

## 1 CALENDAR OF EVENTS

### NIGHT OF THE STARS

November 6th, Hyatt, Bellevue; 6:00 - 10:00 pm

### BREAKFAST MEETING

November 18th, Seattle Marriott Waterfront;  
7:00 - 9:00 am

## MONTHLY BREAKFAST MEETING

By Casey Trees, CB Richard Ellis

Join the Chapter on Nov. 18, starting at 7:30 a.m., at the Seattle Marriott Waterfront hotel, for our monthly breakfast meeting, titled: "Capital Markets: The Impending Return."

Mike Makar of CB Richard Ellis's Capital Markets division will moderate the discussion, including panelists Gary Beem of Northwest Commercial Mortgage; Roddy O'Neil from Goldman Sachs; and Jack Wiser of Bank of America.

A special thanks is extended to Chapter Board member Mark Dibble of Bank of America for organizing this event.

## COMMUNITY ENHANCEMENT

By Angela Gardner,  
Business Interiors Northwest

Congratulations to the Chapter's Community Enhancement committee for yet another successful year! As always, the months of planning put in by the committee paid off, with more than 350 volunteers attending this year's event at Ryther Child Center, where some 20 site-improvement projects were executed.

Ryther is located on a 10-acre campus in Seattle, and provides treatment and care for at-risk youth. Improvement projects to the campus included a rope play area, an obstacle course, new trails around the center, fresh paint and numerous other efforts to revitalize the center.

Thank you, again, to all our tireless volunteers and generous sponsors.



## 2 UPCOMING EVENT

### NIGHT OF THE STARS GALA

By Christopher Gunter, EHS Design

The bellwether of the holiday season - no, Halloween doesn't count! - is upon us, and this year's Night of the Stars event promises to be grander, tonier, and altogether more fun than years past.

The committee chair, Kristin Jensen, notes that expanded award categories, a beautiful new venue, and great entertainment will all contribute to make Nov. 6 a very special evening indeed.

With two new award categories - Hospitality and Retail Developments of the Year - there will be more than a dozen

## QUALITY GROWTH ALLIANCE - LAND-USE STUDY

By Richard Kendall, Frause

A recently completed independent research report provides a broad range of recommendations for cities seeking to spur sustainable growth. The report outlines several critical barriers that governmental and private sector leaders face as the central Puget Sound region works to implement a vision of robust urban centers connected by transit.

The report - titled Barriers to Solutions and Best Practices: Urban Centers and Transit-Oriented Development in Washington - was commissioned by the Quality Growth Alliance (QGA), whose members, including NAIOP's Washington State Chapter, are committed to building upon shared principles and fostering creative approaches not only to manage growth, but also to leverage it as a regional opportunity.

The study offers practical solutions based on the implementation of successful local and national initiatives. "We thank the Runstad Center and the College for this valuable undertaking. We believe their findings will inform the dialogue surrounding land-use and infrastructure decision-making for years to come," said QGA Chair Patrick Callahan, CEO of Urban Renaissance Group.



winning projects to celebrate. Additionally, two lions of the industry, Larry Benaroya and Marvin Stein, will be honored as Hall of Fame Inductees for their countless contributions to the multifaceted built environment of the greater Puget Sound region.

And what would a black tie event be without a first-class wine selection? This year all featured wineries are from Woodinville, and during cocktails and dinner, entertainment will be provided by electric violinist virtuoso Geoffrey Castle.

Coincidentally, the 2009 Night of the Stars will take place within a nominated property, the recently expanded Hyatt Regency Bellevue. This will be an evening of firsts, and a great way to acknowledge an entire year of noteworthy projects and the people responsible for them.

For more information on the event, contact the NAIOP office at 206-382-9121.

## SPECIAL FEATURE



Photo courtesy Sound Transit

Barriers to Solutions was conducted by the Runstad Center in Real Estate Studies in the College of Built Environments at the University of Washington. Chuck Wolfe, the study's lead author and a senior research fellow at the Center, said: "The report serves as a critical resource for the development of compact, pedestrian-friendly urban communities, especially in transit station areas."

The full report can be found at [qualitygrowthalliance.org](http://qualitygrowthalliance.org).

## NEW MEMBERS

Adam Bowser - ING Clarion Partners  
Kevin Conklin - Columbia Bank  
Travis Heim - Performance Mechanical Group  
Richard Icklan - Old Republic Title Insurance Company  
Cameron Kent - Ewing & Clark Inc.  
Monty Kilcup - GLY Construction Company  
Chris King - Golder Associates  
Robert Mitchell - Parametrix Inc.  
Nick Moyer - Seattle University School of Law  
Chris Owens - Microsoft Corporation  
Pete Wold - Nuprecon Inc.

## SEPTEMBER BREAKFAST MEETING

By Ted Caloger, MulvannyG2

Last month's Chapter meeting focused on how to leverage public/private partnerships in these challenging economic times in order to create opportunities, specifically around town centers and transit-oriented development. The panel, moderated by Matt Anderson of Heartland, LLC, included Bremerton Port Executive Cary Bozeman; Scott Kirkpatrick from Sound Transit; Matthew Kwatinetz from Heartland, LLC; and the City of Seattle's Nathan Torgelson.

The panel discussed a number of elements that determine the viability of a public/private partnership and its chances for success. One recurring theme was the importance of our region's natural resources and public spaces in determining potential sites. Ports and parks were singled out, with Puget Sound, Green Lake, Bellevue Park and the Capitol Hill Farmer's Market cited as prime examples.

Thornton Place, a mixed-use project in north Seattle, was highlighted as an example of successful private/

public development. Contributing factors were its adjacency to the Northgate transit center, library and community center. Sustainable design was another factor for Thornton; it is one of only five projects in the state participating in the LEED Neighborhood Development pilot program, and is expecting to achieve a Silver rating.

Some final advice from the panel to those considering pursuing private/public partnerships:

- Make sure there are measurable benefits for both parties
- Trust between the parties is critical
- Code reform may be necessary; street-level retail uses in some zones doesn't always work as planned (i.e., remains vacant for long periods of time)
- Don't underestimate the power of politicians to help push these projects through – use all the resources at your disposal

over the next 12 months. We encourage others Chapter members to sign up for this worthy cause by emailing Jillanne Bates at [jillanne@naiopwa.org](mailto:jillanne@naiopwa.org).

I would like to thank Andrew Patterson of Norris Beggs and Simpson who spearheaded this effort. In addition to Andrew, special thanks go to Jeff Davis of Davis Property & Investment



and Amy Poppe of Mulvanny G 2 Architects. These three members (pictured here) were the first to volunteer, and together they made some 1,600 sandwiches for Northwest Harvest. Way to go, team!

## SPECIAL FEATURE

### DEVELOPING LEADERS IN THE COMMUNITY

By Scott Hutchinson, Capital Financial LLC

The month of September kicked off the partnership between Northwest Harvest and the Chapter's Developing Leaders Group. In an effort to give back to the community, NAIOP's Developing Leaders have committed to a full year of service with this local not-for-profit organization.

On the last Wednesday of each month, three DLs are volunteering for two hours at Northwest Harvest, as part of their "sandwich brigade." The sandwiches are added to a lunch bag, which are handed out daily to Northwest Harvest clients in need.

This cause has been well-received by the Developing Leaders, and many have already signed up to participate

## RESOURCE CONSERVATIONS

By Matthew Hoffman, Heartland LLC



DAVE COOK

We're now in a time when resource-conservation matters as the triple bottom line philosophy has become more mainstream. Recently there have been energy generation breakthroughs with refined or new technologies, such as more efficient and cost-effective solar power, the popularization of wind energy, and

emerging concepts such as the manure-to-methane plant being constructed in Skagit County.

GeoEngineers, a NAIOP member, is exploring another approach to reduce fossil-fuel energy demand for the built environment – employing ground-source heat pumps, also known as geothermal or geexchange. Dave Cook, LG, RBP, a principal with GeoEngineers, took a few moments to inform us about their work in this field.

**MH: Generally, how does a ground source heat pump system work?**

DC: Just like the word says, "ground source," or "geothermal," relies on a vertical or horizontal network of piping installed in borings or trenches that pump or transfer heat energy from the ground. That thermal energy is transferred through a heat exchanger located within a building. In building cooling mode, a geothermal heat

pump system operates like a household refrigerator. Heat is extracted from the building and then dissipated into the ground through the piping network.

**MH: Does this system work with existing buildings and are there minimum site requirements?**

DC: It is most effective to consider a geothermal system during the planning stages for new development or major additions to existing facilities because this is when mechanical engineers, architects and earth scientists can conduct life-cycle feasibility and cost analyses to meet owners' performance objectives. GeoEngineers' understanding of subsurface thermal conditions and groundwater flow are helping to provide more certainty in the design process.

**MH: What impact would this system have on a building's operations?**

DC: These systems have the potential to significantly reduce annual energy cost, maintenance cost and carbon footprint. The International Ground Source Heat Pump Association reports that such a system has up to 70% heating efficiency and 40% cooling efficiency when compared to conventional systems. We have found that designing a hybrid system may be the most cost-efficient system for our region.

If you have any more questions on this subject, Dave is available at 206-728-2674 or [dcook@geoengineers.com](mailto:dcook@geoengineers.com).

PAST  
EVENT



RODGER BENSON

PROFILES  
IN NAIOP

As told to Jan Flesher, Coughlin Porter Lundeen

**What is Mortenson about?** Mortenson is a national, privately held commercial contracting and construction management firm with 11 offices across the U.S. and in China. Ranked as the 24th largest contractor in the country by Engineering News Record, the firm and its 3,000+ team members build buildings and industrial facilities for virtually every market sector. Mortenson's Seattle office is 28 years old, has 160 professional team members, and put in place in excess of \$400 million worth of work in the Northwest last year.

**How long have you been with Mortenson?** For nearly 12 years

**What was your career path?** Upon graduating from the University of Washington with a degree in Construction Management, I went to work for Fluor Engineers & Constructors and worked on large refinery projects in Saudi Arabia and Iran. When I returned to the Pacific Northwest, I worked for Turner Construction Company for 18 years in varying roles.

**What do you like best about the construction industry?** Our industry attracts a wealth of ambitious, creative, and "game changing" people. Helping them be more successful in their individual careers and businesses gives me great personal satisfaction.

**What advice would you give to someone just starting out in the construction industry?** Don't take your job or career for granted and don't settle for industry standard. Always look to "stretch the envelope," to find ways to build structures for modern society in more efficient, cost-effective, expedient and safe manner. Care about your business partners and do everything you can to make them successful.

**As you look into your crystal ball, what do you see?** I see an industry that will become more focused on the elimination of waste "kaizen" in our design and construction processes, fiscally responsible sustainable design and construction practices, and a dramatic increase in design/build and other forms of integrated project delivery. Our competitive world will dictate ever more competitive goods and services by our customers for them to be successful. We'll all need to better at balancing personal goals with project goals through truly collaborative teams that are all concentrated on achieving successful projects for all stakeholders.

11  
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