

Micropolitan Summit Series

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NORTHFIELD

MICROPOLITAN SUMMIT
REAL ESTATE • INVESTMENT • DEVELOPMENT

JUNE 7, 2017

ST. OLAF COLLEGE

10 AM - 2 PM

4 HOURS OF REAL ESTATE CONTINUING EDUCATION APPLIED FOR

Early-Bird Rate \$89

Regular Rate \$99

Walk-Ins Welcome | Walk-In Rate \$129

EVENT REGISTRATION

Northfield Real Estate Summit - In Northfield

Wednesday, June 7, 2017

10:00 AM - 2:00 PM Program

St. Olaf College

1520 St. Olaf Ave., Northfield, Minnesota 55057, USA

9:55 AM Welcome and Introduction

Mayor Rhonda Pownell

10:00 AM Northfield Market Conditions

Northfield Welcome Video

Market Analysis Presentation: Tim O'Neill

Moderator: Nate Carlson, Economic Development Coordinator, City of Northfield

Tim O'Neill, Regional Labor Market Analyst, DEED

Lisa Peterson, Director of Tourism, Northfield Area Chamber of Commerce & Tourism

Jan Hanson, Vice President and CFO, St. Olaf College

Fred Rogers, Vice President and Treasurer, Carleton College

Heather Lawrenz, Visual Arts Manager, Northfield Arts Guild

Matt Hillmann, Superintendent, Northfield Public Schools

- Current state of the economy in the City of Northfield
- Current population and demographic trends in Northfield
- Workforce trends and how are they impacting the local real estate market
- Significance of the relationship between colleges and the local community
- The importance of agri-business to the local market in Northfield
- The impact of arts and culture on the local market in Northfield
- How important is tourism to the local economy in Northfield

10:55 AM Why Northfield - What Makes Northfield a Great Place for Business

Moderator: Todd Bornhauser, President, Northfield Area Chamber of Commerce

Ernie Hurlbut, President, McLane Company, Inc.

Mike Strobel, CEO, Aurora Pharmaceutical

Greg Closser, President, All Flex, Inc.

Jeremy Baer, Principal, Tekton Engineers

- Who are the local employers and what businesses are coming to the area
- Transportation and other amenities that are crucial to the region
- What do site selectors and brokers need to know
- Why are local companies expanding in Northfield

11:55 PM Break with Lunch and Refreshments

12:05 PM Commercial & Industrial Development Opportunities

Moderator: Chris Heineman, Community Development Director, City of Northfield

Chris Kennelly, Owner, Northfield Construction Company & Bluewater Real Estate

Chris Jacobson, Broker, CBRE

Chris Stockness, Vice President, Shenehon

Peter J. Dugan, CBRE

- Economic Drivers: Why are Real Estate investors interested in the Northfield area?
- State of the Industry: Office, Industrial, Retail, Multifamily
- Prime Development Opportunities – Recent Successes

1:00 PM Residential Real Estate Market Update

Moderator: Janine Atchison, Housing Coordinator, City of Northfield

Lynn Johnson, Broker, Coldwell Banker

Andy Brandel, ISG

Steve Schmidt, President, Schmidt Homes

Tim Viere, President, First National Bank of Northfield

- State of the Industry – Residential Real Estate Market & Overview of existing market
- Market trends – Residential sales analysis year over year – what is selling and why
- What do outside investors see as opportunities in the Northfield Area
- Senior housing demands and opportunities

2:00 PM Adjourn & Networking

EVENT REGISTRATION

WHEN

Wednesday, June 7, 2017
10:00 AM - 2:00 PM Program
9:15 AM Hot Breakfast & Registration

WHERE

St. Olaf College
1520 St. Olaf Ave., Northfield, Minnesota 55057, USA

FEE

Event Registration
Early-Bird Rate \$89
Regular Rate \$99
(\$129.00 Walk-In Rate)

***Refunds available up to 72 hours
prior to the event.
No refunds, transfers or cancellations
within 72 hours, during or after event.***

RSVP

Tuesday, June 6, 2017

**Sponsorship
Information**

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Upcoming Events

[Online Registration](#)
