

## 1 CALENDAR OF EVENTS

**SOUTH SOUND BREAKFAST MEETING**  
October 9th, Hotel Murano; 7:30 – 9:00 am

**DEVELOPING LEADERS OKTOBERFEST**  
October 14th, The Attic; 4:30 – 7:30 pm

**BREAKFAST MEETING/FALL SEMINAR**  
October 21st, The Westin, Seattle; 7:15 – Noon

**GAVEL MEETING**  
October 27th, Mayflower Park Hotel, Seattle; 7:30 – 9:00am

## DEVELOPING LEADERS OKTOBERFEST CELEBRATION

By Casey Trees, CB Richard Ellis

The Developing Leaders Group's next event is slated for Wed., Oct. 14, from 4:30 to 7:30 p.m., at The Attic in Madison Park.

The event, an annual Oktoberfest celebration, will be sponsored by Baylis Architects and Moss Adams, LLP.

More information is available at [www.naiopwa.org](http://www.naiopwa.org) or by calling the NAIOP office at 206-382-9121.

## 2 UPCOMING EVENT

## HARBOR PROPERTIES

By Richard Kendall, Frause

Freelance writer Clair Enlow featured several transit-oriented developments in the most-recent issue of Seattle Business magazine.

Her in-depth article – titled “Getting On Board: Transit-Oriented Development Finally Catches On” – examines what Harbor Properties has created in West Seattle at its new Mural Apartments project. The feature

piece also looks at what the locally based full-service real estate firm plans to develop in the Columbia City neighborhood, at the St. Gobain property site.

The article's full text is available at [www.seattlebusinessmonthly.com](http://www.seattlebusinessmonthly.com).

## MEMBERS IN THE NEWS



## 4 SUSTAINABILITY FOCUS

### FALL SEMINAR

By Matthew Hoffman, Heartland LLC

The October breakfast meeting and fall seminar, as noted elsewhere in this issue, will focus on sustainable practices in new construction, existing-building retrofits and neighborhood building.

In recognition of this event, and to get members thinking about these critical issues, here are some interesting facts from a recent report published by the U.S. Green Building Council:

- Buildings are one of the heaviest consumers of natural resources and account for 38% of all CO2 emissions
- Buildings use 13.6% of all potable water, equivalent to 15 trillion gallons per year
- Real estate and construction professionals overestimate the costs of green building by some 300%, on average

- In comparison to the average commercial building, green buildings consume 26% less energy, have 13% lower maintenance costs, have 27% higher occupant satisfaction rates, and emit 33% less greenhouse gas than non-green buildings

So, what do our regional practicing professionals think of these statistics? With the cost of construction materials generally declining, are we really overestimating costs? And what does the actual energy consumption data tell us with the completion a number of LEED-certified buildings in the past five years?

These questions and more will be addressed by panels at this much-anticipated event. To register for the meeting, or for additional information on the panels, visit [www.naiopwa.org](http://www.naiopwa.org) or call 206-382-9121.

## 5 NEW MEMBERS

- William Abbott** - CB Richard Ellis Inc.  
**Jeff Doan** - Washington State University  
**Janice Jarman** - University of Washington  
**Darin Jensen** - Clark Nuber P.S.  
**Chris Killian** - Turner Construction Company  
**Theo Leonard** - Coughlin Porter Lundeen Inc.  
**Christian Mattson** - NAI Puget Sound Properties  
Commercial Real Estate Services LLC  
**TJ Modica** - Skanska USA Building Inc.  
**Erwin Park** - Ewing & Clark Inc  
**Wende Sauvage** - Encelium Technologies  
**Rob Wheeler** - Clark Nuber P.S.

## OCTOBER BREAKFAST MEETING/FALL SEMINAR

By Ted Caloger, MulvannyG2 Architecture

October's breakfast meeting and fall seminar will focus on the 'S' word – Sustainability – and its impact on everything from land-use legislation and approvals to the brand that Chapter members seek to establish for their firms and projects. The event will be held on Wed., Oct. 21, at the downtown-Seattle Westin Hotel.

During the breakfast meeting, panelists will present updates on where policy and voluntary compliance mechanisms such as LEED 2009 are headed, and how investors are looking at sustainable design as a project goal once the market returns to normalcy.

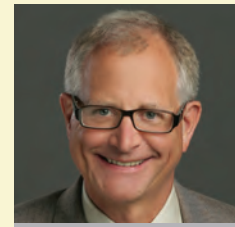
Following breakfast, there will be two seminars that focus on how sustainability strategies are being integrated into actual projects. The first will be a

sustainable development case study of an existing building, Willows Development. Session two will discuss the sustainable development of the new Westlake/Terry Building.

Each session will include key participants, including developers, energy consultants, general contractors, public utility representatives and tenants. The discussion will revolve around initial goals for each project, how they evolved over the course of the design, and what the results were for those developments.

For more information, visit the NAIOP Web site at [www.naiopwa.org](http://www.naiopwa.org) or call the office at 206-382-9121.

## UPCOMING EVENT



DOUGLAS HOWE

## PROFILES IN NAIOP

As told to Jan Flesher, Coughlin Porter Lundeen

### Title and Company

President and CEO, Touchstone Corporation

### Brief description, size and scope of Company:

Touchstone is a private development company focused on Puget Sound area commercial real estate developments. Urban infill projects include: office-commercial, technology, biotechnology/life sciences and build-to-suit, hotel, retail and multi-use developments. Our projects range in size from \$20 million to more than \$200 million.

**How long have you been with Touchstone?** I started developing commercial real estate as Touchstone in 1982, so 27 years.

**What was your career path?** I began my business career in 1970 with a family import lumber business in Los Angeles and Tacoma. I stayed with it through the mid-1970s when, after finishing my MBA, I began the transition to real estate investment and development.

**What do you like best about real estate development?** It is never easy, but it's never boring. Each project is different and represents a unique set of challenges and opportunities. It's the ultimate entrepreneurial business.

**What advice would you give to someone just starting out in real estate development?** First, you need to have patience. It's a risky, get-rich-slow kind of business. Also, be passionate. Development is a tough business and you better really love it. It takes 10 years to become an experienced, proficient developer. Having integrity and valuing relationships are also critical, as it's a small world.

**As you look into your crystal ball, what do you see?** We'll live to see another up-cycle. We've enjoyed six years of growth and we'll see that development cycle repeat itself beginning in 2013. Survive and position yourself to take advantage of the next wave of opportunity.

## 10 SPONSORS

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## PAST EVENT

### DEVELOPING LEADERS SOFTBALL GAME

By Casey Trees, CB Richard Ellis

The Developing Leaders Group would like to thank everyone who participated in the annual softball game on Aug. 26 at Woodland Park.

With a few players on loan, the over-35 team was able to pull out the hard-fought victory in this inaugural event.



Both teams celebrated afterwards at Duke's on Greenlake, where many of the players – especially those from under-35 group! – were already talking about next year's game.

### NATIONAL AWARD RECIPIENT

By Scott Hutchinson, SJH Consulting LLC



JEFF DAVIS

Chapter member Jeff Davis has been named as one of the recipients of the 2009 Developing Leaders Award, recognizing 16 up-and-coming professionals who have distinguished themselves in their profession and show great promise as future leaders of the industry.

The award recipients were chosen by a selection committee comprised of NAIOP members and industry leaders. Past winners from this Chapter include: Lloyd Chee of Davis Wright Tremaine and Scott Hutchinson of Capital Financial LLC in 2006; and Anna (Lewison) Edmonds of Edmonds Consulting LLC in 2007.

NAIOP members ages 35 and under were encouraged to apply for the award, and were evaluated on the following criteria: leadership, professional competency, career goals, education, NAIOP participation, community involvement and judge's discretion of merit.

Davis is CEO and co-founder of Davis Property & Investment Inc. (DPI), which specializes in industrial, flex, retail and suburban office product in the Seattle and Portland areas.

Davis was named to the Puget Sound Business Journal's "40 Under 40" list in 2008.

Davis and other recipients of the Developing Leaders Award will be recognized at Development '09: The Annual Meeting for Commercial Real Estate in Chicago next month.

In a news release distributed recently by NAIOP Corporate, President Thomas J. Bisacquino stated, "The Developing Leaders program advances NAIOP's agenda and enhances our diversity by acknowledging and encouraging the involvement of these accomplished young professionals who will lead our organization and the commercial real estate industry into the future."

Davis, who joined NAIOP in 1999, chairs the South Sound Committee and sits on the Developing Leaders Committee. He is on the Board of Directors for Big Brothers Big Sisters and also volunteers with the Leukemia and Lymphoma Society, National Multiple Sclerosis Society and Washington State College of Business.

For more information on the Developing Leaders program please visit [www.naiop.org/dl](http://www.naiop.org/dl). For more information on Development '09: The Annual Meeting for Commercial Real Estate please visit [www.naiop.org](http://www.naiop.org).

## SPECIAL FEATURE