

NAIOP's 2010 Developing Leaders Award Winners

Positive and Proud of Their Influential Role in Commercial Real Estate

As commercial real estate takes strides towards recovery, NAIOP's Developing Leaders Award winners are facing these experiences head on and standing strong with the industry's elite. Case in point, the well-rounded recipients of NAIOP's fifth annual Developing Leaders Award proves that youthful isn't synonymous with inexperience and an industry underdog can grow into an industry powerhouse.

The annual award honors Developing Leaders (NAIOP members age 35 and under) for their extraordinary talent and contributions to the industry. NAIOP commends these Developing Leaders (DLs) for their continued dedication to their organization, community, association and personal development. Fifteen individuals were honored with the 2010 Developing Leaders Award, and their accomplishments were recognized at NAIOP's Development '10 conference in Orlando in October.

Applications were received from DLs 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. Additional merit bonus points may be awarded at the judge's discretion.

The 2010 Developing Leaders are savvy, optimistic, innovative and outgoing. Take a peak at their insights (from industry trends on the horizon to superhero powers they'd like to possess)...



Justin Beck

President, Beck Property Company Inc.
NAIOP Northwest Florida

Q: *What trends do you see impacting the industry during 2011?*

A: From a development perspective, we will continue to see growth in retrofit and redevelopment of existing buildings as a viable way to get deals done. Vacancy rates should lower over the next year and increase demand for high quality real estate as a hedge against inflation.



Dana Berggren,
LEED AP, CCIM

Director, Commerce Real Estate Solutions I at Cushman & Wakefield Alliance member
NAIOP Nevada

Q: *Why did you pick commercial real estate as your career path?*

A: I have always had a passion for real estate and development. The rise in sustainable development is truly inspiring. I enjoy working with businesses and helping owners achieve their goals.



Apollo Carey

Commercial Real Estate and
Tax Attorney, Sandberg Phoenix
& von Gontard P.C.
NAIOP St. Louis

Q: *How have you stayed successful during the ups and downs of the CRE market over the past couple of years?*

A: The past few years have definitely been a challenge for the commercial real estate industry. I've been able to maintain some level of success from a diverse client base that participates in all aspects of the commercial real estate industry, including property management, development, asset management, investment funds, etc. Because my clients are multi-faceted in their respective approaches to the industry, I've had to be multi-faceted to keep up with them. This has allowed me the flexibility to switch from one industry market segment to another and not put all of my proverbial eggs in one basket.



Ryan Egli

Vice President, CB Richard Ellis
NAIOP San Diego

Q: *What motivates you?*

A: Brokerage is very transaction based and provides a sense of accomplishment. I'm motivated daily in an effort to exceed my client's expectations and provide a certain quality of life for my family.



Erica-Nicole Harris

Project Manager, WISPARK LLC
NAIOP Wisconsin

Q: *Social media fever - love it or hate it?*

A: Social media has its place in today's world but too much of a good or bad thing, depending on your perspective, has its drawbacks. We operate in an information intensive society so there is a benefit in getting information quickly and efficiently. The "fever" that is going on with social media,

however, is overwhelming and mind-numbing at times. Too much personal information is being exposed as people integrate their personal and professional lives. You also see a loosening of professional standards because people tweet and text so often. Cryptic emails with numerous typos and grammatical errors are more of the norm...and accepted.



Malcolm Johnson

Vice President, Global Corporate & Investment Banking - Commercial Real Estate,
Bank of America Merrill Lynch
NAIOP SoCal

Q: *If you could be a super hero, what power would you like to have?*

A: If I could be any super hero, it would be Superman so I could stop and/or reverse time. With each passing year I realize that the most valuable asset is not a portfolio of lowly leveraged, well-located, 100 percent occupied, income-producing properties, or even all the capital or knowledge in the world. The most valuable gift any of us have is our time. Since no one except Superman can turn back the hands of time, how we use it, spend it and how we share it with others is the ultimate key to success.



Jeff Kroll

Vice President Real Estate, Frontier
Renewal LLC
NAIOP Colorado

Q: *How have you stayed successful during the ups and downs of the CRE market over the past couple of years?*

A: The last few years created tremendous challenges, but also outstanding opportunities. The conventional method of doing deals evaporated and it took creative strategies and deal structures, perseverance, patience, and a positive attitude to succeed. If you succumb to the "gloom and doom" mentality, you've already lost.



Jaime Northam

Regional Asset Manager, Healthcare Trust of America, Inc.
NAIOP Arizona

Q: *Where do you see yourself in five years?*

A: In five years, I anticipate I will have reached many of the long-term goals I had set for myself when I started my career 15 years earlier. At the same time, the commercial real estate market should be making a positive turnaround. I strongly believe experiencing one of the greatest recessions of all time as a young professional will allow me to embrace the next growth cycle with more prudence, wisdom, expertise and a more diversified and empowered perspective overall. I also see myself taking on an increased mentorship role to younger industry professionals and “paying forward” the professional values and wisdom passed along to me by my mentors.



Matthew O'Malley

Preconstruction Executive, Clark Construction Group, LLC
NAIOP Maryland/DC

Q: *Why did you pick commercial real estate as your career path?*

A: I played with Legos a lot as a kid, so I think I was always going to be in the building industry. I actually attended architecture school as an undergraduate, but during my third year I started to realize that I didn't want to be an architect. I chose to go into construction because I still wanted to be in the building industry, but I needed to try something different. Ten years later, I know that I made the right decision.



Trevor Sawatzky

Asset Manager, GWL Realty Advisors
NAIOP Calgary

Q: *What advice would you give young professionals who are entering the CRE market?*

A: I would offer three points of advice. First, focus on the skills you will learn rather than how much you get paid. Success is built on a solid foundation. Second, get involved. We work in a social industry that benefits those who have taken the time to build relationships. Third, find a mentor. There are a lot of leaders in our industry with a lot of information to share.



Joshua Skarsgard

President, The Skarsgard Firm, P.C.
NAIOP New Mexico

Q: *How has NAIOP impacted your commercial real estate career?*

A: NAIOP has provided a venue for getting real estate deals done, attracting new clients, supporting local charities, influencing statewide legislation and learning about current events in our industry.



Jennifer Turchin, NCARB, AIA, LEED AP BD+C

Senior Consultant, Sellen Sustainability
NAIOP Nevada

Q: *What's your favorite NAIOP membership benefit?*

A: NAIOP membership has provided skill-building and networking opportunities that I am confident have already resulted in a positive impact on my career and personal growth. As a NAIOP member, I have made green-building presentations to the membership, been involved with the Sustainable Development and Education Committees, and was a member of the winning Developing Leaders Class 2010 Team Project, proving that green building is financially viable.



Jamison Weinbaum

Director, DC Office of Zoning
NAIOP Maryland/DC

Q: *How have you stayed successful during the ups and downs of the CRE market over the past couple of years?*

A: I have maintained relationships in both the public and private sector, and have been lucky enough to work in the public sector for the past few years. While still challenging, it's significantly more stable (especially in Washington, D.C.) than the private sector.



Kenneth Wire

Associate, McGuireWoods Inc.
NAIOP Northern Virginia

Q: *Social media fever - love it or hate it?*

A: I have learned to ignore it as the volume of information we receive from social media each day has the tendency to become background noise. Being informed of what old Navy buddies are having for dinner just does not compete with being home in time for dinner with my family.



David Young

Senior Associate, Morrison Commercial Real Estate
NAIOP Central Florida

Q: *What's the best NAIOP event you've attended?*

A: The best NAIOP event I've ever attended was the 2010 Chapter Leadership and Legislative Retreat. NAIOP's heart for positive political action is one of the primary reasons NAIOP is so valuable to the commercial real estate industry, and ultimately to our respective communities. I was able to witness how NAIOP Central Florida was educated and empowered to deal with some of the major legislative issues threatening Florida's economy. ■

By **Sarah A. Milans**, marketing manager, NAIOP.

Stressed Out?

DL Award Winners Share Their Zen Moment Activities

Sweat Mentality

"Shooting hoops with my wife Ruth, son Andrew and daughter Lily." – *Josh Skarsgard*

"Physical activity like hockey, snowboarding, squash, soccer or going for a run." – *Trevor Sawatzky*

"A round of golf/exercise." – *Ryan Egli*

"45 minutes at the gym with a jump rope, a treadmill and 80's hip-hop on my iPod." – *Malcolm Johnson*

"Playing sports like golf, softball, basketball, snowboarding, etc." – *Jeff Kroll*

Family Ties

"Being with my wife and sons, or spending time outdoors." – *Justin Beck*

"I like to read, play golf and most of all, spend time with my wife and one-year old son." – *Matthew O'Malley*

The Great Outdoors

"There's nothing more relaxing than being near the coastline for a Florida sunrise or sunset, especially if there's fish being caught." – *David Young*

"I enjoy hiking, bike-riding and playing tennis, also traveling with my family and drawing." – *Apollo D. Carey*

Channeling Your Inner Glee

"I blast XM channel 54 and sing at the top of my lungs. Hopefully I'm alone at the time." – *Dana Berggren, LEED AP, CCIM*

The Food Network

"Cookies-n-cream...a trip to Cold Stone Creamery for "Oreo Overload" makes life all better!" – *Erica-Nicole Harris*

"I relax by cooking a great-tasting, healthy meal and eating at home with my husband." – *Jennifer Turchin, NCARB, AIA, LEED AP BD+C*