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Subject: 2016 CCIM/SIOR Columbia Real Estate Forecast
Location: Columbia Metropolitan Convention Center, Richland Ballroom, 1101 Lincoln Street
Columbia, SC
When: 10/4/2016 3:30:00 PM - 4:05:00 PM

Advance: Sidney Rainwater
(843)616-4042

NOTE FOR DETAIL: Governor Haley should meet Leslie Hartley (onsite contact) in the back service entrance to the Richland Ballroom upon arrival.

APPROVED BY: NH. We canceled attending this event last year because of the flood.

INVITED BY: Sherri Burriss via Ted Pitts (Wilson Kibler)

EVENT: 2016 CCIM/SIOR Columbia Real Estate Forecast

DATE: Tuesday, October 4, 2016

TIME: 3:30 PM

LOCATION: Columbia Metropolitan Convention Center, Richland Ballroom, 1101 Lincoln Street Columbia, SC

LOCATION SET-UP: The sponsors/attendees will be seated at round tables and there will also be a few rows of chairs in the rear for individual ticket attendees. There will be a raised stage, podium and microphone (lapel). The other panelists will be seated on stage and will speak after the Governor leaves.

ATTIRE: Business.

SCHEDULING CONTACT:

Sherri Burriss
(803) 255-8641- work
(803) 422- 1109- cell
sburriss@wilsonkibler.com

ONSITE CONTACT:

Leslie Hartley
Event Management Specialists
eventsems@bellsouth.net
(843) 810-1977

PRIMARY STAFF: Abby Scott

ADVANCE STAFF: Brian Symmes

PURPOSE: The purpose of the program is to educate the commercial real estate profession and raise money for continuing education scholarships. The attendees are from various professions involved in commercial real estate and ultimately support businesses looking to grow and prosper in Columbia and throughout the state.

PRESS: Yes.

PUBLIC: Yes.

ATTENDEES: Around 200 people. Attendees include various related professionals such as attorneys, bankers, engineers, architects, business owners, real estate brokers, etc.

SEATING ON STAGE: Governor Haley, K.C. Conway (Economist with SunTrust Bank) and Fred Delk (Executive Director of the Columbia Development Corporation with the City of Columbia) and Sherri Burriss (Moderator)

INTRODUCED BY: Sherri Burriss

LENGTH OF SPEAKING: 12-15 mins. 5-7 mins of Q&A

SPEAKING ORDER/LINE-BY-LINE:

3:30 PM Sherri Burriss – Welcome, Introduction of sponsors and planning committee, Introduction of Guest Speaker – Governor Haley – need to keep this to 10 minutes if possible
3:40 PM Governor Haley – Remarks and then questions from the audience (State perspective) Keep questions to 5 minutes or ending by 4:05
4:05 PM Gov. Haley Departs
4:05 PM K.C. Conway – Economic conditions and forecast for 2017 (National perspective) Please have timer for this session and remind him I will stand up in the back of the room for a 2 minute warning if needed
4:35 PM Fred Delk – Commercial Real Estate activity in Columbia over the last year and anticipation for new projects and growth in 2017 (Local Perspective)
4:50 PM Wrap up and Questions
5:00 PM Reception/Networking

BACKGROUND:

- SIOR and CCIM are two professional designations that commercial professionals can acquire.
- Charleston and Greenville will be holding similar events around the same time.
- The local commercial real estate firms have worked together to provide this forum for education and professional development.
- Money raised through sponsoring the event is given back to the two organizations for scholarships for professionals wanting to better serve our clients in the field.

TALKING POINTS:

We would like the Governor to provide a “high level” perspective on growth and expansion in the SC from a commercial real estate perspective. She can touch on the major activity for 2016, but since this is a “forecast” of what is to come and most attendees will be familiar with the major expansions –we would love her take on how the pipeline is looking for 2017 for SC and Columbia in general since most attendees work and live in the midlands. We will have all professions that work in and around commercial real estate along with some major clients who own businesses in SC wanting insight into what is ahead for us. Any other feedback she can provide to the CRE professionals regarding how we can all work together to promote growth and expansion/jobs in our state would be welcome as well.