

# NAIOP

## 2016 AWARDS OF EXCELLENCE

3:15 p.m. - 7:30 p.m.

**Wednesday, May 11, 2016**

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# NAIOP 2016 Awards of Excellence

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
NORTHERN OHIO CHAPTER

Wednesday, May 11, 2016 | Windows on the River | Powerhouse Nautica | Cleveland, OH

## 3:15 P.M. REGISTRATION CHECK-IN

## 4:00 P.M. WELCOME & INTRODUCTIONS

NAIOP Chapter President

**MICHAEL J. SIKORA III** (Sikora Law LLC/Omni Title LLC)

## 4:10 p.m. PROGRAM BEGINS

NAIOP Giving Committee/Charity Golf Donations

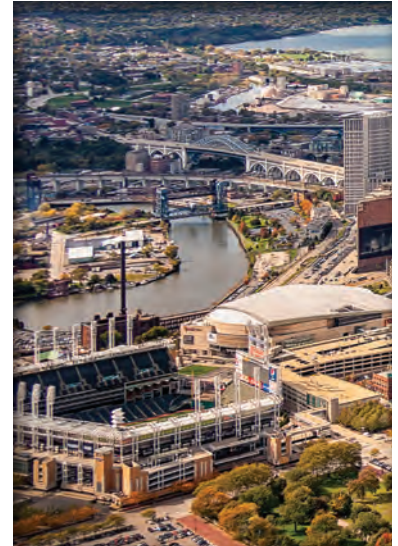
**BRYAN DARDIS** (Meyers, Roman, Friedberg & Lewis Co. LPA)

**CHRIS WESTBROOK** (Langan)

Industry Awards Chair

**ERIN RYAN** (SME)

## 5:30 P.M. COCKTAIL RECEPTION



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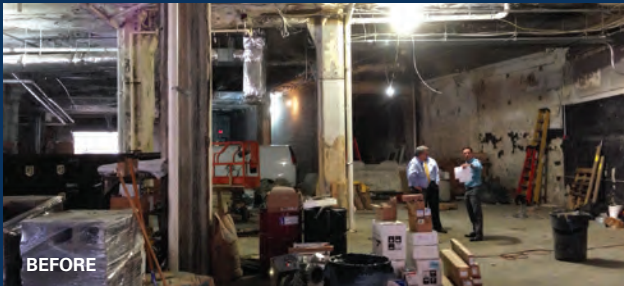


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# Winning!

Whether you subscribe to Grantland Rice's opinion; "It's not whether you win or lose, it's how you play the game." Or Ricky Bobby; "If you're not in first place, then you're in last." You likely hold winning as integral to your career. Face it, we all want to win. A small few of us are satisfied with playing merely the game well and achieving success "under the radar," yet deep in our human psyche we all need recognition.

The NAIOP Northern Ohio Chapter Annual Awards of Excellence is a platform to seek and win that recognition we all seek. In Cleveland after a long drought and many losing seasons, we have seen a remarkable shift in our fortune over the past several years. We're winning! Over the past four or five Awards of Excellence programs, we've seen a fundamental and catalytic improvement in the submissions we've received. We've also received a huge number of comments and criticisms of the Awards and program itself. The one that annoys me most is the false notion that "everybody wins" (we'll return to that in a few paragraphs).

Cleveland is in the midst of a transformation that we haven't seen in over a hundred years! Not since the Van Sweringens have we seen a total reconfiguration of our city on such a scale. We see huge change and today we embrace that change. Change has taken hold of Cleveland and is running rampant through our downtown neighborhoods. It's evidenced everywhere. Long-vacant, seemingly worthless office buildings are residences today. Empty, historic banks are restaurants and grocery stores. School buildings are hotels, burned-out clothing factories are schools, misused movie theaters are now ice

cream factories, and creameries have evolved into housing. What's next? I can't predict, yet know the risk takers who champion change are – and will all be – worthy of our recognition and praise.

Imagine if NAIOP had an Awards of Excellence program in the 1920s? I'm guessing Oris and Mantis Van Sweringen would have walked out with several armfuls of hardware repeatedly over several years! That is how pioneers and entrepreneurs succeed. They are early in the market and maximize their effort to win and then win again. John Wooden nails it with his quote; "Winning takes talent, to repeat takes character."

So why are there so many categories, winners and repeat winners? Of the applications NAIOP receives, there are *none* that are crap, *few* that are mediocre, *most* are worthy of some recognition, *many* win and many don't. It is clear the applicants review their body of work over the year and cull the possible submissions so that only their best examples are offered. It is also clear that the monumental changes in Cleveland's development, design and real estate market space have produced remarkably innovative deals and projects that we will all be proud of. Exciting and new. Varied and visionary.

Complex and successful. We embrace the quality and diversity of our progress. Know that we also strive to streamline the presentation portion of our program to maximize the time we'll have to celebrate the winners at our reception! The "hardware" you take home is nice, yet the "congratulations" you hear from your colleagues is awesome and from competitors even sweeter.

This year is pivotal in Cleveland's history. We've made huge strides in reimagining our city and beginning the renaissance of the region. NAIOP will continue to support and recognize all who make a difference!



**ERIN RYAN**  
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Note: Projects are awarded at the discretion of the judging team for each category. No project is guaranteed an award, regardless of the number of submissions in a category.

# 2016 Award Nominees

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**Zinner & Co., LLP**  
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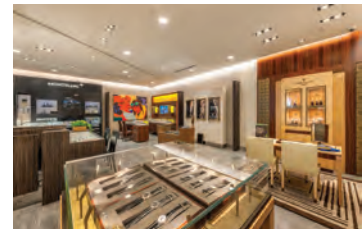


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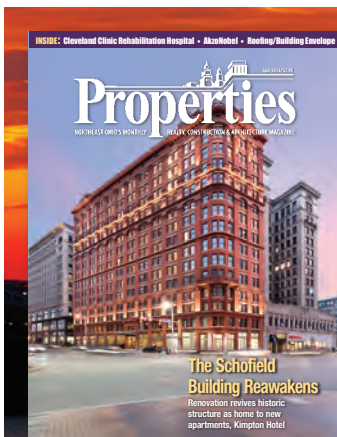
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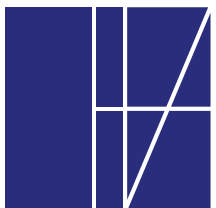
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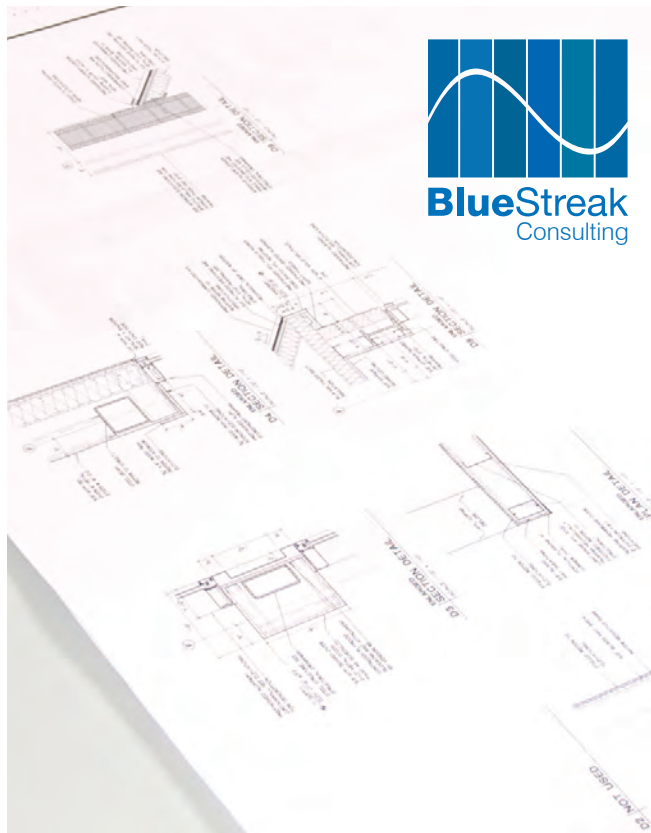
   



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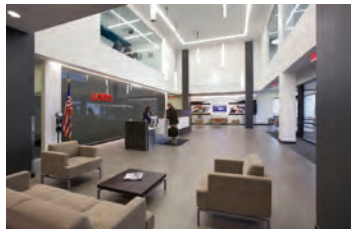
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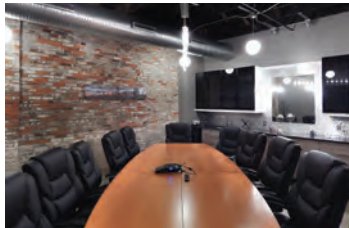
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**AMY WHITACRE**  
(First American Title NCS)

## 2016 Event Schedule

### DEVELOPERS AND OWNERS ROUNDTABLE

Wednesday, April 13, 2016  
7:30 AM - 10:00 AM  
The City Club of Cleveland | Cleveland

### NAIOP OF OHIO LEGISLATIVE DAY

Wednesday, May 4, 2016  
Time: TBD  
Columbus

### BOARD MEETING

Thursday, April 5, 2016  
8:00 AM - 9:30 AM  
Beacon Place | Independence

### MEMBERSHIP MIXER

Wednesday, April 27, 2016  
5:30 PM - 7:00 PM  
Wild Eagle Saloon | Cleveland

### AWARDS OF EXCELLENCE

Wednesday, May 11, 2016  
3:15 PM - 7:00 PM  
Windows on the River | Cleveland

### CONTINUING EDUCATION PROGRAM

Thursday, June 2, 2016  
8:30 AM - 11:00 AM  
Location: TBD

### CHARITY GOLF CLASSIC

Monday, June 13, 2016  
10:30 AM - 7:00 PM  
Shaker Heights Country Club | Shaker Heights

### DOWNTOWN WALKING TOUR

Thursday, September 1, 2016  
3:00 PM - 7:00 PM  
Cleveland

### BOARD MEETING

Wednesday, September 14, 2016  
8:00 AM - 9:30 AM  
Beacon Place | Independence

### FALL SOCIAL

Tentative, Wednesday, September 21, 2016  
5:00 PM - 8:00 PM  
Location: TBD

### FALL EDUCATION PROGRAM

Tentative, Wednesday, October 19, 2016  
8:30 AM - 11:00 AM  
Location: TBD

### BOARD MEETING

Wednesday, November 2, 2016  
8:00 AM - 9:30 AM  
Beacon Place | Independence

### ANNUAL MEETING AND HOLIDAY PARTY

Wednesday, December 7, 2016  
5:00 PM - 7:00 PM  
Location: TBD (volunteer to host!)

### CORE CE COURSE

Wednesday, December 14, 2016  
8:00 AM - 11:00 AM  
Location: TBD

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