

## San Diego, CA

### Grubb & Ellis|BRE & UCSD Rady School of Management to Host CFO Forum

**Grubb & Ellis|BRE Commercial and the UC San Diego Rady School of Management announced the success of their first CFO Forum.**

The CFO Forum was created as a knowledge-sharing platform for chief financial officers and senior executives to participate in peer-to-peer discussions. This collaborative approach sets the stage to capitalize on the sharing of best practices, lessons learned and to test new ideas for successful financial leadership in treacherous times. A mind-meld of top financial experts, the CFO Forum is where collaborative knowledge meets superior insight.

The event took place on April 1, at the Rady School of Management on the UC San Diego campus in La Jolla. The topic was tax and accounting issues in a declining real estate market. The panel, moderated by Brent Rivard, chief financial officer

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## Santa Ana, CA

### Heery's Safety Efforts Recognized with CAL/OSHA Award

Heery International's high safety standards have been acknowledged through the Safety and Health Award Recognition Program from California's Division of Occupational Safety and Health, better known as Cal/OSHA. The award was given for the firm's efforts during construction of the Fourth Appellate District, Division Three State Court of Appeal in Santa Ana, scheduled for completion in July. Heery serves as construction manager (CM) at risk for the more than \$24 million facility, which is the first California courthouse to be delivered using this method.

"Our role as CM at risk led us to schedule weekly meetings to foster collaboration and make sure that the work is being completed safely and efficiently," said Howard Weissberger, PE, Heery's project director. "This management system also provided a platform for additional safety coordination with Cal/OSHA. We're proud to be the first to manage construction of a California courthouse using CM at risk, as well as one of the few project sites in California to receive SHARP recognition." To qualify for SHARP, Heery had to demonstrate a proactive management commitment, as well as employee involvement in

## Las Vegas, NV

### First Quarter Office Market Performance Measures Released

**Real Estate Research Firm Notes Lack of Market Demand Results in Record-High Vacancies**

After releasing its first quarter 2009 office market report today, local business advisory firm Applied Analysis noted the Las Vegas Valley office market is experiencing more empty offices than ever before with vacancies reaching a record-high 19.6 percent. The latest vacancy figures are 2.0 points ahead of where they started the quarter and 4.9-point higher than the same quarter of the prior year (Q1 2008). During the current cycle, it is worth noting vacancies reached their low point of 8.1 percent in the third quarter of 2005, 11.5 points lower than where they were at the close of the first quarter of 2009.

During the first quarter of 2009, approximately 329,400 sq. ft. completed construction bringing total market inventory to 48.9 million sq. ft. Another 1.9 million sq. ft. of space had initiated construction, while a portion delayed timing or halted construction. Projects reporting they started construction but are uncertain as to their viability represented approximately 30

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an effective safety and health management system from the corporate level down to the project level. Every week, Cal/OSHA representatives performed safety inspections, met with Heery and its subcontractors, and reviewed injury, illness and prevention programs for compliance. The project is no longer subject to weekly inspections, but must maintain its high standards through completion to keep the honor.

Recognition through SHARP is just a small part of Heery's overall safety efforts. The company's Health and Safety Program helps negate or reduce injuries and unsafe work practices and conditions, as well as liability for the workers, general public, the owner, insurance company and Heery.

"Our company-wide safety program sets the tone for our work-sites by contractually requiring subcontractors and vendors to follow our safety and health rules," said Brian Cyers, west region safety manager for Heery, who also worked with the project site's staff to monitor safety and complete SHARP documentation. "We review all our subcontractors' safety programs, which must contain safe work practices for the type of work being performed, emergency procedures, training, work site inspec-

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Roskamp Arizona Realty entity was dissolved.

Nash has over 14 years of experience in the Phoenix and Chicago-area office and healthcare markets. She has a substantial resume of successful landlord representation in lease negotiations, as well as budgeting and financial reporting. Nash's prior experience includes seven years of high-density office leasing and property management activity at Marc Realty for its downtown Chicago portfolio. While at Marc Realty, she was recognized for excellence in contract negotiation, crisis management, and for outstanding performance.

Since 2006, Nash has leased the KRW portfolio for Roskamp Arizona Realty. While at Roskamp, Nash averaged over 50 lease transactions per year in the Sun City area. She is generally recognized as the Valley's medical office expert for the Banner Del E Webb and Banner Boswell Medical Center hospital campuses.

Nash holds an Arizona broker's license, IREM's Certified Property Manager designation and is a member of the Building Owners and Managers Association. She was recently accepted into Arizona State University's Master of Real Estate Development program.

### **Princeton, NJ NAI PROMOTES 4 SENIOR EXECUTIVES**

NAI Global announced the promotion of four key members of its management team.

**Rhyné Brown** has been promoted to Executive Vice President of Client Development. Brown manages NAI Global's North America Sales Team and is part of a team driving NAI business development strategies and actions. He was previously Senior Vice President of Client Development.

**James R. Garrett, Jr., MCR**, is now Executive Vice President of Network Operations. Garrett is tasked with assuring the quality of the membership and delivering



Kirk Olsen

the learning and knowledge tools needed to fully embed NAI resources into the member firms' service offerings. Garrett was previously Senior Vice President of Network Operations.

**Henry Goodfriend, MCR**, has been named Executive Vice President of Operations at NAI Global's New York City office. In addition to managing the day-to-day affairs of the office, Goodfriend is a senior member of NAI Global's Corporate Services team and oversees several accounts in the New York area. Goodfriend was previously Vice President-Corporate Services.

**Patricia Faulkner** has been promoted to Senior Vice President of Client Development. Faulkner oversees development of NAI Global alliance partners and has taken the lead to drive the Commercial Property PowerSale, NAI Global's new Accelerated Marketing Program for commercial real estate assets. She was previously Vice President, Client Development.

### **Reno, NV OLSEN PROMOTED TO PARTNER**

DP Partners has promoted **Kirk L. Olsen** to Partner-Northwest Region announced Par Tolles, President of DP Partners, a member of Reno, NV-based Dermody Properties.

Olsen joined DP Partners in August 2002 as Business Development Associate in the Reno headquarters office. Two years later, he was promoted to Leasing & Business Development Manager in the Reno market where he helped implement a comprehensive marketing campaign to expand DP

Partners' development platform throughout the nation. He also negotiated more than 125 lease transactions for DP Partners, representing 2,500,000 sq. ft. In addition he handled sale transactions of buildings and land, not only in the Reno area, but also in the company's eastern markets.

In August of 2007, he led the company's expansion into the Pacific Northwest by opening DP's Portland, OR, office and was subsequently promoted to Regional Manager-Portland. In Portland, Olsen is responsible for DP's \$17,000,000 LogistiCourt at Portal Way development. The new 265,000 sq. ft. distribution center at LogistiCourt was completed in April of 2008. The facility is situated on a 13.5-acre site at 18210 NE Portal Way, which is on the northwest corner of NE Portal Way and NE 185th Avenue, approximately one mile from the I-84 interchange in Multnomah County. It is currently 60 percent leased.

Prior to joining DP Partners, Olsen held various managerial positions within the software industry for both product and service companies in San Francisco, CA. He served as an Operations Analyst for International Paper -- where he evaluated its North American distribution network -- and as a Project Geologist for an environmental consulting firm in Virginia.

Olsen earned a Bachelor of Arts degree from Washington and Lee University, a liberal arts college in Lexington, VA, where he was an NCAA lacrosse athlete. He earned a Master of Business Administration degree from Vanderbilt University's Owen Graduate School of Management in Nashville, TN.

Olsen is active in the Portland community where he is a member of the Columbia Corridor Association. He also serves on the Political Action Committee of the NAIOP and is a developer associate member of SIOR. ■

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### *CFO Forum*

and chief operating officer of Grubb & Ellis/BRE Commercial, included Lionel Deschamps, audit partner of KPMG Real Estate; Joyce Welch, national tax director of Deloitte Real Estate Practice and Lorne Polger, senior managing director of Pathfinder Partners, LLC. Panel experts discussed their views of the current real estate environment, the impact of the economic environment on their clients as well as value-added ideas and pitfalls to avoid from tax and accounting perspectives.

"Real estate decisions are generally made infrequently, every five to seven years," said Rivard. "The significant changes in the commercial real estate landscape and economy along with the potential tax and accounting issues that arise out of real estate transactions made this event very timely for the San Diego CFO community."

The 30-plus attendees included some of San Diego's largest real estate landlords, owners, investors and corporate tenants. Rady School of Management MBA students were also among the attendees.

"We are excited to partner with Grubb & Ellis/BRE Commercial on the CFO Forum," said Robin Darmon, director of MBA Career Connections at the Rady School of Management. "We look forward to bringing more educational events to the San Diego business community." ■