



October News & Events

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Register NOW for October 9 Luncheon



Register TODAY for our next **Membership Luncheon** on **Wednesday, October 9** (11:30 - 1:30) at the DuPont Country Club.

TOPIC: Raising Awareness of Key Issues Important to the Site Selection Process

"Learn what the group of National Site Selectors thinks of YOUR SITE AND DELAWARE!"

SPEAKER: Kurt Foreman, President & CEO of the Delaware Prosperity Partnership (DPP)

Kurt Foreman, of DPP, will fill us in on where they've been, where they're going, and what they recently learned from a group of Site Selectors and Consultants from around the country (Dallas, Chicago, Greenville SC, and New York City) that they hosted in Delaware. He and the DPP team are working tirelessly to raise awareness about Delaware and ensuring that key issues important to companies and their site selection process (such as site readiness and other regulatory matters) are front and center with Delaware's leadership. He will share some recent examples to help us better understand what can go on behind the scenes in trying to grow the State of Delaware.

Meet Kurt: Kurt Foreman was appointed President and CEO of Delaware Prosperity Partnership (DPP) in the spring of 2018. DPP is the public-private economic development organization created to take the lead in promoting the State of Delaware as a premier business location for companies considering new locations or expansions and to attract entrepreneurs and innovators eager to nurture and grow new ideas and ventures in a vibrant and supportive environment. [<read full bio>](#)

Lunch Buffet will include two hot entrees:

- Chicken Piccata** with Lemon Caper Sauce
- Baked Alaskan Cod** with Creamy Tomato Fondue

Register online at our website's [MEETINGS/EVENTS](#) page: www.circdelaware.org/meetings/nextMeeting.cfm

Board News Approved Rate Adjustments / New Website

At the September Board of Directors' meeting, they approved new rates for CIRC membership and events. Costs have not been raised in many years and the minimal increase will help to cover current expenses. The board also agreed to have a new website created with improved benefits and ease for members to use. You will hear more as the we proceed, and, hopefully, it will be active before the end of the year.

2020 Membership Dues: Will rise \$10, from \$80 to \$90 (renewals made online or by check by December 15*, 2019 will still qualify for the \$10 discount. (*Due to accounting changes the cut off for the discount will be December 15 (instead of the 31st). You will still be able to bring your discount dues check to our December 13 holiday lunch! (Check can include: Lunch \$40 + Dues \$80 = \$120)

Lunch & Dinner Events: Will rise by \$5.
Members will pay \$40 and Non-members & Guests will pay \$50 for lunches beginning with the December holiday lunch mixer.
The Joint Dinner will be \$75 for members and \$85 for non-members & guests.
*Participating "member" organizations:CIRC, SIOR, CCIM, SWRA-Commercial Alliance, DREW, Appraisal Institute.

CIRC Welcomes New Member at September Meeting



Please be sure to welcome our new members, approved at the Membership Committee's 2nd quarterly meeting and who attended the September meeting are included in this photo. Shown from left-right:

- **Alissa Cirillo**, Lang Development Group ([email](#))
- **Erik Adams**, Wayman Fire Protection ([email](#))
- **Karen Del Rossi**, Karen Del Rossi Photography ([email](#))
- **Sherwood P. Robbins**, SeedcoDE ([email](#))
- **Jennifer DiJoseph, PE**, Advanced GeoServices/Montrose Environmental ([email](#))
- **Myunghee Geerts**, Cover & Rossiter, PA ([email](#))
- **Cory Lyn Foard**, M&T Bank ([email](#))
- **Veronica Jester**, Jamestown Painting ([email](#))
- **Jim Manna**, BrightFields, CIRC Membership Committee Chairman ([email](#))
- **April Lewis**, Battaglia Integrated Technologies, Inc. ([email](#))

To Join: Prospective new members must attend a regular lunch event as a "non-member" and stop by our "Meet & Greet" area (at rear of Ballroom) to meet with members of the Membership Committee (Jim Manna, Greg Ellis, Lorraine Sheldon, Susan Miller, Gordon

Winegar, Shaila Ritz). The committee meets quarterly to review and approved new Member Registration applications that have been filed online on our website's Membership page.

Online [Registration Form](#)

Nov. 13 Joint Dinner - SIOR, CCIM, CIRC + more

SAVE THE DATE for our Annual Joint Holiday Dinner - 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:

- SIOR Philadelphia
- CCIM NJ/PA/NJ
- CIRC
- SWRA Commercial Alliance
- Appraisal Institute of Delaware
- DREW

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

*** A big thanks to our Platinum Dinner Sponsors.** You too can become a Joint Dinner Sponsor! Details below. Contact Janet with your logo and to request an invoice.

**** Joint Dinner Sponsorships.** Logo on online registration forms, emails, and all collateral digital and print materials (Sponsor poster, overhead screen, signage on hi-top cocktail tables during happy hour) and verbal recognition at dinner event. (NOTE: The Federal Reserve Bank prohibits any display or mentioning of sponsorship during the keynote speech by their President & CEO, Dr. Patrick Harker). Due to floor area restrictions, we will limit sponosors to having one Floor-model vertical banner stand. (We will have one table at the entry where a limited amount of promotional materials may be placed. Cost: \$270 (includes 1 dinner) Member rate.

Online registration will be active after October 10.

❖ Joint Dinner Sponsors



❖ CIRC Platinum Dinner Sponsors



Upcoming CIRC Schedule of Events

October 9 (Wed.) 11:30 - Monthly Membership Luncheon - DuPont Country Club, Crystal Ballroom

Continuing Education Classes (VIEW & REGISTER: [CE schedule](#))
8:30 - Required PA/MD/NJ Agency in Real Estate;
1:30 DE Mod.7 / MD Agency Residential)
DuPont Country Club, Wedgewood Room

November 13 (Wed.) 5:30 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

Nov. 6 - 4th Annual Delaware CRE Forecast

The Mid Atlantic Real Estate Journal will host their **4th Annual Delaware Commercial Real Estate Forecast on Wednesday, November 6, 2019**, at the SHERATON WILMINGTON SOUTH HOTEL on Old Airport Road off I-95. If you would like to participate, read on...

From Linda Christman:

We are currently recruiting dynamic speaker panel and sponsors. We are looking for Leaders, movers and shakers in the industry to participate as a moderator or expert speaker to share their knowledge and expertise at our next event. We would be honored to have you participate this year. We will be placing our sponsors first, then add from there.

As you may know, this morning event will bring together more than 100 of the region’s top professionals, along with four panels of industry leaders representing the Delaware commercial real estate market. These panels will cover the Retail Market, Office /Industrial market, as well as the Apartment and Multifamily Industry.

This event will be a premier platform to unite and meet face-to-face with leading Commercial Real Estate Principals, high level executives, RE Brokers, Developers, Property Owners, Investors, Attorneys, Local and State Government Officials and Economic Development Agencies.

Being a speaker and sponsor of this event offers companies a unique opportunity to position themselves as an Industry leader. We will promote you as an expert speaker and sponsor and place your company logo both in the newspaper, weeks leading up to the event in our pre-conference issues, as well as on our website, direct email advertising with us and with our media and promotional sponsors. We will also have a major presence at the event on the day of the conference and lastly depending on your level of sponsorship, you will receive a free ad in our paper and in the digital edition.

Agenda is below. If you want sponsorship information contact Linda Christman. Please let me know if you have an interest or any questions.

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

Please contact Linda if you are interested in participating:

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