



REIAC SW Advisor

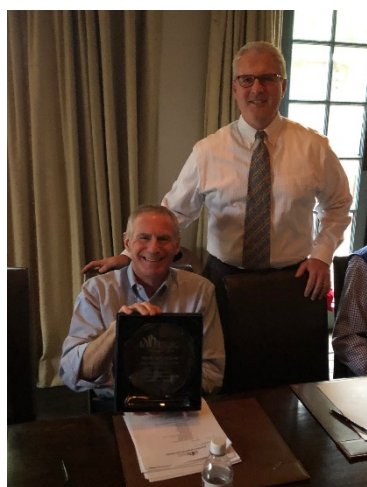
January 2020

WELCOME

CHAPTER NEWS

STEPPING DOWN BUT NOT OUT ... Greetings fellow REIAC Southwest members:

My term as your chapter President has come to an end. I want to thank the Board for its support and trust in me. It has been my honor and pleasure to lead our chapter for the past 4 years. I plan to remain active on the Board, Program Committee and as the Community Outreach Chair. As always, we would welcome any REIAC members who want to participate on the Program or Community Outreach Committees. Feel free to contact T.A. Shover or myself.



MEET YOUR NEW CHAPTER PRESIDENT

I leave the helm in capable hands to my successor, Dave Kross, with Irgens Development. Dave has been an active member of our Board for several years. I am confident that, under his stewardship, our chapter will continue to grow and maintain its strong financial position that allows us to present high-quality programs at first-class venues for our members, support the MRED program and Junior Achievement of Arizona with scholarships, sponsorships and classroom volunteers.

Following is another edition of your bi-annual chapter newsletter rebranded as the REIAC SW Advisor. A big thanks goes to Wimberly Doran at ASU, Peter Madrid and Sheila Hamilton for their help with graphic design and content.

CHAPTER NEWS (continued)

REIAC Southwest completes 1st academic year teaching at Gateway Early College H.S.

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 5 classes this semester. We want to thank our volunteers that participated including: Karla Moran, Dave Kross, Chad Mantei and Mark Singerman.

At the conclusion of each semester, the volunteers also judge a competition where the student teams each present their proposed developments. Each member of the winning team received a gift card for up to \$150. Their teacher, Mrs. Kanisha Saunders, also received a gift card for up to \$250 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 come from the financial support our REIAC Southwest chapter provides to Junior Achievement of Arizona in the amount of \$6,000 per semester, \$12,000 annually.

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

Two scholarships awarded to MRED students

For the 7th year, REIAC has awarded two, \$2,500 scholarships to students enrolled this academic year in the Masters of Real Estate Development (MRED) program at ASU's W.P. Carey School of Business. Each year, the MRED faculty choose six candidates from the +/-30 students that meet the following criteria:

- Arizona resident;
- Desire to stay in Arizona after graduation and work in the real estate development or investment industry.

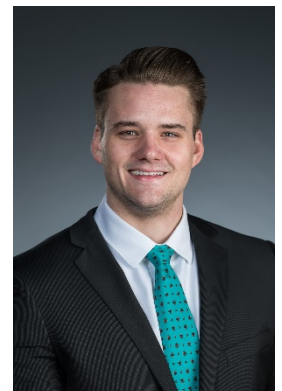
Mark Stapp and his staff picked six outstanding individual candidates for a panel of REIAC member volunteers to interview. This year our volunteers were Mark Ohre, Dawn Cartier, Mike Baumgardner and Mark Singerman.

We met with each candidate at ASU on Nov. 8, 2019, and as usual, we had a very difficult decision to make since they were all strong candidates. But we had to pick two and they were Garret Clifford and Jagger Everett:

We congratulate each winner and wish them much success after graduation from the MRED program.



Garret Clifford



Jagger Everett

REIAC PROGRAM RECAP

August 22, 2019: 20th Anniversary Summer Mixer

T.A. Shover and Larry Heath provided an amusing history on how our chapter was started 20 years ago. We had cake and drinks to celebrate our anniversary. The summer mixer was well attended at The Gladly Restaurant including their great food. Watch for another fun summer mixer there in 2020. We commemorated our 20th anniversary with a logo as well.



REIAC PROGRAM RECAP

September 12, 2019: Breakfast Series - Emerging trends in real estate

The September 12 REIAC Southwest Breakfast Series at CoStar featured four speakers who shared their visions of sustainability, new and future developments, new technology, and market predictions in their respective spaces.

Dan Henderson, CECD, Director of the Gilbert Office of Economic Development, discussed the Town's redevelopment efforts and plans for two anchor sites within the Heritage District.

Karla Moran, Senior Project Manager, Economic Development, for Salt River Project, discussed green and sustainable initiatives for the benefit of customers and the communities SRP

The discussion segued from vision and sustainability to projections of asset classes by Jessica Morin, Director of Market Analytics, CoStar.

Keyvan Ghahreman, Director of Client Preconstruction Services, Willmeng Construction, shared how new technologies are impacting the construction industry. [>Read Full Recap](#)



October 3, 2019: Distinguished Speaker Series

Sheryl Palmer, Chairman and CEO of Scottsdale-based TaylorMorrison Home Corporation shared her insights and national perspective on the homebuilding industry, affordability, labor and other issues impacting the industry.



Sheryl Palmer, Chairman and CEO of Scottsdale-based TaylorMorrison Home Corporation looked over the audience of REIAC Southwest members and guests.

"What's it's like out there?" she asked as she surveyed the crowd. "I can take any day and find 10 headlines that say it's good times in the homebuilding industry for lots of reasons. The demographic tailwinds top the list. Boomers and millennials."

Palmer, who possesses 30 years of experience in land, sales and marketing, and development, was the headliner at REIAC Southwest's Distinguished Speaker fall event in October at Camelback Golf Club in Scottsdale.

TaylorMorrison is the largest public homebuilder and boasts being named America's most trusted homebuilder in 2019 for the fourth straight year.

"It's a great time," Palmer reiterated. [>Read Full Recap](#)

October 29, 2019: Breakfast Series

Our final breakfast series program featured Bess Cadwell, Govig Executive Search. She shared her perspective on hiring and labor shortage issues in the construction and real estate industries.

UPCOMING REIAC 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 for our members. We are excited to announce some of our upcoming programs for 2020:

Annual Fireside Chat

[February 12, 2020](#)

4:30 p.m. to 6:30 p.m.

Camelback Golf Club, 7847 N. Mockingbird Lane, Scottsdale

- The annual Fireside Chat will feature Mike Ingram of El Dorado Holdings.
- Watch your inbox for the program flyer with more details on the venue and moderator.

Breakfast Series 2020

[March 12, 2020](#)

[June 4, 2020](#)

[September 10, 2020](#)

[November 5, 2020](#)

7:30 a.m. to 9 a.m., CoStar Group, 2325 E. Camelback Road, #110, Phoenix

- Back by popular demand, our Breakfast Series in 2020 will bring back our broker updates including market experts on industrial, office, retail and multifamily.

Cyber Security: With experts in the field from the FBI, private consulting firms and others.

[April 16, 2020](#)

4:30 p.m. to 6:30 p.m.

- Speakers and venue to be announced.

MRED-REIAC/Rockefeller Challenge

May 2020

4 p.m. to 6 p.m.

- One of our most popular events, the MRED faculty choose the top three teams of MRED students to present their final synthesis project to the REIAC membership. After the presentations, the audience votes and each member of the winning team leaves the competition with a \$1,000 check, up to \$6,000, from REIAC Southwest. Watch for the date and venue.

ADDITIONAL 2020 PROGRAMS TO BE ANNOUNCED.

MEMBERSHIP UPDATE

Closing in on our goal

We currently have 97 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:

- **Troy Lyscio:** SVP, U.S. Bank
- **Justin LeMaster:** SVP, Liberty Property Trust
- **Jeff Zemer:** Director of Real Estate, Marley Management Corporation
- **Michael Klein:** CEO, Freedom Financial Funds

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.

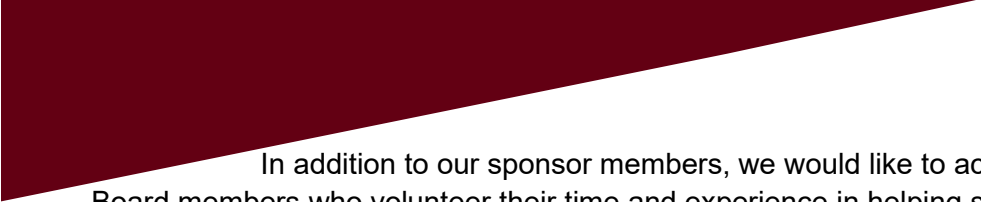
SPONSORSHIP & BOARD MEMBER APPRECIATION

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 qualified 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



In addition to our sponsor members, we would 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