

Commercial Real Estate Development WINTER 2011

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Chairman Alex Klatskin with the 2011 Developing Leader Award Winners.

merce channels will require unique services such as drop shipping and packaging. Traditional logistics companies need to adapt to the flexibility, seasonality and multiple product configurations that you see in the direct selling segment."

Why You Have to Push the Envelope

Perhaps the last word should go to the famed sports owner (and now developer) **Jerry Colangelo**, who was a keynote speaker and offered the real estate professionals in attendance some sage advice on going forward in the business:

"I spoke to a group of real estate people recently and I was surprised to feel the pessimism in



Meeting attendees benefit from one-on-one interaction with industry leaders, including former Pennsylvania Governor Edward Rendell (left), a panelist on the *Public-Private Partnerships in Trying Times* panel.

that room," he said. "Everyone is aware of all of the news we receive every day and it is pretty negative. Economists are saying that this last decade was terrible; some are saying the next decade will be just as bad. I don't buy it; I don't believe them. We need more people that

feel that way to make a change.

"When they say that the turnaround in real estate will take place six years from now, I say that doesn't have to be. I understand supply; I understand all of that, but it is a self-fulfilling prophecy. If there is anyone who needs to be optimistic, it is you, the real estate professional. You can make the difference, you can push the envelope. You can make things happen. Don't be afraid to take the risk. Don't wait for the guarantees. Make a difference." ■

"Look where Target went with its most recent e-commerce distribution center...to Tucson. Tucson is not a big distribution center town and Target knew it would not be competing with other major distributors for labor. They had 16,000 applicants for labor there on their first day." – *John Morris, senior managing director/global consulting group, Cushman & Wakefield of Illinois.*

By Ellen Rand and Ron Derven,
contributing editors, *Development*.

NAIOP's 2011 Developing Leaders Award Winners

Adapting to a Changing Business Climate with an Optimistic Outlook

NAIOP's Developing Leaders (DL) Award winners have cemented a name for themselves during one of the most difficult periods the commercial real estate industry has ever seen. The recipients of NAIOP's sixth annual DL Award are keeping an eye toward the future in spite of an ever-changing economic landscape, using their passion for the industry and professional network to forge ahead.

Applications were received from Developing Leaders across North America, and the honorees were chosen by a selection committee consisting of NAIOP members and industry leaders. Each DL was judged based on six criteria: leadership, professional competency, career goals, education, NAIOP participation and community involvement.

The annual award honors Developing Leaders (NAIOP members age 35 and under) for their extraordinary talent and contributions to the industry. NAIOP commends these DLs for their continued dedication to their organization, community, association and personal development. Fifteen individuals were honored with the 2011 Developing Leaders Award, and their accomplishments were recognized at NAIOP's Development '11 conference in Scottsdale in October.

The 2011 DL Award winners are an inspiring and innovative group of young professionals who have what it takes to weather the uncertainties of today and lead the industry into the future. Read on as they share their unique perspectives on everything from how NAIOP has benefited them in their careers to what's on their iPod playlist:



Allison Beall

Director of Business Development
Pacific Building Group
NAIOP San Diego

Q. *What drives your career in commercial real estate?*

A. I enjoy seeing a finished product in a building or successful negotiation, but even more enjoyment comes from developing long-standing relationships within our industry. Bringing the perfect team together to accomplish everyone's goals is one of the most satisfying achievements at the completion of a project. It's the foundation of our repeat business with clients, architects, brokers and owners.



Andrew Cheney

Principal
Lee & Associates Arizona
NAIOP Arizona

Q. *How has NAIOP impacted your career?*

A. It's allowed me to meet every significant GRE individual in my market and develop some key relationships. Exposure from NAIOP has transferred over into the general business community for me as well.



Drew Dolan

Director of Development
Titan Development
NAIOP New Mexico

Q. *What is your forecast for the commercial real estate industry for the next two years?*

A. I can't see things breaking loose prior to next year's election. But once our country gets its swagger back, I think we are going to see opportunities that are much more dependent on global dynamics.