

The Communicator

CCIM Chapter of North Carolina

The Premier Commercial Real Estate Organization.



Market Forecast Still in Demand Despite Sour Economy

National CCIM President Attends

2009 Officers

Gary Lyons, CCIM—President

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Tony Rickard, CCIM—
Foundation President



CCIM Institute President Charles "Mac" McClure makes comments during the Triad Market Forecast Luncheon. Mac brought information on the economy and the "mark to market" accounting rules.

LLC-Taxation

It appears that our illustrious Governor will now reach out once again to find something new to tax. Governor Purdue released her idea of a tax package late Tuesday, July 7, 2009 that included a tax on LLC's. Apparently, it is the same as what was included in the House's version of the budget.

We now have LLC taxation in the House of Representatives Budget, The State Senate Finance Package and the Governor's version of the tax package. The good news is that Senator Clodfelter has stated that his latest idea is to eliminate the 55% of appraised value component of the three part franchise tax evaluation. The LLC Tax provision would require the payment of taxes at a rate of \$1.50 per \$1,000 valuation of the greater of the following:

1. The apportioned capital base of the business entity;
2. 55% of appraised value of tangible property (real and personal) in NC;
3. Total actual investment in tangible property in NC.

From what NCAR Legislative gathers, eliminating the 55% of appraised value component would drastically reduce the impact of the new tax. NCAR is working with a broad coalition of groups on the issue (NCHBA, developers, hotels, REITs). NAIOP has retained a lobbyist. Contact Rick Zechini or NCAR for details.

Education and Networking

• September 11, 2009—FREE CE Greensboro, N.C.—GRRRA - MANDATORY AND BICAR CE

• September 14-September 18, 2009—CI-104 Raleigh, N. C.—Ramada Blue Ridge

• NC-CCIM State Convention—Greensboro, N. C. September 10-11, 2009—Site TBD—or to coincide with FREE CE

• Charlotte Networking Breakfast is the first Thursday of every month at Crown Plaza Hotel

• Triangle Networking Luncheon is the third Thursday of every month at the Sheraton Imperial RTP

For almost two decades, the North Carolina CCIM Chapter has provided the Market Forecast Luncheons in Charlotte, the Triad and the Triangle markets of North Carolina. With the economy in the tank and a dismal outlook there was serious concern that the 2009 version of the Market Forecast meetings would be an absolute disaster. It was far from it as attendance at all three Forecast was only slightly down from the 2008 version. The Charlotte Forecast was attended by 214 participants which was a decrease of only 19 from the previous year. The Triad Forecast meeting was attended by 319 people registering a mere 10 person decline from 2008 and the Triangle Forecast meeting was attended by 207 commercial practitioners and allied professions. This was down by 57 attendees this year.

"The respective Forecast Committees and volunteers did an outstanding job for 2009 considering the circumstances", commented 2009 NC-CCIM Chapter President Gary Lyons. "With the economy and capital markets in such disarray, it's a testament to the dedication of the Chapter Members and commercial real estate practitioners of this state to attend. It shows the all of our clients that we are a dedicated group that is intent on staying abreast of our respective markets regardless of the conditions, costs or time". The Chapter will show a small profit toward Chapter Operations as Sponsorship dollars did plummet. Plans are already in the works for 2010.

Call Ashley Boykin at 336-854-5868 for details or visit www.nc-ccim.org for details

Come for the Education, Stay for the Business



Business Through Networking

CCIM to CCIM Deal Making

Greensboro, North Carolina, June 10, 2009 –

CB Richard Ellis, one of the nation's largest commercial real estate brokerage firms, has completed the leasing of 62,200 square feet of Class A warehouse in the Boulder I, located at 6532 Judge Adams Road. Cable Assembly, LLC which manufactures wiring harnesses will take possession of their new space in October of this year. Richard Mossman, CCIM of CB Richard Ellis represented the Landlord, Liberty Property Trust which owns and manages more than five million square feet of office and industrial space in the Carolinas. Cable Assembly, LLC was represented by Bob Lewis, CCIM of NAI Piedmont Triad Commercial Properties, Inc. of Greensboro-Burlington. The two brokers worked on the deal for a approximately 9 months and credited the cooperative nature of Liberty and Cable for making the deal a success.

Burlington, North Carolina, July 2, 2009

In a separate transaction Dodson Schenck, CCIM of CB Richard Ellis and Bob Lewis, CCIM of NAI Piedmont Triad Commercial Properties, Inc. consummated the sale of a 31,000 square foot industrial manufacturing facility formerly owned by Nypro, an injection modeling operation. The property was purchased by Tichy Train Group, a manufacturer of model train parts and kits. Schenck represented the seller, Nypro in the transaction and Lewis represented the buyer, Tichy. "This property was a perfect fit for Tichy Train Group", said Lewis at the conclusion of the transaction. "Tichy needed an air conditioned building of moderate size and the Nypro building was just the right size".



President's Message

Gary Lyons, CCIM, SIOR, ALC

Fellow NC-CCIM Members, Candidates, Sponsors and Associates,

I hope this update finds you doing well and enjoying the warmer months in the Carolinas. We are so fortunate to live in such a beautiful state. Our membership for 2009 remains strong as we have successfully held our own in this difficult economic climate. Thank you to you all for remaining committed to this great organization.

We had three, highly successful Market Forecast events in Greensboro, Charlotte and Raleigh. With approximately 900 people in attendance all of our venues were at or near capacity. A special thank you goes out to our 2008 President Chris Ramm, CCIM for securing Robert Niblock, CEO of Lowe's Home Improvement as the Keynote Speaker for our Greensboro event and to Eddie Blanton, 2009 NC-CCIM Vice President for securing Pat McCrory (Charlotte Mayor and the 2008 Republican Gubernatorial candidate) for all three events. The feedback from the Forecast attendees was extremely positive across the board in spite of the less than positive market news.

The Chapter has already completed the following courses: Intro, CI-101, CI-102, CI-103, "RAMP-Up", EXCEL Calculator and six Virtual Deal making sessions! Under the leadership of Mark Howe, CCIM and his education committee members, we were successful with all these endeavors averaging significantly more students than most CCIM chapters around the U. S. Naturally, the enrollment was down from previous years, but within the range expected. Thank you Mark for your tireless efforts to ensure solid class attendance.

The North Carolina CCIM Chapter continues to seek value-added programs to our constituency that will assist you in your brokerage business. To that end, we completed in partnership with Rod Santomassimo (The Massimo Group) three sessions of his R.A.M.P. program. We had approximately 40 folks registered for the sessions held in Raleigh, Greensboro and Charlotte in early April. The feedback was extremely positive as many CCIM's realized the benefit of re-focusing their business in ways that will increase their productivity and

Hopefully enable them to increase their income during this challenging period in our industry.

In addition, 2009 has been the year of increased deal-making among CCIM's. Under Jeff "The Monk" Mullis' leadership our Chapter has gone to a monthly Virtual Deal making session to provide NC-CCIM's the opportunity to share their newest and best listings with their fellow members and associates. The feedback from participants has been extremely positive. The participation continues to increase with the more frequent, monthly sessions and we are looking forward to reporting back to you the deals that are getting done as a result of our membership collaborating and cooperating more aggressively to the benefit of their clients.

So as you can tell, it has been a very busy first half of the year for 2009. If there is anything else you feel we should consider to continue to build on the success of those who came before your current leadership team, please let us know.

All the best to you!

Regards.

Gary Lyons, CCIM, SIOR, ALC

Managing Director-Sperry Van Ness-AIM Real Estate Advisors

gary.lyons@svn.com



The World According To "MONK"

Jeff Mullis, CCIM



Virtual Deal Making Sessions Still Rolling Each and Every Month

Virtual Deal Making Gathers Steam

The train has left the station and is rolling down the tracks. As those who have already participated know, the virtual deal making sessions being held the second Tuesday of every month are becoming a valuable tool to promote properties as well as gather information from fellow CCIM's. The sessions begin at 10:00 and by using **GoToWebinar**. Participants are able to pitch their deals with a visual aid to all other participants. The session then moves to open houses/wants and market discussion. NC chapter members may submit deals, and the sessions are otherwise open to all CCIM's to participate.

Bob Rourke, CCIM has leveraged the sessions to his advantage by inviting a client to sit with him while he is presenting a listing. Do you think Bob has separated himself from the rest of the crowd in the mind of his client? We don't see the momentum slowing down and expect it to grow as the word continues to get out and we continue to invite all CCIM's interested in NC to participate. Full details on registration and participation are available at www.nc-ccim.org

Next Sessions: NO JULY DEAL MAKING SESSION—Monk needs a vacation

August 11, 2009

September 8, 2009

October 13, 2009

November 10, 2009

December 8, 2009

Check the Chapter Website for Complete Details at www.nc-ccim.org



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CCIM Members in the Spotlight

- ◆ Tony Rickard, CCIM, ALC wishes to thank all the members and friends who have contacted him during his recent illness. Tony is back at work on a shortened schedule and hopes to be back at full speed in the near future. You can contact Tony at trickard@carlina.rr.com
- ◆ Our thoughts and prayers are with Robin Boylan, CCIM, SIOR past Chapter President as he recuperates from hip surgery and an intestinal illness. Get well Robin! He can be contacted at rab@naibhcommercial.com
- ◆ Bob Lewis, CCIM of Burlington, N.C. and NAI Piedmont Triad Commercial Properties was awarded the Silver Beaver in March. It is the highest award presented by a Boy Scout Council to a volunteer.

Jordan Lake Storm Water Revised are Now State Law

The efforts of our political allies at TREBIC (Triad Real Estate and Building Industry Council) the staff of NCAR Governmental Affairs as well as many NCAR members and Municipal Governments had a profound effect on the outcome of the Jordan Lake Nutrient Management Rules that were finally signed into law by Democratic Governor Beverly Purdue on June 30, 2009. House Bill 239/Senate Bill 166 got a major compromise on the existing development aspect of the Rules. The final version of the bill took out the retrofitting of existing developments unless there was a complete area revitalization and prevents municipals from having to condemn existing structures in order to retrofit the development. In addition, timing for point source discharge levels were lengthened to 2016 for compliance. If you have questions regarding this issue or other legislative matters, please do not hesitate to contact Bob Lewis, CCIM or Drew Showfety, CCIM for additional information. We would also encourage you to contact TREBIC at www.trebic.org ; NCAR Legislative; or write your respective representatives in Raleigh and discuss with them their positions on matters to be sure they are aware of the real issues facing our industry.



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