



REIAC SW ADVISOR

July 2019

Celebrating the 20th Anniversary of the REIAC Southwest Chapter

WELCOME

Greetings fellow REIAC Southwest members:

Another summer is upon us. As many of you will be traveling in the next couple of months to get a break from the heat, please travel safely.

A big thanks goes to Wimberly Doran at ASU, Peter Madrid and Sheila Hamilton for their help with graphic design and content.

CHAPTER NEWS

Original Company wins 2019 REIAC/Rockefeller Challenge



The Novus Innovation District in Tempe was the focus of the three teams competing in the 2019 REIAC/Rockefeller Challenge. Capturing top honors at the 6th annual event was the Original Company for its project, Karsten.

Teams consisting of graduating students from Arizona State University's W. P. Carey School of Business, Masters of Real Estate Development (MRED) program competed for cash prizes. Original Company garnered \$1,000 each for team members Jason Wagner, Lindsey Campbell, Tanner Weekes, and Wade Troeger.

This year's development project included 48 acres on the back nine of the Karsten Golf Course at the NWC of Rio Salado Parkway and McClintock Drive. It was on a 99-year ground lease with ASU. This was the MRED students' 3rd Synthesis project for their final grade. Read the recap [here](#).

CHAPTER NEWS (continued)

REIAC Southwest Completes the First Academic Year Teaching Classes at Gateway Early College High School

Through our association with Junior Achievement of Arizona, REIAC volunteer members shared their skills and experience introducing Gateway High School students to the built environment and real estate development. Our members taught five classes per semester during the 2018-2019 academic year. We want to thank our volunteers that participated in our inaugural year including:

Andrea Drozdowicz, Tre Ferrari, Dan Henderson, Dave Kross, Chad Mantei, T.A. Shover and Mark Singerman

At the conclusion of each semester, the volunteers also judged a competition at which the student teams each presented their proposed developments. Each member of the winning team received a gift card for up to \$175. Their teacher, Karen Hawkes, also received a gift card for up to \$275 that she used to buy classroom supplies, clothes and shoes for her students so they look good for job interviews.



The money for the gift cards was made possible by the financial support our REIAC Southwest chapter provides to Junior Achievement of Arizona in the amount of \$6,000 per semester or \$12,000 annually.

After the last semester, we received a heartfelt letter from Karen Hawkes thanking REIAC for our participation and the knowledge we shared with the students. Following is a portion of her letter:

“I just wanted to thank you again for your contributions to our students. Not just monetarily, but to their ideas about their future. ... You all made our seniors extremely happy and most importantly, confident as they leave our school and move on to bigger and better futures.”

Read the recap [here](#).

We are looking for other REIAC volunteers that want to share their skills and experience in real estate with the students. Please contact Mark Singerman for more information on how you can participate. msingerman@rockefellergroup.com

REIAC PROGRAM RECAP

Fireside Chat – February 6, 2019

Keep on truckin’ – the merger of Knight and Swift

Two events have greatly affected the trucking industry in recent years – the advent of online shopping and the merger in 2017 of Phoenix-based trucking companies Knight Transportation and Swift Transportation.



At its closing, the all-stock deal gave the combined companies an enterprise value of \$6 billion, according to Forbes magazine. The company became known as Knight-Swift Transportation.

The headquarters remained in Phoenix; the merger provided resources that included 23,000 tractors, 77,000 trailers and 28,000 employees. Read the recap [here](#).

Breakfast Series – March 7, 2019

REIAC March breakfast program highlights emerging trends, how technology advances are affecting our industry

Architects mining data and not just designing buildings. Applying traffic flow to smart-city technology. Modeling software that helps developers with hydrology issues.

This is how far the commercial real estate has come; and it’s just the beginning.

The March REIAC Southwest Breakfast Series at CoStar brought together a trio of panelists whose companies rely on technology that makes a difference in their respective disciplines. Read the recap [here](#).



REIAC PROGRAM RECAP

Capital Markets – April 25, 2019

Capital markets: Trends in pension fund investment in real estate – Focus on the Arizona Retirement System

The panel for the REIAC Southwest April 25 capital markets program was quite a collection of experts on the topic: The Chief Investment Officer for a large pension fund. The fund's real estate consultant. A top placement agent that raises funds for a variety of managers. An operating partner that is putting pension fund capital to work.



“The starter kit for this, and the business surrounding all four is Karl Polen, CIO of the Arizona Retirement System,” said moderator Joe Blackburn of Everest Holdings. “He’s a real estate guy. And I would wager to say that it’s quite rare that a real estate guy is the CIO of a major pension fund. I’m sure he approaches the world a bit differently than his peer group.” Read the recap [here](#).

Breakfast Series – June 6, 2019

Industry experts dive into mechanic liens, opportunity zones & funds, bank loans at REIAC June breakfast program

Members of REIAC Southwest and their guests were treated to a trio of industry experts each touching on a specific market segment at the 2Q Breakfast Series June 6 at the CoStar offices. The theme was emerging trends in real estate development, investment and technology. The panelists couldn't have been more diverse.

Speakers were **Cheri Brady**, Vice President and Senior National Account Manager, National Services Division, First American Title Insurance Company; **Byron Sarhangian**, Attorney, Snell & Wilmer; and **Gabe Potyondy**, Executive Vice President and Managing Director of the West, BBVA Compass. Read the recap [here](#).



REIAC Upcoming PROGRAMS

Your Program Committee and Board of Directors work hard to bring high quality speakers to our programs that can share valuable, relevant and timely information with our members. We are excited to announce the following events for the rest of 2019. Please mark your calendars.

August 22, 2019

3 to 6 p.m.

The Gladly

Our summer mixer was so successful last year that we decided to do it again. Have some fun networking and kick back with other REIAC members. We will also have a short presentation commemorating our chapter's 20th Anniversary.

September 12, 2019

7:30 to 9:30 a.m.

CoStar

Our Breakfast Series continues with an update from The Town of Gilbert, SRP, CoStar and Willmeng Construction on emerging trends in our industry and new initiatives they are undertaking.

October 3, 2019

4:30 to 6:30 p.m.

Camelback Golf Club

This year's Distinguished Speaker program features Taylor Morrison CEO Sheryl Palmer. Sheryl is a leader in the homebuilding industry. She's a dynamic speaker and will share her national perspective on a range of relevant topics and in her more than 30-year career in the homebuilding industry.

November 7, 2019

7:30 to 9 a.m.

CoStar

Our final Breakfast Series of 2019 features Lineage CRE, KPMG and Govig with their insights into new trends in real estate development and technology.

December 4, 2019

4 to 6 p.m.

Lon's

Back by popular demand is our annual Holiday Mixer. It will again be held at Lon's, which offers great ambiance and service and incredible food and drink.

December 17, 2019

4 to 6:30 p.m.

Camelback Golf Club

We are pleased to announce a special bonus program that will feature a videotaped introduction from Gov. Doug Ducey introducing Sen. Martha McSally presented jointly by ASU and REIAC Southwest. This fundraiser will be open to the public with the net proceeds donated to the MRED program at ASU.

MEMBERSHIP UPDATE

Membership Update

We currently have 96 members. We continue to chip away at our goal to have at least 125 members plus sponsor members. You can help us reach our membership goals by inviting your qualified guests to our programs. Please see the REIAC Guest Policy below.

We find that once a guest experiences the high quality of our programs 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, cabrady@firstam.com.

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 and Chad Mantei for their tireless efforts. We want to welcome our newest members:

- Jack Bosch: CEO, Orbit Investments
- Alan Jones: Phoenix Division President, Lennar Corporation
- Stephanie: SVP, US Bank
- Troy Liscio: SVP, US Bank

Please introduce yourself and welcome them to REIAC when you see them at our programs.

Membership

REIAC membership standards are proprietary and determined by its directors. In general, membership is by invitation only and limited to individuals who are at senior management levels of well-established real estate investment entities.

These entities must be acting as principals in the areas of acquisitions, dispositions, asset management and debt procurement. Potential members must demonstrate the requisite experience, competence and ethics within their respective fields and have a desire to utilize their skills in a manner that will improve the community and the profession.

[Learn about REIAC membership](#)

[Click here to download the Southwest Region Membership Application](#)

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

SPONSORSHIP & BOARD MEMBER APPRECIATION

Thank you to our Sponsors...

Our exclusive sponsors allow us to present our member-only 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 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, and Junior Achievement of Arizona. 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:

- Chad Mantei, Banking, BBVA Compass
- Cheri Brady, Title Insurance, First American
- Phil McKenzie, Accounting/Consulting, KPMG
- Ted Northrup, Civil Engineering, Atwell
- Dawn Cartier, Traffic Engineering
- Mark Ohre, Legal, Snell & Wilmer
- Michael Bencs, CoStar, Breakfast Program Sponsor
- Mark Singerman, Rockefeller Group, REIAC/MRED Challenge Sponsor
- Rick Butler, Architecture, Butler Design Group
- Keyvan Ghahreman, General Contractor, Willmeng Construction
- Dan Henderson, Municipality, Town of Gilbert
- Karla Moran, Public Utility, SRP
- Tre Ferrari, III, Property Management, LineageCRE
- Bess Cadwell, R.E. Executive Search, GOVIG



In addition to our sponsor members mentioned above, we would also like to acknowledge the rest of our Board members who volunteer their time and experience in helping steer our chapter forward:

Dave Kross, Development Director, Irgens Development
Danny Swancey, Director, ViaWest Group
Dick Lund, Owner, Biltmore Holdings
Chapin Bell, CEO, P.B. Bell & Associates
Mark Stapp, Director, W.P. Carey School of Business
Chris Anderson, Managing Director, Hines
T.A. Shover, Director, DMB