



# PRESIDENT'S LETTER

January 2019

## Celebrating the 20<sup>th</sup> Anniversary of the REIAC Southwest Chapter

### WELCOME

Greetings REIAC members:

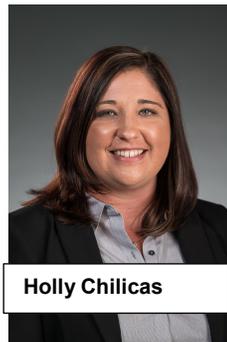
Can you believe another year has flown by? As we enter a new year, please take time to reflect on how fortunate we all are to be living and working in a great city, Phoenix, and state, Arizona. Let's count our blessings for a successful 2018 and begin 2019 healthy and optimistic as we look ahead to another great year.

Following is another edition of your REIAC Southwest Chapter President's Letter compiled with the help of our Chapter Administrator, Sheila Hamilton; Wimberly Doran at ASU and Peter Madrid.

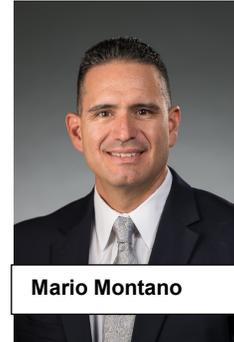
### CHAPTER NEWS

#### REIAC Awards Two MRED Scholarships

Board members Dick Lund, Karla Moran, and Mark Singerman interviewed six students selected by the MRED faculty from the 2018-2019 class. All of the students were remarkable and the decision was difficult. Students selected for the scholarships were:



Holly Chilicas



Mario Montano

Holly is a 2018 ASU graduate with a Master of Architecture and Mario is a 1995 ASU graduate with a BS in Mechanical Engineering. Congratulations to this year's REIAC scholarship recipients and best of luck.

### Upcoming Programs

#### Feb. 6: Fireside Chat

We are proud to announce that this year's program will feature **Kevin Knight and Jerry Moyes**, founders of Knight Transportation and Swift Transportation, respectively. Their merged company, Knight-Swift Transportation Holdings, Inc., is publicly traded on the NYSE. We want to give a special thanks to Program Committee member and Publisher, Commercial Executive Magazine, **Mandy Purcell**, who will moderate this year's Fireside Chat, for putting this program together for us. Please click [HERE](#) to register.

**WATCH** your email for program flyers announcing our 2019 programs that you will not want to miss. If you have ideas for REIAC programs, we want you on the Program Committee. Please contact T.A. Shover if you are interested.

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## CHAPTER NEWS (continued)

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### P&B Development wins inaugural Land Development Pitch Competition

The final day of the REIAC Southwest/Junior Achievement of Arizona inaugural Land Development Pitch Competition came down to four teams of students from GateWay Early College High School in Phoenix to convince a panel of REIAC judges that their project is the best investment.

This year, REIAC Southwest entered into a sponsorship agreement with Junior Achievement of Arizona (JA) with a financial commitment of \$12,000 annually (\$6,000 per semester). The program utilizes the experience and skills of REIAC members to introduce high school students to the built environment and real estate development.

When the presentations were over, P&B Development took home the title and \$130 Amazon gift cards to each of the four team members. Karen Hawkes, who teaches the life skills class, received a \$200 Amazon gift card. Members of the winning team were Mohamud Abdi, Cesar Mena, Yair Tuxtla, and Leray Gilmore.



GateWay Early College High School focuses on providing under-privileged students in grades 9-12 an education to prepare for college and provides career guidance. The impact of REIAC's financial support was demonstrated by the following email we received from Mrs. Hawkes about one of the kids from the winning team:

*The winners used my Amazon Prime account to order items. I thought it was very sweet that they all used the money to buy gifts for others in their families. I suggested to one student, that he buy something for himself and he replied, "I don't need anything but my mom has never had a new pair of shoes. I have been talking to her about what she would want if I won and I showed her the website for Amazon. She couldn't believe all of the options that were available. I can't believe we won. I can't wait to surprise her for Christmas."*

*You really made their holiday much happier.*

*With respect,  
Karen Hawkes  
GateWay Early College High School*

It does not get better than that. We are looking for more REIAC members interested in sharing their industry experience with a new set of students at GateWay High School during next semester. We are tentatively targeting March/April, 2019. Contact Mark Singerman if you are interested in participating. (msingerman@rockefellergroup.com) Read about the inaugural event [here](#).

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# REIAC PROGRAM RECAPS

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## Not Just Another day at the Office

September 12, 2018

Our Breakfast Series continued with a great presentation on the office and technology markets.

It's not often you put three commercial brokers together in a room and get a consensus on any number of topics. This is particularly true with office brokers. REIAC Southwest's 3Q Breakfast Series in September presented a trio of industry veterans who all agreed that the pulse of the market overall feels real good right now. And not just the office market.

[Read recap here.](#)

## Distinguished Speaker Program

October 16, 2018

Our Distinguished Speaker program featuring Hessam Nadji, CEO, Marcus and Millichap, was easily our most entertaining and informative program of the year. If you missed it, you can obtain the PowerPoint presented by Mr. Nadji by contacting Sheila Hamilton.

International trade tensions. Interest rates going up. Talk of another recession lurking. So where does the Valley stand in the overall economic picture in the world of commercial real estate? REIAC Southwest's 2018 Distinguished Speaker Event in October featured industry expert Hessam Nadji, President and CEO of Marcus & Millichap, who answered that question and many others, gave his global projection, and looked down the road in our backyard. [Read recap here.](#)

## Disruptive Technology in Construction

November 7, 2018

Our last Breakfast Series program in 2018 focused on the retail market presented by a panel of experienced retail brokers.

In the business world, the word "disruption" has taken on new meaning. Here is one interpretation: "... a disruptive innovation is an innovation that creates a new market and value network and eventually disrupts an existing market and value network, displacing established market-leading firms, products, and alliances."

Technology holds a firm grip on all aspects of the commercial real estate industry. From prefab bathrooms for luxury hotels to innovations in material, the construction industry is experiencing a disruption of its own.

[Read recap here.](#)

## Retail Wrap-Up

November 13, 2018

Our last Breakfast Series program in 2018 focused on the retail market presented by a panel of experienced retail brokers.

We are under-demolished. Flagstaff boasts the No. 1 Sprout's in Arizona. One of the safest tenants to put in a retail center is a veterinarian – they never go out of business. Those were some of the more interesting takeaways as REIAC Southwest wrapped up its 2018 Breakfast Series at the CoStar offices on November 13 with an update on the Valley's retail market. [Read recap here.](#)

## 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 by clicking [HERE.](#)

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

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# MEMBERSHIP UPDATE

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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 111 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](#), so she can follow up with them.

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:

- **Anthony Valenzuela: VP, Hunt Mortgage**
- **Robert Morris: SVP, First International Bank & Trust**
- **Andrew Skipper: CEO, Evergreen Development Company**
- **Brandon Walters: Principal, INCA Capital**
- **Karla Moran: Economic Development Project Manager, SRP**

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](#)

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## A LOOK AHEAD...

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The 2019 Breakfast Series will feature several of our Sponsor members at each program. Topics will include new technology they are using in their respective industries and what new trends their clients are pursuing. They will also share any new initiatives with which their companies want REIAC members to become familiar. Watch for program flyers announcing which group of Sponsors will be presenting.

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# **SPONSORSHIP & BOARD MEMBER APPRECIATION**

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



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**

We sincerely appreciate your time, efforts and support that you provide. Thank you.