

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
WASHINGTON STATE CHAPTER

1 CALENDAR OF EVENTS

PAST PRESIDENTS/ADVISORY BOARD MEETING

June 2nd, The Harbor Club, Seattle

DEVELOPING LEADERS ROOFTOP SUMMER SOCIAL

June 11th, Haworth Showroom, Seattle

BREAKFAST MEETING

June 17th, Sheraton, Seattle

MEMBERS ONLY EVENT

June 25th, Metropolitan Park West Building,
Benaroya Corporate Offices - 17th Floor Deck

DEVELOPING LEADERS GROUP

By Casey Trees, CB Richard Ellis

Join the Developing Leaders Group on Thurs., June 11, from 4 to 7 p.m., as we kickoff (finally) summer in Seattle with our annual Summer Social. The event takes place at the Haworth showroom, on the first floor of the World Trade Center East building, on Elliott Ave. in downtown Seattle.

Don't miss this opportunity to network with fellow NAIOP members. A special thanks to Haworth and NuMark Office Interiors for sponsoring this event. Please call 206-382-9121 for more information.

PAST EVENT



DEVELOPING LEADERS GROUP

By Scott Hutchinson

The NAIOP Developing Leaders Group, in conjunction with the South Sound committee, held its first south-end networking event on Apr. 30, at Masa in Tacoma. The weather was beautiful, which allowed for people to enjoy being outside in the sun on the rooftop deck of the restaurant. It was an excellent opportunity for participants to network with some top real estate professionals in the area.

Special thanks to Chapter member Jeff Davis and his team for coordinating the event, and to sponsors Eisenhower & Carlson, PLLC, Sutherland Development and BCRA for their generous contributions, without which these events would never be possible.

THE DEAL

SUMMER SOCIAL

By Angela Gardner,
Business Interiors Northwest

The Summer Social committee has been organizing and executing the largest business-organization golf event in the state for several years now. The always-popular event gives Chapter members a one-day escape from the daily business grind to test their mettle on one of the region's best courses, and have some fun in the process with fellow industry associates.

This year's committee co-chairs are Brian Toy with Cushman & Wakefield and Marco Navlet with McKinstry Co. The committee runs like a well-oiled machine, with its leadership, 20 dedicated volunteers and numerous planning meetings to make sure the event goes off without a hitch.

COMMITTEE CORNER



And, it always does. However, that doesn't stop the committee from trying to raise the bar of excellence every year. This 2009 event will be held, once again, at the Newcastle Golf Course, on Aug. 3rd. Sponsorship opportunities are still available. Please call 206-382-9121 for more information.

JUNE BREAKFAST MEETING

By Ted Caloger, MulvannyG2

November is still months away, but you can join us at next month's NAIOP breakfast meeting to get a preview of some of this year's Night of the Stars awards entries. The event, at the downtown-Seattle Sheraton on June 17, will feature a distinguished panel of the area's premier developers providing insight to the unique aspects of their completed projects in the office, mixed-use and industrial markets.

These participants will include:

- Kristin Jensen, Tarragon - Moderator
- Dan Ivanoff, Schnitzer West
The Bravern (Office - Bellevue)
- Joe Blattner, Tarragon
Millard & Lowes Build-to-Suits (Industrial - Centralia)
- Douglas Howe, Touchstone Corp.
West 8th (Office - Seattle)

- Kevin Wallace, Wallace Properties
507 Northgate (Mixed-Use - Seattle)
- Bart Brynestad, Panattoni
Whirlpool (Industrial - Fredrickson)
- Robert Arron, Vulcan
2201 Westlake (Mixed-Use - Seattle)
- Tom Parsons - Opus Northwest
1521 2nd Ave (Condominium - Seattle)

Don't miss this opportunity to get a first-hand look at these potential award-winners and get a jump start on determining who you'll vote for this fall.

Go to www.naiopwa.org for details, or call 206-382-9121.

2009 SPRING SEMINAR/ BREAKFAST MEETING

By Mariann Stuart, Affiliated Engineers, Inc.

At the recent Spring Seminar and breakfast meeting, several high-level panels suggested that today is a time of reinvention - not only for your firm, but for yourself. Session One's panel included: John Underwood; John Teutsch of Teutsch Partners, LLC; Jim Potter of Kauri Investments, Ltd.; Bart Brynestad of Panattoni Development Company; and moderator Shannon Underwood.

John Underwood spoke to the many creative methods he's used to stay successful in previous market downturns. Brynestad talked about opportunities in private/public



partnerships, and Potter discussed the American Hotel project, and his current strategy to work the most active portion of the market - the lower end.

In Session Two, David Gartland of Underwood Gartland Development presented a case study on budgeting in troubled times that highlighted changes in pro formas and lending requirements in the current market cycle.

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→ For story ideas, contact Richard Kendall at rkendall@frause.com or Mariann Stuart at mstuart@aeieng.com

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In Session Three, Craig Hill of Oles Morrison Rinker Baker LLP and Gary Bullington of Cushman & Wakefield discussed their views of the leasing and sales markets, and what they believe to be best practices for both owners and brokers.

Session Four featured Jeff Davis of Davis Property & Investments and Rob Aigner of Harsch Investment Properties. They focused on tenant retention strategies, methods for keeping operating costs under control, marketing and leasing strategies in a slow market and capital preservation.

In addition to thanking our Spring Seminar speakers, a final thank you goes to the Education Committee and the NAIOP staff who organized and secured speakers for another successful event.

SOUTH SOUND BREAKFAST MEETING

By Thomas A. Kirkwood, Columbia Bank



The South Sound May breakfast meeting featured a panel discussion on current governmental issues and trends in the area. The panel, moderated by Wayne Reisenauer of Blue Sky Development Services, included Roger Gellenbeck of the City of Tumwater; Jon Walls of the City of Puyallup; and Bill McDonald of the City of Dupont.

All three have seen dramatic declines in the number of applications recently, which have resulted in re-assignment of staff to other departments. Even so, turnaround times for applications have decreased, in some cases, to just a few weeks.

They also discussed changes in SEPA determinations,

the loss of vesting rights and changes in vesting rules, due to delays caused by the economic downturn.

The consensus was that all three cities want to work with developers, in a flexible way, to keep their projects alive and moving forward.

The discussion concluded with a request by the moderator for each panel member to give the one phrase they would eliminate from a developer's vocabulary if they had the power. If you want to keep your city planner from rolling his eyes and going into orbit, whatever you do, don't tell them in a neighboring county they do it this way, and don't tell them you have met with the mayor, councilman or whomever and your project is now their pet project.



SUSTAINABILITY FOCUS ON SUSTAINABILITY

By Matthew Hoffman, Heartland LLC

Dan Putnam, the CEO of PCS Structural Solutions and the principal development partner at Pacific Plaza, is in the process of completing a new mixed-use development that warrants recognition for both the sustainable development measures employed in the project and the collaboration among NAIOP member firms.

When complete, the Pacific Plaza project will add one new floor of structured parking over the existing parking structure and two floors of Class A office space. The development team is also topping the new building with a green roof made possible, in part, because of a unique onsite asset.

An old bathhouse, buried and forgotten, was located beneath the stair climb plaza area north of the garage. This area will be used as a 190,000-gallon cistern that collects the rainwater that soaks through the roof plantings and into a collection system that will pipe



the excess into the old bath. Water can then be pumped from the bath-turned-cistern back to the roof to keep the plantings green for half the year, as well as for greywater to flush the building's toilets.

When this project is complete it will earn LEED Platinum status. It should also be noted that the City of Tacoma is contributing significantly to the green initiatives. This project is also a great example of NAIOP members working together: PCS Structural Solutions, a structural engineering firm, BLRB Architects and Absher Construction.

MEMBER PROFILE



KARA ROBERTS

Name: Kara Roberts

Title & Company: Business Development Manager, VOA Architects

Brief description, size and scope of Company: VOA is an architecture, planning and interior design firm of 250 people. The firm, headquartered in Chicago, has offices in Seattle; Orlando; Highland, Ind.; Washington, D.C.; Sao Paulo, Brazil; and Dubai, U.A.E.

How long have you been with your Company: A little over 2 years

What do you like best about your industry? I like the enthusiasm of the people in this industry as well as the challenge that it creates. I love the fact that each day is different and there is always something to learn --- it keeps me on my toes. I have also enjoyed the great people I have met and continue to meet.

SPECIAL RECOGNITION

By Mariann Stuart, Affiliated Engineers, Inc. Richard Kendall, Frause

For over a year now, Jillanne Bates and Tammy M Reniche, two key staff members in the Chapter office, have patiently dealt with impossible deadlines and quick turnarounds on edits during their work in producing The Deal.

Thanks to their heroic efforts, this electronic publication was recognized earlier this year by NAIOP Corporate as being the best of its kind --- for any Chapter across the country. Jillanne and Tammy have been instrumental in helping us to share news and stories about members and their businesses. And now, with the recent launch of our government affairs newsletter, called The Voice, their dedication to NAIOP has reached even greater heights.

So, as an expression of our gratitude, we're now turning the spotlight on them. Here's a little background on these two invaluable NAIOP team members, along with a hearty



JILLANNE BATES



TAMMY M RENICHE

"thank you" for all they do to keep members informed.

Jillanne Bates, a native of Salem, Ore., is an Assistant Director at Melby, Cameron & Anderson (MCA), which she joined in 2005. In addition to NAIOP, she assists on CREW Seattle & Sound. Jillanne has many hobbies, including shopping and scrapbooking. But her true love is her two dogs, Crusher and Rocky, and of course, her boyfriend Jesse.

Tammy M Reniche, originally from Edmonds, WA is Director of Design and Publications at MCA. She oversees marketing material-development for all 15 of the firm's clients, including NAIOP. As evidence in the Chapter's two newsletters, Tammy has strong graphic-design capabilities and an eye for visual marketing. She's a 12-year veteran of the creative-services field.

NEW MEMBERS

- Daniel Eyman - Seattle University
- Nicolas Garcia - University of Washington
- Clay Gatens - Icon Developments
- Tom Goett - GLY Construction
- Gary Larson - MulvannyG2 Architecture
- Charles Maduell - Davis Wright Tremaine LLP
- Chad Weiser - Otak Inc.
- Lisa Wright - GLY Construction Company

- Touchstone Corporation
- EHS Design
- DCI Engineers
- Baylis Architects
- GeoEngineers Company
- Wright Runstad & Company
- Lydig Construction
- Kane Environmental

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