



CIRC April Newsletter

Inside this issue

- **CANCELLED:** April 8 Membership Luncheon is cancelled
- **POSTPONED:** April 8 Continuing Education has been rescheduled for May 13 (date of our next Membership Luncheon).
- **SAVE THE DATE:** Tuesday, June 9, is a possible additional membership luncheon and continuing education date, as needed.
- **GOLF:** June 29 - Golf Outing at Hartefeld National Golf Club (Information on sponsorships and foursomes will be forthcoming)
- **Welcome New Members**
- **Event Photos Archives**
- **Event Presentation Archives** - see Gulftainer/Port of Wilmington presentation in our INFO/Newsletter Archives
- **Delaware Business Times Partnership** - Look for our Ad!
- **MidAtlantic Real Estate Journal Partnership**
- **REAL ESTATE LICENSING & ESSENTIAL SERVICES:**
 - **A message from the National Association of REALTORS.**
 - **DE License renewal** - Delaware Division of Professional Regulation (see information below).
 - **PA License Renewal Extension** - Pennsylvania Real Estate Commission (see information below).

We will keep you posted as things progress during these rapidly changing time.

Thank you for your understanding. Stay healthy and safe!

CIRC Welcome New Members



CIRC Membership Chairman, Jim Manna, welcomed new members at the March 11 luncheon. From left to right are:

1. Mike Boppell - LandCare
 2. Robert Elder - Santora & Associates
 3. Unnamed
 4. Gifford Knowland - Knowland & Associates
 5. Sharon Czerwinski - Paul Davis Northern Delaware
 6. Tracey Shoemaker - Trinity Subsurface Engineering
7. Jeff Young - Elite Building Services
 8. Jeff Finkle - Trinity Subsurface Engineering
 9. Dann Gladnick - DSM Commercial
 10. Thorpe Moeckel - Wohlsen Construction Co.
 11. Shane Pierce - EDiS Company
 12. Jim Manna, Chairman, Membership Committee – BrightFields, Inc.

Not Shown:

1. Sherry O'Rourke - Shelbourne / Diversified
2. Robert Brescia - EDiS Company
3. Joe Bacon - LandCare

Prospective members are asked to do three things in order to be considered for membership:

1. Attend a membership luncheon
2. Stop by and chat with our membership committee at a "Meet & Greet" at the rear of the ballroom before lunch.
3. Fill out the online Membership/Registration Form on our website: www.circdelaware.org/membership/dspRegistration.cfm

CIRC Member Photos

Thanks to our Photo Sponsor, Joe Allen of Sonitrol Security of the Delaware Valley, Pat Forester, and Anthony Santoro of DiamondState Photography, we have a history of great event photos. If you haven't been receiving the Sonitrol Security email that Pat Forester sends out with our monthly photos, you can contact her at pforester3@comcast.net and she will add you to the mailing list.

[Feb. 12, 2020 Lunch Photos](#) - [sonitrolde.com/commercial-industrial-realty-council-hosts-february-luncheon/](#)

[Jan. 8, 2020 Lunch Photos](#) - [sonitrolde.com/commercial-industrial-realty-council-launches-2020-programs/](#)

[Find us on Facebook:](#) @circDelaware / circ - commercial industrial realty council

CIRC Presentation Archives - Port of Wilmington

Look on our INFO/Newsletter Archives for our most recent presentation by Gulftainer about the Port of Wilmington.

[PRESENTATION ARCHIVES PAGE](#)

Presentations (PDF):

[PORT OF WILMINGTON](#) - [www.circdelaware.org/userFiles/Presentation_3-11-20_Gulftainer-Port.pdf](#)

[CIRC PRESIDENTS' TRIBUTE](#) - [www.circdelaware.org/userFiles/Presentation_CIRCpresidentsTribute_021220.pdf](#)

Delaware Business Time - Real Estate Edition Partnership



We are pleased to announce that CIRC will partner with Today Media / Delaware Business Times in support their new Real Estate edition. Look for CIRC's monthly quarter page ads and consider placing one yourself at our

discount rate.

Contact Charlie Tomlinson to place advertising and to receive your CIRC discount (you will get the 12x rate for your ad... whether you are placing it 1x or 12x or more in a year)

Charlie Tomlinson
VP New Business Development
(302) 504-1335 x216
ctomlinson@todaymediainc.com

Look for CIRC in Delaware Business Time Real Estate edition



**Commercial-Industrial
Realty Council**

In the midst of the COVID-19 crisis the CIRC Board is keenly aware of how this is impacting our Delaware business community.

While we alter the way we live and work to protect ourselves, our families, our friends, and our businesses, we all need to remember, we are stronger together, even if “together” for a while means just connecting online or on the phone.

When this is all over, we WILL be back! Keep an eye out for updates on our events, which will be rescheduled once things return to normal. In the meantime, be safe everyone and remember we are all in this TOGETHER!

Robert Stenta, CIRC President



“Alone we can do so little... together we can do so much!”

www.circdelaware.org

MidAtlantic Real Estate Journal Partnership



CIRC also has a similar partnernship with the MidAtlantic Real Estate Journal. You can view the CIRC Page in every **mid-month print and online version** of the MARE Journal ([March 13 edition](#)). You can also for the CIRC discount for your ads when you contact Linda Christman:

Linda M. Christman
Owner/Publisher
Mid Atlantic Real Estate Journal
Phone: 781-740-2900, Cell: 617-842-1372
lchristman@marejournal.com

See our 3/13/20 CIRC Page at: <https://online.flippingbook.com/view/821993/20/>
or vist the digital edition at: www.marejournal.com

A message from National Association of REALTORS

Good morning,

Many have asked what it means to be considered an "essential service". Ultimately, your state executive order setting forth such designation will have the answer and it is imperative that you adhere to the order exactly as prescribed.

In general, being deemed an essential service means that you have been included on [a list of dozens](#) of industries and workers deemed to play a critical role in your community by ensuring continuity of functions critical to public health and safety, as well as economic and national security.

It means you have the special responsibility and opportunity to continue operations **if you choose to but not if you don't.**

It means you have the special responsibility and mandate to **adhere to your state's executive order** regarding "essential services".

It means you have the special responsibility and mandate to **take all necessary health and safety precautions**, including those mandated in the state executive order such as holding no in-person showings, limiting all other in person activity, and observing social distancing guidelines set forth by the CDC.

It means that individuals with immediate housing needs can be served by a real estate professional – whether those needs arise from pending transactions or sudden change in economic stability from job loss or uncertain future.

It means that we all have a special responsibility to lead by example, to do what we think is best for our communities and ourselves, and to do what we think best for the reputation of the industry. I cautiously assert that regardless of whether your state deems "real estate" to be an essential service, that **following your state's order is a basic requirement** for all and that actually doing so makes you neither good nor bad, but compliant.

Please, know your state's order and follow it. Decide for yourself whether or not to continue working if permitted in your state and avoid criticizing those who make a different decision. And remember, REALTORS® can take no safer guide than that which is the foundation of our Code of Ethics, embodied in the Golden Rule, "Do unto others what you would have them do unto you."

Be well and stay safe.

Katie

Katie Johnson
General Counsel & Chief Member Experience Officer | Legal Affairs & Member Experience
NATIONAL ASSOCIATION OF REALTORS® | Chicago, IL
Office: 312.329.8372

A special thanks to Phil McGinnis of the Delaware Association of REALTORS® for sharing this message with CIRC.

Delaware Real Estate License Renewal

The Division of Professional Regulations posted a [letter](#) on their website last week which has also been emailed (by the Delaware Association of REALTORS) to all licensees regarding their position on license renewals, which are due by April 30, 2020.

Essentially, the letter states that licensees must renew licenses on schedule using the online system. The online renewal requires that an Attestation Form be filled out to indication if the licensee did or did not complete their continuing education. If you did NOT complete the continuing education, you will be given an additional 60 days from the date of the Governor's end of a state of emergency, whenever that occurs, to complete your continuing education.

The Division of Professional Regulation's letter
- dprfiles.delaware.gov/realestate/CE_Deadline_Extension_Letter.pdf

Pennsylvania Real Estate License Renewal

The Pennsylvania Real Estate Commission has extended their license renewal deadline from May 31 to August 29, 2020.

Their online renewal system opened on March 27 for renewals by those who have finished up all requirements. But if you haven't, you've been given a 90-day extension.

Pennsylvania Department of State / [Pennsylvania Real Estate Commission](#)

Stay safe and healthy...

We hope to be able to get together on May 13, but please be sure and SAVE THE DATE for a potential June 9 event.