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Rising Stars

DIVERSE BACKGROUNDS
AND SKILLS HELP
LAUNCH THESE CCIMs
TO THE TOP.

by Stephanie Bell

Success can be achieved in many different ways. These CCIMs use diverse strategies and strengths to reach for excellence in commercial real estate. *CIRE* recognizes these individuals for their drive, determination, and industry achievements. Using their unique abilities, each of these CCIMs has what it takes to light up commercial real estate.

Richard A. Brugge, CCIM

Associate Director
Capital Markets Group
Cushman & Wakefield
Tampa, Fla.

After an 11-year sales and operations career at Procter & Gamble, Brugge enrolled in the CCIM Institute's CI 101 class to find out if commercial real estate would be a smart career move. "The class really whetted my appetite for more knowledge and understanding. Taking the class opened my eyes to different possibilities and showed me that the complex nature of real estate creates an opportunity for disproportionate rewards for those who master it," he says.

Earning the designation in 2006, Brugge



completed Tampa's largest industrial transaction in nearly a decade by selling a 1 million-square-foot former Winn-Dixie distribution center. This complicated transaction involved converting a single-tenant user property into a multitenant investment property, proving to investors that demand existed for large blocks of industrial space in the relatively small Sarasota, Fla., market. Analyzing the potential return on investment after factoring in leasing, tenant improvements, and carrying costs was critical. Brugge was able to complete this transaction using market- and investment-analysis skills learned in his CCIM education. "CCIM helped me from a knowledge standpoint," says Brugge, who completed more than \$100 million in transactions in his first 2.5 years in the industry.

Stephanie Bell is publishing coordinator of *Commercial Investment Real Estate*.

Krista H. Vannoy, CCIM
Agent
Waldvogel Commercial
Properties
Roanoke, Va.

Drawing on her experience in downtown development and her CCIM education, Vannoy and her team have represented “most of the developers of downtown Roanoke’s early residential and mixed-use redevelopment projects,” including the sales and marketing of the city’s first two projects, which contain 32 residential and commercial condos. Vannoy was involved in the projects’ every step and worked closely with the city’s economic development department to analyze development and employment activity and other local factors to determine the depth of the overall market. “Urban living is a new concept to our area, and it has been extremely important to identify target markets and to understand how to reach and appeal to those markets,” she says. Vannoy has influenced the development of five major mixed-use projects in the past 24 months.

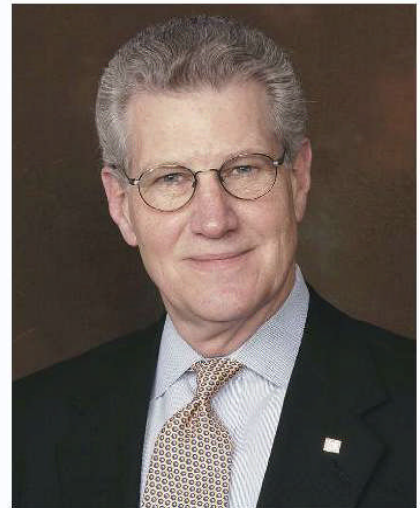


Describing what she does as “historic preservation marrying economic development,” Vannoy believes that many older buildings have architectural features that should be preserved and appreciated. “Being part of such transformations instills great pride in me,” she says.

Charles C. Connely IV, CCIM
General Manager/Vice President
Butler Real Estate
Kansas City, Mo.

“I have found over the years that the more you give to an organization, the more you get out of it, both from a personal and business perspective,” Connely says. As a 2006 graduate of the Jay W. Levine Leadership Development Academy, Connely adds national involvement to his résumé of CCIM Institute leadership.

Connely has chaired several committees in the Kansas City CCIM Chapter; he currently serves on the board of directors and also is the membership chairman. Nationally, he is vice chairman of the audit committee, serves on the budget committee, and was elected treasurer for 2008. “I want to be challenged intellectually, but I also want to affiliate with



a solid business platform that can help me grow my business. The institute gives me the opportunity to accomplish both of these goals,” he says.

Since joining Butler in 2001, Connely has facilitated the sale of approximately \$74 million of commercial properties and has received the Kansas City CCIM Chapter Home Run award and the CCIM Partners Retail Lease Transaction of the Year award. The latter transaction was developed with another CCIM chapter board member: “What better way to get to know leadership and management skills than to see a CCIM take on challenging roles at the local, regional, or national levels,” he says.



Kevin B. McGowan, CCIM
Broker
Thornton Oliver Keller Commercial Real Estate
Boise, Idaho

McGowan left behind a nine-year career on Wall Street for a fresh start in commercial real estate in Boise, Idaho. Intrigued by the state’s natural beauty and growing economy, McGowan took his basic knowledge of the industry — his father had been a broker 30 years ago — and worked hard to establish a name for himself. Scheduling seven or eight meetings a day, he spoke with various community members and built a network of local professionals. “I bought a lot of lunches just to hear what people

had to say. If I heard about someone who sounded interesting, I would call them and meet them — sometimes with, but mostly without, a referral,” he says.

He also “took title records and built spreadsheets by cold calling landowners” and drove more than 6,000 miles to visit all the properties in his company’s database. “My knowledge today is very solid because I have asked just about every question,” he says. He values the CCIM analysis skills he learned while earning the designation. “Back-of-the-envelope math only goes so far in a world of rising land prices and increasing construction costs,” he says.

McGowan has focused primarily on the industrial sector, completing around 40 transactions in 2006, but hopes to learn more about development and investment sales “to capitalize on Boise’s transition to institutional ownership of some of our larger assets.”