

RCA IS DELIVERING ON THE PROMISE

REALTORS® Commercial Alliance (RCA) - The commercial division of NAR

ISSUE 16 – DECEMBER 2008

SACS – Share a Commercial Success

Commercial Association of REALTORS® Wisconsin - CARW

Commercial Real Estate Roundtable Forum

CARW hosted our first ever annual Commercial Real Estate Roundtable Forum in 2008. The Roundtable Forum was a new format for what was previously held as an annual commercial convention.

The Roundtable Forum was developed to provide commercial real estate professionals an opportunity to learn more about industry-related issues in an interactive, discussion-based format. The format allows for a variety of topics to be discussed in small groups, with the conversations being led by industry leaders. Participants are given time to participate in three of the 21 topics offered (complete list of topics included in attached promotional materials). Industry leaders serve as a table leader, however the discussion is open to participants.

Over 150 people registered for the 2008 event, 75% of these being CARW members with the rest being guests. Commercial real estate professionals from across the state were invited. Members were charged \$45 per person, non-members were charged \$60 per person and anyone registering after the early-bird deadline was charged \$75.

The event began with a continental breakfast and networking session. After introductions by the CARW President, guests heard from regional leaders (Milwaukee County Executive and City of Milwaukee Mayor) before being asked to take a seat at their first topic discussion table. After approximately 30 minutes and a short break, participants moved to their second topic discussion table and repeated this one more time for a third.

In addition to networking opportunities, members and guests alike have told us almost universally that the changed format was very well received. Specifically, members have indicated that they found the ability to interact, rather than simply listen to a speaker, a great benefit and enabled them to learn more about the topics. They also appreciated the opportunity to learn about more than just one topic. What was once a see and hear event became a hands-on, interactive educational opportunity.

For more information, please contact:

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NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®



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Commercial Association of REALTORS®

WISCONSIN
presents:



Commercial REAL ESTATE Roundtable Forum

spring 08

DATE: Tuesday, April 1, 2008
LOCATION: Italian Community Center
631 Chicago Street
Milwaukee, WI 53202

COST: \$45 CARW Members
\$60 Non-Members
\$20 Students

SCHEDULE OF EVENTS:

7:00-7:30AM Registration, Breakfast & Networking
7:30-7:45AM Welcome from:
Jim Villa, CARW President
Tom Barrett, Milwaukee Mayor
Scott Walker, County Executive
John Czamecki, Event Chair
7:45-9:30AM Roundtable Discussions

The **Commercial Real Estate Roundtable Forum** provides opportunity for commercial real estate professionals to learn more about issues relating to their industry. The morning roundtable format will allow for a variety of topics to be discussed in a small setting with one "expert" leading the discussion. Time will allow participants to move between tables in order to cover a variety of subjects.

REGISTRATION DEADLINE:

Please register prior to **March 25, 2008**. After March 25th and **AT THE DOOR** registration will cost \$75 per person.

CANCELLATION POLICY:

Cancellations **MUST** be made in writing (email or fax) **FIVE** business days prior to the start of the event and will be fully refunded. Registrations cannot be transferred between individuals.

ROUNDTABLE TOPICS

What's Hot in RETAIL:

Tony Colvin | Mid-America Real Estate

What's Hot in OFFICE:

Ned Purtell | RFP Commercial

What's Hot in MULTI-FAMILY:

Gordy Welch | Siegel-Gallagher

What's Hot in INDUSTRIAL:

Peter Ginn | First Industrial

MKE 7 - Retaining Corporate Headquarters:

Jim Paetsch | Milwaukee Development Corp

3rd & 5th Ward Development:

Bob Monnat | Mandel Group

Menomonee River Valley Development:

Laura Bray & Cory Zetts | Menomonee River Valley Partners

PABST - Building a New Neighborhood:

Mike Mervis & Dan McCarthy | Brewery Project, LLC

Chicago's Growing Impact on Milwaukee:

Jerry Franke | WISPARK, LLS

Changes in the Capital Markets:

Chad Winston | M&I Bank

TIF Financing & BID District:

Christine Cramer | Ruekert Mielke

1031 Exchange:

John Philipp | Philipp Advisors

Title Hot Topics:

Lisa Petersen | Chicago Title

Trends in Commercial Property Value:

Jeffrey Pyzyk | Appraisal Resource Group

How to Read a Survey:

Michael Rubendall | Crispell Snyder

How to Read a Blueprint:

Brett West | Kahler Slater

KMR Line Impact on SE Wisconsin:

Mark Wolfgram | Department of Transportation

Green Buildings / LEED:

Jim Wasley | University of WI - Milwaukee

Construction Costs in 2008:

Chad Bathke | VJS Construction

Property Management:

Lisa Tatro | Transwestern Commercial Services

Designation for Commercial RE Professionals:

Ken Braden | CCIM



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