



November News & Events

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Nov. 6 - Mid-Atlantic Real Estate Journal hosts 4th Annual Delaware CRE Forecast Conference (Hurry to use Promo Code "CIRC" for 10% discount)

CIRC Schedule of Events

Register NOW for Nov. 13 Joint Dinner

Annual Joint Holiday Dinner

SIOR * CCIM * CIRC * AI * DREW * SWRA

Wednesday, November 13

SIOR PHILADELPHIA CHAPTER

CIRC Commercial-Industrial Realty Council

CCIM PA/NJ/DE CCIM Chapter

Appraisal Institute

Commercial Chapter

DREW

Harry's Savoy Ballroom
2000 Naamans Road
Wilmington, DE 19810

5:30 Cocktail Hour
6:30 Dinner Buffet
7:30 Keynote Speaker: Dr. Patrick Harker

\$75.00 members
\$85.00 non-member guests
Sponsorships available

REGISTER for our Annual Joint Dinner and join us for the first holiday event of the season!

This is a great event that allows you to network with CRE professionals from the tri-state region, including members and guests of:

- SIOR Philadelphia
- CCIM - NJ/PA/DE CCIM Chapter
- CIRC
- SWRA Commercial Chapter
- Appraisal Institute of Delaware
- DREW - Delaware Real Estate Women

Harry's Classic Dinner Buffet includes your choice entrees: Harry's Award-Winning Prime Rib; Roasted Atlantic Salmon Filet; and Yuzu-Glazed Chicken Tenders ([full menu](#))

Keynote Speaker: Patrick T. Harker, Ph.D., President and CEO of the Federal Reserve Bank of Philadelphia.

Patrick T. Harker, Ph.D., President and CEO of the Federal Reserve Bank of Philadelphia as our keynote speaker. In 2015, Harker was named the 11th president and chief executive officer of the Federal Reserve Bank of Philadelphia. He previously served as the President of University of Delaware and dean of the Wharton School of the University of Pennsylvania.

For [event details, registration, and attendee listing](#), go to:

www.circdelaware.org/meetings/nextMeeting.cfm

Renew Membership by Dec. 15 for Early-Bird Discount

After seven years at the same rate, the CIRC Board of Directors has approved a \$10 increase in the annual cost of membership dues. The rate will increase to \$90 per year, but members may renew early (by December 15th) for only \$80.

Membership Dues for CY 2020: \$90 (due January 1, 2020 - will be invoiced in December)

Early Bird Discount: \$10 (pay only \$80)
Deadline for Discount: December 15, 2019

Ways to take advantage of Early Payment option:

- 1. Renew Online by credit card by 12/15/19 - Go to [MEMBERSHIP/Renewal Form](#), login, check "PayPal" to make online payment. (you can also check off "Mail in Check" and remit by check.
- 2. Renew by mailing a check for \$80 to CIRC (must be postmarked by 12/15/19).

Mail checks to: CIRC, 1217 Gilbert Avenue, Wilmington, DE 19808

Charitable Donations to local charities



CIRC's members have proved time and again how charitable they are to those providing care to underseved populations. Two BIG checks were presented, totaling \$4,665, to the [Delaware Kids Fund](#) and the [Big Brothers Big Sisters of Delaware](#). Proceeds from CIRC's 21st Annual Golf Outing benefitted these two great organizations that do so much for our local community.

Shown (from left), accepting for Delaware Kids Fund: William Lower and Karly Keenan; CIRC

Director Jim O'Hara; accepting for Big Brothers Big Sisters: Mary Fox; and CIRC Director Dan Wham and President Rob Stenta.

New Members Welcomes at October Meeting

From left to right, please welcome our newest members when you see them, or reach out to them:

- **Christin Chambers**, ChristianaCare ([email](#))
- **Brooke Eaton**, Bohler Engineering ([email](#))
- **John Fecile**, CertaPro Painting ([email](#))
- **Eileen Thomas**, Haworth ([email](#))
- **Jim Manna**, BrightFields, Inc., Chairman, CIRC Delaware Membership Committee ([email](#))

The Big Picture

A special thanks to Anthony Santoro (DiamondState Photography) and Pat Forester (Sonitrol Security of Delaware Valley) for always being there to capture our greatest moments. You can view photos from our events on our Facebook page ([CIRC - Commercial Industrial Realty Council](#)) and at Recent News at Sonitrol Security at www.sonitrolde.com.



Kurt Foreman of DPP Presented in October



Kurt Foreman, President and CEO of the Delaware Prosperity Partnership, gave an informative presentation on the DPP's first year in operation and about their many efforts to attract new business to Delaware, including inviting national Site Selectors to come and get to know Delaware. If you are interested in obtaining a copy of the presentation, let Janet know by [email](#).

Nov. 6 - Delaware 4th Annual CRE Forecast

[Conference Details & Registration](#) - Use Promo Code "CIRC" for 10% discount off Early Bird price of \$89
marej.regfox.com/4th-annual-delaware-commercial-real-estate-forecast-conference

Presented By Mid Atlantic Real Estate Journal

REGISTER TODAY

4th Annual Delaware

Commercial Real Estate
Forecast Conference

November 6, 2019

Sheraton Wilmington South Hotel | 365 Airport Road



Dailey Tipton
Vice President
Evolution Energy
Partners



Drew Romanic
Principal
The Martin Architectural
Group's



Joe Latina
Principal
Patterson Woods
Commercial Properties
CORFAC



Todd Breck
Principal
Breckstone
Architecture



Peter Angelides, Ph.D., AICP
Sr. Vice President Principal
Econsult Solutions, Inc.



Jamie Vari
Senior Vice President
JLL



Wills Elliman
Senior Managing Director
Newmark Knight Frank



Mary Ellen Gray
Planning and Development
Director, Newark, DE

Thank you our Sponsors



Agenda

7:55 AM Welcome & Introduction

8:00 AM Retail Update: Opportunities and Trends – State of the Market

- Recap on the market from the past 12 months – Large Deals, New tenants & Trends
- Mixed-use projects: Is it still the future or a thing of the past
- How are retailers doing in today's economy: who is still expanding in Delaware and why
- What type of projects are leasing and what are the demands of retailers
- What's in store for development in 2019/2020
- Future Trends and Leasing predictions and what's on tap for future Development

9:00 AM Delaware Apartment Market/Multifamily Overview:

- Apartment and Multifamily Market State of the Industry
- With vacancies at record lows how does Delaware stack up compared to the rest of the U.S.
- What are the outside influences that are creating momentum in the Apartment Market
- Investment Sales Update - How are apartment brokers getting deals done today
- The changing fundamentals of Apartments and Multi Family
- New Development vs. Existing: Where are the opportunities and why

10:00 AM Evaluation of the Office & What Tenants require today:

- Vacancy Rates: Delaware office market update - State of the Industry
- Leasing trends: what projects are leasing up and why
- What are the factors driving demand in the Office Market
- How has the needs of tenants affected what brokers need to know
- What are the requirements of the tenants and what do terms look like today
- Predictions on where the office market will be in the next two years

11:00 AM Opportunities in the Industrial Real Estate Market & Outlook for 2019/2020

- Industrial Market Update- State of the Industry and recap from the past 12 months
- What types of Industrial projects are in the pipeline
- How much space will we need to add in the next 5 years: how much land will it take
- Urban vs. rural: where is the industrial development going
- Future Forecast & Trends for the Industrial Real Estate in Delaware

12:00 PM Adjourn and Networking

Upcoming CIRC Schedule of Events

November 13 (Wed.) 5:15 p.m. - Annual Joint Holiday Dinner - Harry's Savoy Ballroom

Network with SIOR - CCIM - CIRC - DREW - AI - SWRA
Speaker: Patrick T. Harker, Ph.D., President & CEO, Federal Reserve Bank of Philadelphia

December 11 (Wed.) 11:30 - Holiday Lunch Mixer - University & Whist Club

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) - Required Course (DE Mod. 1) (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