



January News & Bio/Life Sciences Program & Luncheon

January 8 - Bioscience / Life Sciences Program



If you haven't already registered, please hurry and [register now](#) to attend this Wednesday's membership luncheon. We have an interesting program planned that will especially benefit those who work in commercial real estate leasing and development. Not sure if you are signed up? Check here: [Attendee List](#).

The Bioscience / Life Sciences Program will include information that came from an Innovation Market Assessment that the Delaware Prosperity Partnership (DPP) recently conducted to evaluate the projected needs and opportunities in the biologics, life sciences, and advance chemicals community, with a specific focus on the need for "ready-to-go" lab space for growing companies.

The program will include some of the study's key findings and real estate opportunities for Delaware, especially as these companies "scale-up." Between the study and related follow up by the DPP, Delaware Technology Park, Delaware Innovation Space, and

the Delaware BioScience Association, local organizations are gathering data on the current and projected market needs for this type of real estate.

Moderator Helen Stimson (pictured here), Executive Director with **Delaware BioScience Association**, will lead the panelists to address what these companies are looking for and how the real estate/development community might address their needs to make sure they stay in Delaware. Panelists will include the President of Facility Logix, who conducted the study, and representatives from the local science and technology support organizations that will discuss the growing need for R&D space throughout the region.

Panelists:

Patricia Larrabee - Facility Logix
J. Michael Bowman - Delaware Technology Park
William (Bill) Provine - Delaware Innovation Space
Ariel Gruswitz, J.D. - Delaware Prosperity Partnership

Click [here](#) For Event Details and Registration - or follow the link below:

www.circdelaware.org/meetings/nextMeeting.cfm

Continuing Education - classes resume January 8 (Wed)

Our last full rotation of continuing education classes will begin on January 8. We will continue on the 2nd Wednesday of each month through April 8 for your 2020 license renewals (for Delaware, Pennsylvania, and Maryland-depending on your expiration date), and for your 2021 renewal of NJ license.

We will wrap up the series with a brand new, relevant class offering: "**Exchanges and Opportunity Zones**," taught by W. Duncan Patterson, CCIM, for Frederick Academy of Real Estate, our course provider.

January 8 classes:

8:30 AM Class - Procuring Cause (MOD. 2) - Colin McGowan, CDEI, Instructor

DE MOD 2 3.0 hrs., PA 3.5 Hrs Elective, NJ 3.0 Hrs Elective, MD 3.0 Hrs Elective

1:30 PM Class - Risk Management (MOD. 4) - W. Duncan Patterson, CCIM, Instructor

DE MOD 4 Risk Management 3.0 hrs., PA 3.5 Hrs Elective, NJ 3.0 Hrs Elective, MD 3.0 Hrs Elective

To view full 2020 CE Schedule, click [Download](#)

Follow link below for Event Details and Registration:

www.circdelaware.org/education/schedule.cfm

2020 Membership Renewal Underway

To all who had not renewed online (by December 15th) to qualify for the early-bird discount, Quickbook invoices were sent by email.

If you did not receive your invoice in your inbox, check spam folder. It will be from Commercial Industrial ... quickbooks@notification.intuit.com. If you need it resent, please let us know at Janet@circdelaware.org.

Ways to renew membership:

Online at [MEMBERSHIP/Renewal Form](#)

Mail your check in the amount of \$90 to CIRC

Pay by credit card - click "Review and pay" on the Quickbooks invoice sent to you.

www.circdelaware.org/membership/dspRegistration.cfm

Upcoming CIRC Events

January 8, 2020 (Wed.) 11:30 - Monthly Membership Luncheon - DuPont Country Club, Crystal Ballroom

+ Continuing Education Classes (8:30 & 1:30) - Required Courses (DE Mods. 2 & 4) (see [CE schedule](#)) DuPont Country Club, Wedgewood Room

February 12, 2020 (Wed.) 11:30 - Monthly Membership Luncheon - DuPont Country Club, Crystal Ballroom

+ Continuing Education Classes (8:30 & 1:30) - Required Courses (DE Mods. 5 & 7) (see [CE schedule](#)) DuPont Country Club, Wedgewood Room

March 11, 2020 (Wed.)11:30 - Monthly Membership Luncheon - DuPont Country Club, Crystal Ballroom

+ Continuing Education Classes (8:30 & 1:30) - Required Courses (DE Mods. 6/PA New Mandatory Prop. Mgmt. & Adv. & DE Mod. 3) (see [CE schedule](#)) DuPont Country Club, Wedgewood Room

April 8, 2020 (Wed.) 11:30 - Monthly Membership Luncheon - DuPont Country Club, Crystal Ballroom

+ Continuing Education Classes (8:30 & 1:30) - Required Courses (DE Mod. 1 & 7*) (* new "Exchanges & Opportunity Zones" class added. See [CE schedule](#)) DuPont Country Club, Wedgewood Room

May 13, 2020 (Wed.) 11:30 - Annual Meeting & Membership Luncheon - DuPont Country Club, Crystal Ballroom

June - 22nd Annual CIRC Golf Outing - in the works.

Meet our Newest Members



CIRC welcomed new members at it's December holiday lunch mixer:

Front (from left):

- Julianna Schuster - Diversified Delaware
- Jennifer Seymore - Door & Gate
- Tabitha Woods - Pettinaro Management

Rear (from left):

- Jim Manna, Membership Chair - BrightFields, Inc.
- Don Muller - Patterson-Woods Commercial Associates
- Jim Hewitt, Yesco Sign & Lighting
- Griffin Conaty - DSM Commercial
- Christopher Sanna - Tri-State The Roofers
- Bob Cole - JAN-PRO of the Delaware Valley
- Richard Piendak - Advanced Pavement Group
- George Trapnell - Malvern Bank, N.A.
- Brent du Pont - Patterson-Woods Commercial Associates

(not shown) McLane Hendricks - Patterson-Woods Commercial Associates

Prospective New Members - Fill out our online [Membership Registration Form](#) and come to an event as a "non-member." Please try and arrive early (between 11:15 and 11:45) and stop by the "Meet & Greet" area to chat with the Membership Committee. (This is a requirement before the committee can approve you for membership at a quarterly meeting.)

www.circdelaware.org/membership/dspRegistration.cfm