



PRESIDENT'S MESSAGE

DECEMBER 2017

Greetings fellow REIAC members:

I hope you all survived another hot summer and that your Thanksgiving holiday was happy and safe. As we all prepare for the rest of the holiday season and its festivities, please take time to reflect on all for which we are grateful. Please stay safe so we all start 2018 healthy and optimistic for another good year to be living and working productively in Phoenix.

Kudos to your Board of Directors, which continued to do an outstanding job steering our REIAC Southwest Chapter to higher membership and financial stability. Currently, we have 107 members. We continue to chip away at our goal to have at least 125. You can help us reach our membership goals by inviting your qualified guests to our programs.

We find that once a guest experiences the high quality of our events and the caliber of our membership, the chances they will inquire about membership in REIAC increase dramatically. If you know anyone in our industry that may qualify for membership in REIAC, please refer them to [Cheri Brady, Membership Chair](#), so she can follow up.

I especially want to thank those Board members who consistently give of their valuable time to attend monthly Board meetings and help keep our chapter on track. You know who you are; keep up the good work.

Thanks to Cheri Brady for her tireless efforts, we want to welcome our newest members:

Andrea Drozdowicz, Vice President, Wells Fargo

Wayne Gillis, President and CEO, Blues Residential Investment, LLC

Ivan Ferraz, Senior Vice President, Wells Fargo

Kim Young, Director of Real Estate, Arizona Kidney Disease & Hypertension Centers (AKDHC)

Megan Creecy-Herman, Vice President, Liberty Property Trust

Keaton Merrell, Senior Vice President, Walker & Dunlap Mortgage Lending

Please introduce yourself when you see them at our programs.

We could not present our high-quality programs without the direction, creativity, time commitment, and effort that our Program Committee invests on behalf of our chapter. Thank you Todd Jarman, Melinda Webster, Ann McCartney, Mathew Avrhami, Mike Baumgartner, Don Becka, and Mandy Purcell. I would also like to welcome REIAC member Cindy Hammond with Churchill Commercial Capital to the Program Committee. She will be a welcome addition.

Starting in 2018, due to additional responsibilities that BBVA has asked Todd to take on, he informed us that he will need to transition off the Program Committee and the Board. Thank you, Todd, for many years of service on the Board, as a past President, and as Program Chair. We wish the best with your new responsibilities at BBVA. However, Todd will continue to be a REIAC member and BBVA will continue as one of our valued sponsors. Representing BBVA on our Board will be Chad Mantei. Welcome Chad. We look forward to working with you.

We are fortunate that T.A. Shover has agreed to step in as the new Program Chair. He has already recruited additional Program Committee members. Thank you, T.A. We look forward to working with you on upcoming programs.

Our exclusive sponsors allow us to present our programs at great venues, at no additional cost to our members and their guests, as well as keep our annual membership fees very reasonable. Not only do they allow our chapter to enjoy financial stability, they are all actively involved on our Board and contribute their time, creativity, and leadership. Their financial contributions also allow us to support the Master of Real Estate Development (MRED) program at ASU's W.P. Carey School of Business. When you see them at our programs, please let them know how much they are appreciated.

Our valued sponsor members, in no particular order, are:

- **Todd Jarman, Banking, BBVA Compass**
- **Cheri Brady, Title, First American**
- **Phil McKenzie, Accounting, KPMG**
- **Ted Northrup, Civil Engineering, Atwell**
- **Dawn Cartier, Traffic Engineering, Traffic Engineering**
- **Mark Ohre, Legal, Snell & Wilmer**
- **Brad Denham, Market Data, CoStar**
- **Mark Singerman, REIAC/MRED Challenge, Rockefeller Group**
- **Rick Butler, Architecture, Butler Design Group**
- **Adam Mays, General Contractor, A.R. Mays**
- **Dan Henderson, Municipality, Town of Gilbert**
- **Jim Weaver, Geotechnical, Alpha Geotech**
- **Tre Ferrari, III, Property Management, LineageCRE**
- **Bess Cadwell, R.E. Executive Search, GOVIG**

REIAC Awards Three MRED Scholarships

The class of 2016-2017 MRED teams consisted of three students each. The team that won the REIAC/Rockefeller Group MRED Challenge was awarded the usual \$1,000 per team member. Since the \$3,000 award total was less than the normal \$5,000 to \$6,000 as in prior years, the Board decided to award three, \$2,500 scholarships for this year only. Board members Bess Cadwell, Tre Ferrari, and Ted Northrup interviewed six students selected by the MRED faculty from the 2017-2018 class. All of the students were remarkable, and the decision was difficult. Students selected for the scholarships were:



Lydia Chelle: 2010 University of Dayton (Ohio) graduate, political science major



Joshua Rodriguez: 2016 Grand Canyon University graduate, business management major



Rae Rowles: 2013 ASU graduate, design studies major

Congratulations to this year's REIAC scholarship recipients and best of luck.

REIAC Fall Programs Recap

Since the last edition of the President's Letter in June and after our summer break, our Program Committee kicked off September with several outstanding programs.

- **September 14, 2017:** Back by popular demand, Joe Blackburn of Everest Holdings comes through again with maybe the best Debt & Equity panel we have had. [Click here for the recap.](#)
- **September 28, 2017:** Our Breakfast Series continued with a great presentation on water infrastructure in the Valley by SRP executive Charlie Ester. [Click here for the recap.](#)
- **October 18, 2017:** Our final Breakfast Series program focusing on infrastructure in the Metro Phoenix was presented by Bin Jones, Sales Engineering Manager at Cox Business. He informed the audience about fiber and wireless infrastructure and future innovations we can expect to see in the Valley. [Click here for the recap.](#)
- **November 15, 2017:** Easily one of our best programs, we were thrilled to host renowned economist, consultant, educator, and author, Dr. Peter Linneman, at our

Distinguished Speaker program. Dr. Linneman did not disappoint. [Click here for the recap.](#) If you were unable to attend, we videotaped the entire program. If you would like to view Dr. Linneman's entire presentation, please contact Chapter Administrator, Sheila Hamilton. We have included a 3-minute highlight video. [Watch now.](#)

REIAC Guest Policy

We encourage our members to bring qualified guests to our member-only programs. The Board respectfully requests that members adhere to the following guest policy:

- The same guest cannot attend more than two (2) member-only programs before becoming a REIAC member if they qualify as set forth below.
- Guests of REIAC members must be directly affiliated with a "principal." In order to fulfill our mission, REIAC strictly excludes brokers, property management companies, service providers, vendors, accountants, law firms, title companies and other service providers that are not exclusive sponsor members.

We define "principals" to include: Registered investment advisors possessing the discretion to invest on behalf of endowments or pension funds; banks, life insurance companies and other financial intermediaries; owners and developers actively involved in significant real estate transactions; and operators of real estate investment funds. For more information on qualifications for membership in REIAC, please see our membership application at:

<http://reiac.org/pdfs/SW2017REIACMembershipApp.pdf>

The Board thanks you for your cooperation with the above guest policy.

Upcoming Programs

Watch your in box for program flyers announcing our 2018 programs that you will not want to miss:

[February 6, 2018: Fireside Chat](#) – We are proud to announce that this year's program will feature **John Graham**, President and CEO of Sunbelt Holdings, who will be interviewed by **Steve Betts**, Director of Development at Chanen Development Company, at the Paradise Valley Country Club.

If you have other ideas for REIAC programs, we want you on our Program Committee. Please contact T.A. Shover if you are interested.

REIAC Philanthropic/Community Involvement Initiatives

As many of you are aware, the REIAC Southwest chapter supports the ASU W.P. Carey School of Business MRED program. We give two \$2,500 scholarships to MRED students and up to \$6,000 to the winning team at the REIAC/Rockefeller Group MRED Challenge in May of each year. We are proud to announce that 2018 will be our fifth year supporting the MRED program.

The REIAC Board is considering another initiative that would support Junior Achievement of Arizona (JA). How many of you remember going through the JA Biz Town in the fourth grade? JA provides financial education and career guidance to K-12 students that is not provided in our public-school system throughout the country. JA works with 385 schools, 3,100 teachers and reaches tens of thousands of Arizona students each year.

REIAC is in discussions with JA about creating a program for 10th-12th grade students to introduce them to the built environment. The wealth of experience that our members possess in our industry is of great interest to JA since they do not have a program that gives the students exposure to the built environment.

If you are interested in participating on a sub-committee we are forming to create competitions and learning experiences in coordination with the JA staff, please contact Mark Singerman at msingerman@rockefellergroup.com. Your entrepreneurial knowledge of our industry would be most welcome in creating this fun and rewarding initiative to give back to our community.

From your Board of Directors, we wish you happy holidays. We look forward to seeing you at our programs and mixers in 2018. Please stay safe.

Sincerely,

[Mark Singerman](#), Vice President, The Rockefeller Group

President – REIAC Southwest Chapter