

## CALENDAR

- ▶ **2013 OCTOBER BREAKFAST MEETING & FALL SEMINAR**  
October 16  
Westin, Seattle  
8:00a.m. - Noon



- ▶ **2013 OCTOBER SOUTH SOUND BREAKFAST MEETING**  
October 25  
Pacific Grill Events Center,  
Tacoma  
7:30 a.m. - 9:00 a.m.



- ▶ **2013 OCTOBER DEVELOPING LEADERS OKTOBERFEST EVENT**  
October 30  
Attic Alehouse & Eatery, Seattle  
4:30 p.m.



# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
WASHINGTON STATE CHAPTER

# The Deal

MONTHLY NEWSLETTER

## SUMMER SOCIAL 2013 IS A COWBOY HIT!

By Merissa Benitez, Western Office Interiors

What better way to celebrate the 26th Year of the Summer Social than a Western Theme, complete with cowboys and live horses. One thing was clear, NAIOP folks know a good saloon when they see one! Along with impressive hole events by the sponsors and great golf games came a great chance to networking and have plenty of just plain fun. The weather certainly held out with crisp blue skies and fantastic views from the golf course. As a first year participant, I was gladly “roped” into helping. Truly, it was a treat to take a day to have fun, golf and get to know more of the NAIOP community. Thanks to the sponsors and Summer Social Committee for another great event.





## NAIOP PROFILE

This month, we take a slight departure from our normal Member Profile in order to give you a bit of insight into Michelle Mills, Executive Director for NAIOP Washington.

**Name:** Michelle Therese Mills, CAE

**Title & Company:** Executive Director, NAIOP Washington Chapter

**How long have you been with your Organization?** A whole two months!

**Previous companies and/or previous career fields:** My entire career has centered around nonprofit management. While I went to school for communications intending to be a broadcast journalist, I found myself feeling more fulfilled when working directly with people. I've held positions with the Boy Scouts of America, Muscular Dystrophy Association, SmithBucklin Corporation, Association Forum of Chicagoland, and now NAIOP!

**How did you get into your field?** As many people who work in Association Management, I fell into this field. I started my career working with philanthropic groups, but later learned I could work with more resources, and have a more lucrative career, while still having a great impact with people in the association field. Associations push tons of revenue into the economy, while also advancing individuals and professions, so I've always thought they were a hidden gem, and consider myself lucky to have found this industry! It's extremely fulfilling and rewarding.

**What would you be doing if you weren't at NAIOP?** If I wasn't at NAIOP, I'd most certainly be a fashion stylist. I think anyone who has met me knows I have a serious love for shoes and know how to accessorize pretty well. At my last association, it was not uncommon for me to style my co-workers before big meetings or conventions. We were most certainly the best dressed association in Chicago!

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## CHAPTER NEWSMAKERS

### Davis Property & Investment awarded Community Partner of the Year Award

Davis Property & Investment (DPI) was awarded the prestigious Community Partner of the Year award by Big Brothers and Big Sisters of Puget Sound (BBBSPS). Davis Property & Investment was chosen as this year's Community Partner of the Year, "because they exemplify community," said Amy Mack, CEO of



*Left is BBBSPS Board of Directors Chair, Kelly Clark; Middle is Davis Property & Investment, Jeff Davis; Right, BBBSPS CEO, Amy Mack*

BBBSPS. The Community Partner of the Year Award is given to a Corporation or Foundation in the Puget Sound region that has shown an exceptional philanthropic commitment to supporting children in achieving their highest potential. BBBSPS board member Jeff Davis was happy to accept this award on behalf of DPI for their continued support of the agency and its mission. "Jeff Davis has been a board member since 2005. He's dedicated, enthusiastic, and passionate about our mission and the children we serve," said Mack.

Led by co-chairs Ryan Douglas, Wells Fargo, and Sean Durkin, The Andover Company, and the Board Liason, Jeff Davis, Davis Property & Investment, the NAIOP South Sound Committee started the BIG Invitational Golf Tournament. The sixth annual BIG Invitational was held last June after coming off a record breaking year in 2012 to raise the bar even higher in 2013. The Big Invitational sold out more than a month ahead of the shotgun start and raised over \$68,000 for BBBSPS. "Through DPI and the NAIOP South Sound Committee we are able to connect both the individuals who support DPI and a network of community partners that participate in the golf tournament," said Mack, "Big Brothers Big Sisters of Puget Sound is grateful for Jeff's leadership and vision in growing the BIG Invitational and continually supporting our mission."

"The Big Invitational is a fantastic golf tournament. It's really driven by the NAIOP Commercial Developer's Association, and the entire commercial real estate community has gotten behind this tournament to continually grow it BIGGER and better. I am really proud to be a part the NAIOP organization and support a great agency like Big Brothers and Big Sisters," said Jeff Davis.

Video piece by BBBSPS can be view at: [http://www.youtube.com/watch?v=OOHLBwp1\\_cY](http://www.youtube.com/watch?v=OOHLBwp1_cY)

*When you next see --- or create --- news, please let us know. Send us your news releases and article links, or just drop us a line when you want us to know about chapter newsmakers, at [pr@naiopwa.org](mailto:pr@naiopwa.org).*

## A CONVERSATION WITH ED MURRAY AND MIKE MCGINN

By Ed Scherer, AVIDEX

At the September breakfast meeting, the NAIOP membership witnessed a lively conversation between the two candidates for Seattle mayor. The conversation was moderated by Enrique Cerna, an award-winning producer that is well known from his work in broadcast and public television.

The first question was ‘What is your vision for the city and why do you believe you are the best choice for Mayor?’ Mayor McGinn answered first and pointed out his record of accomplishments. His vision reflected inclusiveness from all groups within the City and the need to grow sustainably. Senator Murray talked about his record of uniting folks from different political perspectives in order to craft solutions. His vision is for a Seattle that is egalitarian; where working class families can afford to own a home in Seattle.

The next question revolved around the state of “business friendliness” in Seattle. Senator Murray identified many of the challenges to fostering a business friendly attitude and made a specific point of including engagement with Boeing as a cornerstone in his Administration. Mayor McGinn pointed out that the Seattle economy has recovered from the Great Recession and brought up specific initiatives that his administration has fostered.

“Transit and Transportation” was the following topic. Mayor McGinn discussed some of the funding challenges that the City is facing, specifically on maintenance. He noted that Seattle has embraced transit, citing that in 2003 43% of traffic into the City was Single Occupant Vehicles. It is now 34%. Senator Murray expressed that Seattle cannot afford to “go it alone”, that cooperation regionally and statewide is critical to the future of Seattle transportation.

The next topic was “public vagrancy and crime”. Senator Murray noted the homeless population has increased dramatically through the Great Recession. The diagnosis and treatment of mental health issues is a high priority for him. Senator Murray had strong criticism for the current administration in regards to the Department of Justice review of the Seattle Police Department. Senator Murray also committed to an increase of 100 officers above and beyond attrition. Mayor McGinn highlighted his record of increasing officers at the Police Department and cited a number of programs designed to address mental health issues and diversion programs for at risk youth.

“Affordable housing” was addressed next. Senator Murray outlined his approach to achieving affordable housing in



*Enrique Cerna (center) moderated a question and answer session with Ed Murray (left) and Mike McGinn (right).*

Seattle. This approach involved convening various user groups to look at a variety of solutions including subsidies and best practices. He indicated that zoning problems are an impediment to affordable housing. Mayor McGinn stated that he has convened a group of stakeholders to analyze the data and create strategies for affordable housing. He also spoke of transit oriented development partnership opportunities with Sound Transit.

On the subject of industrial land, Mayor McGinn commented that the current zoning appears appropriate and cited some maritime industry developments that he has worked on to streamline the permitting, land use, and shoreline management. Senator Murray wants to create a new plan for industrial land zoning.

In regards to streamlining the development process within the city, Senator Murray spoke about changes that needed to be made so that lower costs would be available to all stakeholders. Mayor McGinn responded that it was important to look at the regulatory aspects that Senator Murray cited but that it was critically important to involve neighborhood user groups as well.

In the closing comments, Mayor McGinn said that he had been to “mayor’s school” and he had more realistic expectations of what can be changed and how long it takes to effect change. He cited a list of accomplishments that have occurred during his administration. Senator Murray talked about how building coalitions is his primary skill and cited his priorities for his administration.

*Thank you to our sponsors:*

**Baylis Architects**

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# NAIOP SUSTAINABILITY COMMITTEE EXPLORES GREEN LEASES IN SEPTEMBER ROUNDTABLE

By Heather Krause, Marketing Director, Coughlin Porter Lundeen

Led by Moderator Stuart Hand of MulvannyG2 Architecture, the NAIOP Sustainability Committee presented a Sustainability Development Roundtable on “Green Leasing.” True to NAIOP’s goals to bring individuals together for the discussion of industry issues, the program format was informal to create a dialog between discussion leaders and attendees.



Stuart Hand, MulvannyG2 Architecture

Discussion leaders included Gil White of CBRE’s Sustainability Practice Group; Peter Dobrovolny with the City of Seattle’s Office of Sustainability and the Environment; John Sharp, Attorney; Dave Low, Director of Sustainability for Kidder Mathews, and Jan Harris of Navigant Consulting.

To kick-off the session, John Sharp provided handout materials and background information to address some initial questions such as, “What is a green lease?” and “Why should we be interested?”

“Green leases,” Sharp said, “are designed to ensure that both landlords and tenants realize the benefits of their investments in sustainable design and construction.”

There are three significant all-inclusive lease forms currently available: REALpac Green Lease Guide for Commercial Office Tenants; BOMA’s Commercial Lease: Guide to Sustainable and Energy Efficient Leasing for High-Performance Buildings; and Model Green Lease from the Corporate Realty, Design & Management Institute. Alternatives include a standard lease form with a “green ride” All of these documents are designed to help parties with a range of issues related to sustainable construction and tenancy, including objective measures of compliance and maintenance associated with a high-performance building. The Bullitt Center was cited as an example of a building which required significant investment in sustainable features and in which both owner and tenants have a stake in protecting those investments.

Other questions pertained to promotion and implementation of green leases. One attendee posed the question, “Cost is often the biggest question from tenants – who will pay for the associated costs?” Or even more to the point, “A green lease

is worthless if it’s not what tenants want. How do we create demand?”

Suggestions ranged from promoting the more tangible aspects – bike lockers, showers, electric car charging facilities, etc. – to shifting the emphasis to incentives rather than penalties. Discussion leaders agreed that providing the right information and educating tenants are key in promoting green leases and successfully negotiating them.

*Thank you to our sponsor: **GLY Construction***

## SUMMER SOCIAL COMMITTEE SPOTLIGHT

By Merissa Benitez, Western Office Interiors

Monday August 12th, marked the 26th annual NAIOP Summer Social and Golf Tournament. The tournament began in 1987, by what was at the time a small committee that focused primarily on organizing a summer networking event centered on tennis. Times have changed! This event is now a 36-hole, 288 golfer tournament. This well-oiled machine was run this year by Real Estate Consultant, Tyler Litzenberger, and Scott Weaver of Carney Badley Spellman, who work closely with one of NAIOP’s largest committees to make this day a big success.

Each year, Summer Social Committee tries to outdo the past and this year was no exception. This year’s prizes included a new car from Good Chevrolet which is given away to the lucky winner of The Shoot Out, an event within the Summer Social that raises money for NAIOP Washington’s Community Enhancement project. This year, the Community Enhancement project is at Northwest Center for Kids. Proceeds from a second general raffle support NAIOP’s Political Action Committee and NAIOP Washington. This year’s theme, Country Western, added an entertaining twist to the sold-out event at Newcastle Golf Club. Giant foam hats, a full saloon, ice sculptures and even live horses, made for a great summer day.

For more information on joining this great committee, contact Jillanne Arthur at [jillanne@naiopwa.org](mailto:jillanne@naiopwa.org).

## MEMBER PROFILE - CONTINUED FROM PAGE 2

**What do you like best about your industry?** What I love the most about Association Management is the opportunity to make an impact on an individual's success. The two main reasons people join associations is for networking and their own professional development. Being in a position to provide a member with an experience to advance themselves both personally and professionally in any way makes my work that much more fulfilling.

**What is the most memorable experience of your career (good or bad)?** The first membership organization I was employed with was the Boy Scouts of America. I was responsible for administering the scouting program for at-risk youth. One young man in particular always stood out. He never missed a scouting meeting, but always had his little sister with him who he'd have working on her homework in the back of the room. He was only nine at the time, but clearly was serving as the guardian of his six-year old sister. They never wanted a ride home, and always seemed to be hungry. One day he missed the scout meeting. Knowing this was not the norm, the scout leader and I showed up at his school the next day to see what was going on. Immediately he broke down in tears because he couldn't take it anymore. He finally told us his mother was a drug addict, and actually tried to shoot him up with cocaine the night before. He didn't want to tell anyone because he didn't want to be separated from his sister since he was all she knew. He ended up being placed in foster care, and eventually both him and his sister went to live with his grandmother. I'd always wondered what happened to that little boy and his sister. Then this past April I received a call to come witness this young man receive his Eagle Scout award. Nine years later, he had stuck with scouting, and credited scouting with saving him from gangs, drugs, and violence. He was in his Freshman year of college and shared that his sister was doing equally well in school. To know a program I helped developed helped save the life of this young man is the most memorable experience of my career, hands down.

**What do you do for relaxation/recreation(e.g., hobbies, sports, exercise, travel, etc....)?** I love a good reality show, and really enjoy relaxing on my couch catching up on The Real Housewives of wherever! I'm also a huge Bears fan, so my fiancé and make it a point to find a bar playing the Bears game out here!

**What is the number one item on your bucket list?** Having dinner with Michael Jordan. I know it's not that serious to some....but to me, he's hands-down the greatest

athlete of my time. Being from Chicago, I can't believe I haven't met him yet! I've seen him play several times, but never met him in person. So before I kick the bucket...Mike and I are dining somewhere!

**What book did you read most recently (that you want to admit to):** Last book I read was Ted Kennedy's biography. I love politics, and usually find myself reading books from various politicians.

**What's a Cool Non-Work Accomplishment:** Political campaign coordination and fundraising is my favorite extracurricular activity. Most recently I served as a volunteer coordinator during the special election for the Illinois 2nd Congressional District U.S. House of Representatives election, working on the campaign of Robin Kelly. The hard work paid off with a well-earned victory for the candidate this past spring!

**What's an interesting or unusual fact that most of your fellow NAIOP colleagues probably don't know about you?** I played soccer from 4th grade through college. As prissy as I am, I am one heck of an athlete! Growing up with four brothers, I had to learn quickly to hold my own!

## NEW MEMBERS

Denny Anderson	Real Estate Investment Services
Stephanie Anderson	University of Washington Real Estate
Louisa Galassini	University of Washington
Andrew Guy	Stoel Rives LLP
Craig Jones	GE Capital Real Estate
Dean Lewis	DCI Engineers
Julie McAvoy	McAvoy Real Estate
Lucca Merlino	Davis Property and Investment
Janine Namgung	Caron Architecture LLC
Lee Nichols	Old Republic Title & Escrow
Scott Palmer	PSI Inc.
Nancy Pham	University of Washington
Julia Schiro	Old Republic Title & Escrow
Susan Wagner	Microsoft Corporation