

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 CRE 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.



Brian Gates, LEED AP

Project Manager
H.G. Fenton Company
NAIOP San Diego

Q. *How have you approached the challenges in the market during the past few years?*

A. I have used the challenges as an opportunity to gain experience in areas of the industry other than commercial development. I've been working hard to prove that I can also add value (in an effort to gain exposure) in leasing, asset management and acquisitions. I feel adding these tools to my belt will be invaluable to my career development and success as a commercial real estate professional.



Eli Gilbert

Senior Research Analyst
Jones Lang LaSalle
NAIOP San Diego

Q. *How have you approached the challenges in the market during the past few years?*

A. Given the nature of our business - one that can change dramatically overnight -- the best advice I can give is the old Boy Scout mantra: "Be Prepared." That can be done by constantly fortifying your personal network, keeping a nice savings padding or always expanding your skill set in anticipation of the unknown.



Brendan Gill

Vice President
MacKenzie Management Company, LLC
NAIOP Maryland

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

A. I am motivated by the ability to make a significant impact on the place where I live. Whether this is through a new hospital building or a retail center where my family may shop, I like the fact that what I do can make my community a nicer place to live and work.



Deidra Gonzales

Director of Development
Redland
NAIOP Colorado

Q. *How have you approached the challenges in the market during the past few years?*

A. With creativity and optimism. Although it is a challenging market, I feel people are more open to change in times like these and as a result, growth happens. Great ideas and creativity materialize during tough times.



Fiona Haulter, P.E., LEED AP

Project Manager/Land Planning
Business Development Lead
Gresham, Smith and Partners
NAIOP Nashville

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

A. The commercial real estate industry fascinates me; every project is a puzzle. It is a dynamic, competitive and fun field, and you get to make a tangible impact on the community.



Paul Jones

Vice President
CBRE
NAIOP SoCal

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

A. Things have slowed since mid-July – complacency is gone and volatility is back. There is a tremendous amount of capital looking to be placed into real estate and transactions will occur for the right deal profile and market. The global capital markets (Europe) will continue to create volatility until resolved.



Timothy Jones

Attorney
Lane & Powell, PC
NAIOP Washington State

Q. *How have you approached the challenges in the market during the past few years?*

A. I've expanded my real estate practice and I now do a significant amount of loan restructurings and workout negotiations for commercial real estate loans.



Greg Martz

Business Development Director
Keystone Construction Corporation
NAIOP Indiana

Q. *How has NAIOP impacted your career?*

A. The Indiana NAIOP Chapter formed almost the exact same month that I transitioned from a career in banking to a career in real estate development/commercial construction. My career has literally grown in step with the chapter's growth. I'm sure the greatest impact is yet to come, as I'll be assuming the role of Chapter President in 2012.



**Brian McDonald,
CCIM, MS-RECM**

National Account Manager
First American Title Insurance Company
NAIOP Colorado

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

A. I am personally very excited and optimistic. I see a lot of activity in a number of markets and product types. For those that are willing to shake and move and make things happen – good things will come!



Andrew Patterson

Associate Finance Officer
Norris, Beggs & Simpson Financial
Services
NAIOP Washington State

Q. *How has NAIOP impacted your career?*

A. I have been able to learn much more about the industry by meeting professionals from other fields. It has also given me an opportunity to connect with commercial real estate professionals on several different levels - community service, education, government affairs and casual networking.



Carlos Pineda, LEED AP

Vice President
VeenendaalCave, Inc.
NAIOP Georgia

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

A. Helping clients and tenants make a deal. As an architect, we have the opportunity of creating the best workplace solution for the tenant, but are responsible for meeting budgets and deadlines, meeting the landlords' expectations and maintaining code compliance, etc. I enjoy working with all the players in a deal and mentoring and motivating our design staff to strive to achieve excellence in doing so.



Shannon Van Gemert

Senior Production Analyst
CBRE Capital Markets
NAIOP Minnesota

Q. *How have you approached the challenges in the market during the past few years?*

A. Our team believes that if we aren't working as hard as we can to provide the best possible service to our existing and potential clients, our competitor most likely is. We have therefore worked twice as hard to make half as much. In the long run, our clients will hopefully appreciate our efforts, which should not only lead to repeat business but also to new client referrals as well. ■

Outside the Office: DL Award Winners Share Their Passions

The iPod Shuffle

My favorite songs are from OneRepublic, an American rock band that started in Colorado. – *Deidra Gonzales*



I enjoy every possible genre — country music was the last one to make the playlist after the past recession. – *Andrew Cheney*

I like The Shins, Citizen Cope, Arcade Fire and Death Cab for Cutie. – *Tim Jones*

My running playlist includes traditional rock and 80's metal; jazz classics and Michael Buble; and a little mix of everything else from Guster, DMB and Jay Z to Rascal Flatts. – *Allison Beall*

Go Team!

I cheer for the Chicago Cubs, Indianapolis Colts and Notre Dame Fighting Irish. It's been a depressing sports year for me! – *Greg Martz*



I played lacrosse at University of Virginia. I loved watching the men's team go through adversity this past year to win the National Championship. – *Brendan Gill*

My favorite sports team is the Seattle Mariners. Despite their recent record, I truly enjoy watching them struggle (often) and succeed (rarely). – *Andrew Patterson*

Good Reads

Traveling Mercies: Some Thoughts on Faith by Anne Lamott – *Fiona Haulter*



Unbroken by Laura Hilli-brand. I love that generation. The sacrifices they made without complaint or need for recognition. They just did what was required, without question. – *Drew Dolan*

The Richest Man in Babylon. My Dad gave it to me as a teenager and I just re-read it. Excellent book on basic financial management principles! – *Brian McDonald*

Dead or Alive by Tom Clancy – *Brian Gates*

Secret Vices

My morning latte – I justify the daily expense by bringing my lunch to work. – *Shannon Van Gemert*



TMZ – *Paul Jones*

Chocolate chip cookies - I'm easily bribed with them. – *Eli Gilbert*

Gadgets. I'm constantly reading to keep up with technology. I have to admit that I have more gadgets than I need. – *Carlos Pineda* ■

Developing Leaders (NAIOP members age 35 and under) showcase their passion, professionalism and promise among industry heavyweights every day. In 2006, NAIOP's Diversity Task Force established the Developing Leaders Award to engage these leaders and connect them with NAIOP's top-notch education and benefits. Applicants were judged based on six criteria: leadership, professional competency, career goals, education, NAIOP participation and community involvement. The DL Award has been offered each year since with significant participation.

By **Leslie Silvey**, senior communications manager, NAIOP.