

1 CALENDAR OF EVENTS

MEMBER'S ONLY EVENT

March 20th, Lucky Strike Lanes, Bellevue;
 4:00 – 7:00 pm

REAL ESTATE CHALLENGE

March 27th, Bell Harbor Conference Center;
 4:00 – 8:00 pm

BREAKFAST MEETING AND SPRING SEMINAR

April 16th, Sheraton, Seattle;
 7:15 – 12:00 pm

SOUTH SOUND MEETING

May 9th, Tacoma Club, Tacoma;
 7:30 – 8:30 am

DEVELOPING LEADERS EVENT

May 15th, Spitfire; 4:30 – 7:30 pm

3 BREAKFAST MEETING

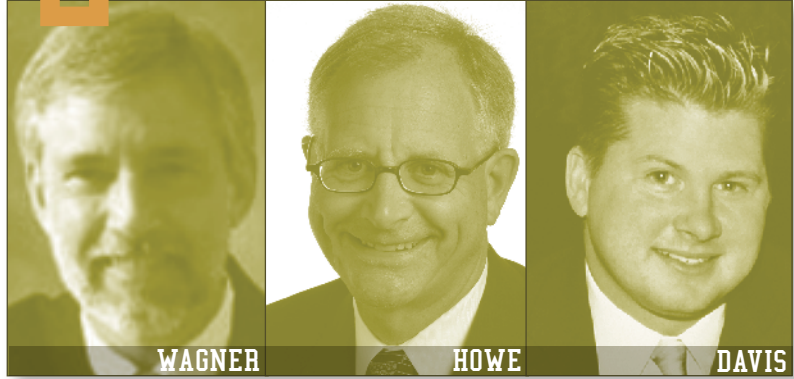
NAIOP BREAKFAST

By Richard Kendall

There was a great turnout for the Feb. 20 NAIOP breakfast where 8th District Congressman Dave Reichert and Washington State Democratic Party Chair Dwight Pelz provided insight to their political positions and the local government climate. Some of the key “takeaways” from the event included:

- Rep. Reichert believes collaboration is key in most any business or political environment if progress is expected to be made
- Although his days as a law-enforcer are long past, Reichert said “interrogation” is a useful tool on Capitol Hill and for local real estate pros who need active participation from their colleagues
- Pelz discussed a number of key figures in his party who are in full support of economic-development, sustainable-building and smart urban-growth initiatives throughout the Puget Sound region.

2 MEMBERS IN THE NEWS



WAGNER

HOWE

DAVIS

MEMBERS IN THE NEWS: RICHARD WAGNER

By Richard Kendall

NAIOP member Richard Wagner was recently named a Fellow by The American Institute of Architects College of Fellows. Wagner, a principal at Baylis Architects and former president of AIA Washington Council, was one of only 116 individuals in the United States advanced in 2008 by the Jury of Fellows.

In a recent Seattle Daily Journal of Commerce article, Daniel Friedman, Dean of the UW’s College of Architecture and Urban Planning who sat on the seven-member Jury of Fellows but did not participate in discussion of Pacific Northwest nominees, said, “It means that your peers are acknowledging in your career an exceptional contribution to the profession.”

MEMBERS IN THE NEWS: DOUGLAS HOWE

By Richard Kendall

Washington State Chapter member and incoming national NAIOP President Douglas Howe is starting a mixed-use project in downtown Seattle that the Seattle Times recently called a “sister” boutique hotel to the long-celebrated Inn at the Market. Here’s more on this 11-story hotel/apartment building being developed by Howe’s Touchstone Corporation.” http://seattletimes.nwsourc.com/html/business/technology/2004281472_newhotel14.html

MEMBERS IN THE NEWS: JEFF DAVIS

By Richard Kendall

Davis Property & Investment lead executive Jeff Davis recently sold the Davis 196 building in the Kent Valley to Portland-based Harsch Investment Properties, for \$7.5 million. Davis bought the building just three years ago for \$5 million after leasing the entire building to a local furniture retailer and wholesaler just before closing.

➤ For Story ideas, contact Richard Kendall at rkendall@frause.com

4 DEVELOPING LEADERS

DEVELOPING LEADERS PAST EVENTS

By Scott Hutchinson

The Developing Leaders group hosted its second annual Ski Trip on Feb. 22 at Stevens Pass, where some 50 attendees took the day off to network, make some turns and build new relationships. Thanks to Harbor Properties for lift-ticket discounts, and to Falkin and Associates for providing the luxury motor coach to and from the mountain. We look forward to seeing everyone again next year.

The Developing Leaders group of NAIOP celebrated St. Patrick's Day on Thurs., Mar. 13, at Kells Irish Restaurant & Pub in Seattle's Post Alley. We reserved the entire upstairs for the event due to another strong turnout. Developing Leaders used the Kell's event to network and share ideas with both their peers and real estate veterans. Thanks to everyone who attended.

7 SOUTH SOUND

SOUTH SOUND MEETING

By Dail Bodziony

The South Sound committee met on Fri., Mar. 14, at the Tacoma Club in downtown Tacoma. The event, titled, "What Can We Expect Now?" focused on major issues impacting commercial development and featured NAIOP lobbyist Greg Hanon, Pierce County Councilmember Calvin Goings, and NAIOP member Rod Draper. Some of the key findings included:

- Goings recommended a 5-point plan to revamp the Pierce County Planning Department and make it more responsive and efficient
- Hanon suggested that the strategy adopted by NAIOP for the last session was a defensive one, with the goal being to assume environmental special interest groups would have the support necessary to have their agenda adopted by legislature
- Hanon stated that NAIOP would do its best to have these initiatives restructured with the least possible adverse impact on the real estate industry
- Rod Draper underscored the importance of NAIOP community involvement through a presentation on the 2007 Community Enhancement Project at Northgate Elementary School.



5 GAVEL MEETING

GAVEL MEETING

By Matt Hoffman

The Gavel program — led by a group of NAIOP members who contribute above-and-beyond membership dues and participate in the government affairs of our organization — convened on Mar. 4 for its first meeting of the year. Norman Strong, a partner with Miller/Hull Partnership and recent vice president of the American Institute of Architect, presented on a number of issues arising from greenhouse-gas emissions, both locally and globally. He illustrated how NAIOP can leverage some new techniques in commercial building construction and existing building renovations. To view Strong's entire presentation, please contact the NAIOP office.

NLR 6

NATIONAL LEADERSHIP RETREAT

By Angela Gardner

The NAIOP National Leadership Retreat was held in Washington, D.C., on Feb. 10 – 13. Some 13 local representatives led by chapter president Tony Stewart were in attendance and reported the following highlights from the event:

- 1) Our leadership shared best practices with chapters around the country to generate ideas on enhancing local events, programs and overall chapter direction
- 2) NAIOP is re-branding on a national scale; attendees were given a sneak peek at the progress to date
- 3) NAIOP continues to have strong credibility with our nation's legislature and is a highly respected group with political leadership
- 4) Commercial real estate is one of our nation's key economic drivers, and this position was reflected with our group receiving its "fair share" of air-time with government representatives

GREEN TOUR COMMITTEE

By Richard Kendall

NAIOP lobbyist Kari-lynn Frank recently held its first special-committee meeting of chapter members who are organizing a "Climate Change Tour" later this spring. The tour will visit several area real estate projects that highlight the various stages of the development process that positively reduce their carbon footprints and overall impacts on the environment. The committee will share this "ground intelligence" and collaborate with local government officials who are considering various regulatory action to incentivize these eco-friendly outcomes. More details will follow as the committee continues to organize the tour.

8 TOUR COMMITTEE

9 BREAKFAST MEETING

NAIOP BREAKFAST MEETING

By Dail Bodziony

The next NAIOP breakfast meeting is scheduled for Wed., Mar. 19, at the Sheraton Hotel in Seattle. Panelists from the Economic Development Council of Snohomish County, enterprise Seattle and the City of Bellevue's Economic Development department will discuss technology-growth driving real estate development in the region. Registration begins at 7 a.m. Check the chapter web site for details.

10 DEVELOPING LEADER

DEVELOPING LEADERS EVENT

By Scott Hutchinson

The chapter's Developing Leaders group is hosting a networking event on May 15 at 4:30 p.m. at Spitfire, located at 2219 4th Ave. in Seattle. More information will follow via email in the next several weeks.



11 MEMBERS ONLY

MEMBERS ONLY

By Mariann Stuart

If you haven't signed up yet for the Members Only networking event on Thurs., Mar. 20, from 4:00 to 7:00 p.m., at Lucky Strike Lanes at Bellevue's Lincoln Square, you better hurry, as space is going fast. The casual-yet-upscale bowling experience, a long-time hang-out for Hollywood celebrities, is fully-equipped with high-def video screens, several bars, private lanes and a theatre-like surround sound system. Your \$65 fee-for-entry pays for bowling, shoes, food & beverages. Please visit the chapter Web site for more details. Space is limited, so reserve your spot today.

12 REAL ESTATE CHALLENGE

5TH ANNUAL REAL ESTATE CHALLENGE

By Ted Caloger

Time is winding down on this year's Real Estate Challenge, with teams from Washington State University, the University of British Columbia, Portland State University and the University of Washington all putting final touches on their proposals for development of two city blocks in the South Lake Union neighborhood.

Please join us Mar. 27 at the Bell Harbor Conference Center in Seattle to hear each team's presentation and the judges' announcement of the winner of the Bob Filley NAIOP Cup.

Attendees will be able to vote for their favorite in the "People's Choice" award at the event. Check the Web site for details.

13 SEMINAR BREAKFAST

NAIOP APRIL BREAKFAST PREVIEW

By Angela Gardner

Please plan to attend the April Breakfast / Spring Seminar titled "Development 101: Considerations in a Volatile Market" on Apr. 16 from 7:15 a.m. to noon at the downtown Seattle Sheraton. The event, which will be moderated by chapter president Tony Stewart, will feature a range of highly respected local real estate veterans discussing the following timely industry topics:

- Been There, Done That – Lessons Learned From Past Swings in Market Conditions
 - First, Take a Hard Look at the Numbers
 - Always Pay Attention to Contract Nuts and Bolts
- Please check the chapter Web site for further details on the seminar.

14 SPONSORS

WE WOULD LIKE TO THANK THE SPONSORS THAT HELPED MAKE THIS NEWSLETTER POSSIBLE:

AMB Property Corporation
Bayley Construction
Economic Development Council of Snohomish County
Express Construction Co. Inc.
Hill-Raaum-Pietromonaco
MacDonald-Miller Facility Solutions
Panattoni Construction
Panattoni Development
Rafn Company
Skanska
Touchstone Corporation

15 NEW MEMBERS

Kim Allen - R.J. Hallissey Company Inc.
Trevor Braun - Nuprecon Inc.
Nicholas Echelbarger - The Echelbarger Co.
Clayton Graham - Davis Wright Tremaine LLP
Jim Hill - Kemper Development Company
Rick Kolpa - R.J. Hallissey Company Inc.
Thomas Lehn - LMN Architects
Parrish Lockwood - Berntson Porter & Company PLLC
Karen Masuda - KeyBank Real Estate Capital
Eric Maughan - Nuprecon Inc.
Spencer Mayes - Schnitzer West

Janet Monroe - Schnitzer West
Susan Murphy - Wright Runstad & Company
Beau Sanders - Nuprecon Inc.
Gus Simonds - MacDonald-Miller Facility Solutions
Brian Sims - United Reprographics
Matt Smith - EDC of Snohomish County
Mark Steranka - Nuprecon Inc.
Matt Watson - Apex Facility Resources Inc.
Jo Ann Williams - Schnitzer West
Robert Willis - PSF Mechanical Inc.