

**NOTE  
NEW  
LOCATION**

# The Evolution of the Brokerage World - Tenant and Landlord Perspectives

Join us as MSCA has invited tenant and landlord representatives from some of the top brokerage houses in the Twin Cities to share their insight, knowledge and years of experience to discuss the past and present changes in the industry.

Topics covered will include:

- Market changes over the past 5-10+ years
- Ownership changes over the past 5-10+ years
- Brokerage fee structures
- Local/regional/national firm competition
- Rents, rates and construction issues
- What will happen to our CBD retail districts?
- Other key issues affecting the brokerage world

**DATE:** February 1, 2023

**TIME:** 8am - 9:30am  
7:30 Registration & Networking 8:00am Program,  
9:30am Adjourn

**LOCATION:** Oak Ridge Country Club  
(700 Oak Ridge Rd, Hopkins, MN 55305)

**REGISTRATION:** Visit [www.msca-online.com](http://www.msca-online.com) or call (952) 292-2414

**COST:** \$40 Members, \$55 Member at door,  
\$70 non-member, \$35 Student/Intern

## Featured Panelists

**Chris Simmons** - Transwestern  
Managing Director, Retail Services

**Kris Schisel** - Transwestern  
Vice President, Retail Services

**David Daly** - CBRE  
Senior Vice President

**Charlie Hexum** - CBRE  
Vice President

**Stefanie Meyer** - Mid-America Real Estate - Minnesota, LLC  
Senior Vice President/Principal

**Tricia Pitchford** - Mid-America Real Estate - Minnesota, LLC  
Senior Vice President, Leasing

## Moderator:

**Russ McGinty** - President  
North Central Commercial Real Estate

**1.5 Real Estate Continuing Education Credits applied for.**

- Pre-registration ends at noon on March 1st
- Substitutions or cancelations are allowed 24 hours in advance
- No shows will be billed