K. Allen, CCIM
- Susan Groeneveld, CCIM
- Wayne Kleinstiver, CCIM
- Carmela Ma, CCIM
- Steven Moreira, CCIM
- Christopher Patterson
- Elizabeth and Jason Quintana
- Douglas Sawyer, CCIM
- Debby Skeans, CCIM
- John Stone, CCIM
- Patricia Tesluk, CCIM
- Kathryn Vogel
- Robin Webb, CCIM
  
- Allen and Gloria Block Foundation
- Fidelity Charitable Fund
- Missouri CCIM Chapter
- North Carolina CCIM Chapter
- Oregon – SW Washington CCIM Chapter
- Pennsylvania – New Jersey – Delaware CCIM Chapter
- Real Estate Board of Vancouver
- Southern California CCIM Chapter

## **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 2011:

### **Larry Baumgartner CCIM Scholarship**

Larry Baumgartner, CCIM, began his real estate career in 1970 with a residential real estate firm in Louisville, Kentucky. In 1980, he transitioned into commercial real estate and became President of a firm that specialized in shopping center leasing, management, and development. In 1987, he formed his own shopping center development firm. Mr. Baumgartner is a CCIM instructor and taught commercial and industrial real estate at the University of Kentucky's Jefferson Community College for 10 years.

### **Frank Fitzgerald CCIM Scholarship**

Frank Fitzgerald, CCIM, began his commercial real estate career in 1973. He specializes in investment property brokerage and land sales to investors, developers and national corporations. Mr. Fitzgerald served as President of Houston/Gulf Coast CCIM Chapter in 1983, and President of the Houston Association of Realtors in 1988. He was awarded Realtor of the Year by the Houston Association of Realtors in 1991, and received a Life Time Achievement Award from the Houston/Gulf Coast CCIM Chapter in 2005.

### **Robert Nelson CCIM Scholarship**

Robert Nelson, CCIM, started his career as a real estate investment broker in 1968 and owns Pacwest Real Estate Investments, LLC, in Eugene, Oregon. He was recognized as Realtor of the Year by the Eugene Association of Realtors in 1984. He served as President of the Oregon/SW Washington CCIM Chapter in 2003, and as a CCIM Regional Vice President in 2004 and 2005.

### **Phil Nesrallah CCIM Scholarship**

Phil Nesrallah, CCIM, was the President and Broker of Nescorp Realty Ltd.. He was a widely respected commercial real estate broker who began his career in commercial real estate in 1986. After achieving the CCIM designation in 1988, Mr. Nesrallah became a CCIM instructor and taught throughout Canada, the U.S., Mexico, Puerto Rico, and China. He passed away in 2010.

### **Sandy Shindleman CCIM Scholarship**

Sandy Shindleman, CCIM, is the President of Shindico, a company that he founded in 1975 which is active across Canada in development, tenant representation, and brokerage. He became a CCIM instructor in 1980, and has instructed throughout North America, Europe and Asia on behalf of the Institute.

### **San Antonio/South Texas CCIM Chapter Endowment**

## 2011 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 2011 to the following individuals:

Meredith Ann McMutchen	Bill Moss CCIM Scholarship	Alabama CCIM Chapter
Donald Lee Gambriel	Charlie White CCIM Scholarship	Alabama CCIM Chapter
George Brazier	Troy McClendon CCIM Scholarship	Alabama CCIM Chapter
Eric Butler	Tim Hatlestad CCIM Scholarship	Central Arizona CCIM Chapter
Christopher A. Forde	Robert M. White CCIM Scholarship	Georgia CCIM Chapter
John David Hughes	Robert M. White CCIM Scholarship	Georgia CCIM Chapter
Barinna Poon	J. Allen Johnson CCIM Scholarship	Hawaii CCIM Chapter
Michael Taylor	J. Allen Johnson CCIM Scholarship	Hawaii CCIM Chapter
Erin Sou	James K. Trask CCIM Scholarship	Hawaii CCIM Chapter
Michael Raff	James K. Trask CCIM Scholarship	Hawaii CCIM Chapter
Jim Cockrill	H. Jim Crowley CCIM Scholarship	Houston/Gulf Coast CCIM Chapter
Anthony Konechnik	Joseph Fisher CCIM Scholarship	Indiana CCIM Chapter
Scott Harper	Jack R. Hunt CCIM Scholarship	Kansas CCIM Chapter
Diana Wellman	Frank F. Weisberg CCIM Scholarship	Kentucky CCIM Chapter
Bill Caller Jr.	Martin Edwards CCIM Scholarship	Memphis Metropolitan CCIM Chapter
Robert Sloan	Martin Edwards CCIM Scholarship	Memphis Metropolitan CCIM Chapter
Teck Cheng Tan	Michael P. Barr Scholarship	North Carolina CCIM Chapter
Robert Wilkinson Spoir Jr.	Michael P. Barr Scholarship	North Carolina CCIM Chapter
Raine Spivey	Tony Rickard CCIM Scholarship	North Carolina CCIM Chapter
Dan Clancy	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Don Enright	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Patrick Barnes	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Peter MacLennan	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Ryan Rodriguez	Mary Dee Karp CCIM Scholarship	Northern California CCIM Chapter
Alice Niewiadomski	James & Berta Darr CCIM Scholarship	San Diego CCIM Chapter
Conrad Moseley	George C. Larsen CCIM Scholarship	Southern Arizona CCIM Chapter
Mike Cameron	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 2011 to the following individuals:

Tyler Bradford	Alabama CCIM Chapter
Benjamin Nesmith	Alabama CCIM Chapter
Eric Dalbom	Central Arizona CCIM Chapter
Sarah Weddle	Central Arizona CCIM Chapter
Adrian Lufschanowski	Central Texas CCIM Chapter
Alan Nirenberg	Central Texas CCIM Chapter
Larry Close	Colorado/Wyoming CCIM Chapter
Nick Galluzzo	Colorado/Wyoming CCIM Chapter
Whitney Hake	Colorado/Wyoming CCIM Chapter
Fred Messoro	Connecticut CCIM Chapter
Peter Stergos	Connecticut CCIM Chapter
Courtland Cobble	East Tennessee CCIM Chapter
Stewart Phillips	East Tennessee CCIM Chapter
Ben Dikman	Florida CCIM Chapter
Nathan Eissler	Florida CCIM Chapter
Vivian Fung	Florida CCIM Chapter
Vicki Henry	Florida CCIM Chapter
Yakhin Israel	Florida CCIM Chapter
Margarita Lartitegui	Florida CCIM Chapter
Casper Maier	Florida CCIM Chapter
Caroline Sesi	Florida CCIM Chapter
Brian McCarthy	Georgia CCIM Chapter
Kendra Welsh	Georgia CCIM Chapter
Douglas Lee	Greater Los Angeles CCIM Chapter
Paul Matysek	Greater Los Angeles CCIM Chapter
Nathan Bragg	Greater Southern California CCIM Chapter
Gladys Bustos	Greater Southern California CCIM Chapter
Matthew Jensen	Greater Southern California CCIM Chapter
Brenda Starr	Greater Southern California CCIM Chapter
April Underwood	Greater Southern California CCIM Chapter
Jim Cockrill	Houston/Gulf Coast CCIM Chapter
Mike Rozell	Houston/Gulf Coast CCIM Chapter
Roger Titmus	Idaho CCIM Chapter
Tim Coleman	Illinois CCIM Chapter
Tim Conway	Illinois CCIM Chapter
Ryan Phillips	Illinois CCIM Chapter

Zach Pruitt	Illinois CCIM Chapter
Robert Dominguez	Indiana CCIM Chapter
Jennifer Pinkepank	Indiana CCIM Chapter
Darren Ducote	Inland Northwest CCIM Chapter
Joel Olson	Inland Northwest CCIM Chapter
Kathryn Wolhart	Inland Northwest CCIM Chapter
Ryan Jensen	Iowa CCIM Chapter
Craig Simon	Kansas CCIM Chapter
Nathan Schnefke	Kansas City CCIM Chapter
Sarah Martin	Kentucky CCIM Chapter
Michael Smith	Kentucky CCIM Chapter
Joe Gardner	Louisiana CCIM Chapter
Bill Sanders	Louisiana CCIM Chapter
Jonathan Shaver	Louisiana CCIM Chapter
Tien Chang	Maryland/DC CCIM Chapter
Anjolene Smack-Whaley	Maryland/DC CCIM Chapter
Chad Grout	Middle Tennessee CCIM Chapter
Tammy Walton	Middle Tennessee CCIM Chapter
Jake Gerads	Minnesota/Dakotas CCIM Chapter
Nick Pompeian	Minnesota/Dakotas CCIM Chapter
Jonathan Colbert	Mississippi CCIM Chapter
Jeffrey Glouner	Mississippi CCIM Chapter
David Mosal	Mississippi CCIM Chapter
Chad Hansen	Nebraska CCIM Chapter
TJ Twit	Nebraska CCIM Chapter
Paul Dumouchel	New England CCIM Chapter
Samir Khanna	New England CCIM Chapter
Carl Grending	New Mexico CCIM Chapter
Jake Redfearn	New Mexico CCIM Chapter
Yoshinori Takita	New York Metro CCIM Chapter
David Yellin	New York Metro CCIM Chapter
Braxton Anthony	North Carolina CCIM Chapter
Joni Barnes	North Carolina CCIM Chapter
Christina Coffey	North Carolina CCIM Chapter
Ketan Shah	North Carolina CCIM Chapter
Kendall Cramer	North Texas CCIM Chapter
David Davidson	North Texas CCIM Chapter
Michael James	North Texas CCIM Chapter
Charlotte Walley	North Texas CCIM Chapter
Philip Wiegand	North Texas CCIM Chapter

Barbara Armstrong	Northern California CCIM Chapter
Jared Haste	Northern California CCIM Chapter
Evan Phong Huynh	Northern California CCIM Chapter
Mala Khilmnani	Northern California CCIM Chapter
Deborah Ritchey	Northern California CCIM Chapter
Daniel Dunsmoor	Ohio CCIM Chapter
Jacob Fiorino	Ohio CCIM Chapter
Lorenzo Thompkins	Ohio CCIM Chapter
Jack James	Oklahoma CCIM Chapter
Haley Jo Mauldin	Oklahoma CCIM Chapter
Hamidreza Pezeshkian	Oklahoma CCIM Chapter
Ross Connor	Oregon/SW Washington CCIM Chapter
Jack Butler	PA/NJ/DE CCIM Chapter
David Partridge	PA/NJ/DE CCIM Chapter
Rina Williams	PA/NJ/DE CCIM Chapter
Scott Williams	PA/NJ/DE CCIM Chapter
Corey McHenry	San Diego CCIM Chapter
Kevin Meissner	San Diego CCIM Chapter
Timothy Bright	South Carolina CCIM Chapter
David Strickland	South Carolina CCIM Chapter
Luisa Wright	South Carolina CCIM Chapter
Dan Doherty	Southern Nevada CCIM Chapter
Brandon McCool	Southern Nevada CCIM Chapter
Daniel Bamberger	St. Louis CCIM Chapter
Kevin McLaughlin	St. Louis CCIM Chapter
William Heussler	Upstate New York CCIM Chapter
Troy Scheel	Utah CCIM Chapter
Nicholas Teseros	Utah CCIM Chapter
Lindsay Heckel	Virginia CCIM Chapter
Charlie Farra	Washington State CCIM Chapter
Andrea Lanza	Washington State CCIM Chapter
Val Meyer	Washington State CCIM Chapter
Brandon Rosser	Western Canada CCIM Chapter
Vicky Wei-Chi Chou	Western Canada CCIM Chapter
Ryan Kopp	Wisconsin CCIM Chapter
Scott Satula	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 2011 to the following university students:

Kevin Messett	American University
Deborah Tu	Columbia University
Ronald Marrero	Florida International University
Jason Archer	Florida State University
Justin Yap	Indiana University
Mark Sadowski	New York University
Jonathan Barkan	Ohio State University
Jason Cheffy	Penn State University
Kyle Stiff	San Diego State University
Christina Morrow	Southern Methodist University
William Breedlove	University of Alabama
Daniel Zale	University of Denver
Steven Saules	University of Denver
James Traynor	University of Florida
Michael Carter Bowen	University of Georgia
Erica Gouw	University of Nebraska-Omaha
Brandon Wiegand	University of Nevada-Las Vegas
Tressa Swinnea	University of North Texas
Michael Foulger	University of San Diego
Aileen Halligan	University of St. Thomas
Julia Levitt	University of Washington
George Ryan	University of Wisconsin
Spencer Harper	Washington State University



## **2011 BOARD OF DIRECTORS**

The Education Foundation of the CCIM Institute thanks all of the members of our 2011 Board of Directors for their valuable time and efforts.

Roger Broderick, CCIM – President  
Sandy Shindleman, CCIM – Vice President  
Robin Webb, CCIM - Treasurer  
Patricia Lynn, CCIM – Secretary  
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Ralph Duarte, CCIM  
Jeffrey Engelstad, CCIM  
Silvia Gangel, CCIM  
Stan Gniazdowski, CCIM  
Jeffrey Lyon, CCIM  
Carmela Ma, CCIM  
Troy McClendon, CCIM  
Steven Moreira, CCIM  
Thomas Nordstrom, CCIM  
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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.