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Walt Clements, director of the Lewis White Real Estate Center in the Bloch School of Business at the University of Missouri-Kansas City, says the Presidents' Club will address development policy and advise his program.

Club assembles key bloc

Clements gathers real estate leaders

BY ROB ROBERTS | STAFF WRITER

Walt Clements, director of the Lewis White Real Estate Center at the University of Missouri-Kansas City, has created a formidable commercial real estate lobby by assembling leaders of a dozen local organizations into a

Presidents' Club.

The all-star cast, which will weigh in on state and local economic development initiatives and other political issues, gathered for the first time May 12 at developer Charles Garney's residence in the tony Briarcliff development. It includes the likes of Dan Musser, the Zimmer Real Estate Services LLC principal who is leading development of a new \$673 million nuclear weapons parts plant in south Kan-

sas City; Tim Weaver, the Lane4 Property Group Inc. principal who helped put the \$400 million-plus Wizards stadium and Cerner Corp. office deal together in Kansas City, Kan.; and David Brain, CEO of a \$3.5 billion real estate investment trust.

About 2,500 commercial real estate people pay dues to the organizations represented in the club, Clements said.

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CLUB: Members' considerable contacts are basis of clout

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"And each one of those people who are in the brokerage business has a database of at least 500 or 1,000 people," Clements said.

Mike Downing, deputy director for finance and policy for the Missouri Department of Economic Development, said his only regret was that the club wasn't convened a few months earlier.

He was the guest speaker at the inaugural meeting. Two days later, the General Assembly adjourned after failing to pass any of the big economic development initiatives pushed by Downing's department and the governor's office.

The failed initiatives included Missouri First, which would have raised job-creation incentive caps by as much as 10 percent for Missouri companies; the Missouri Science and Innovation Reinvestment Act (MOSIRA), which would have created a \$600 million stream of state revenue to reinvest in bioscience companies; and an incentive package aimed at retaining jobs at the Ford Motor Co. plant in Claycomo.

Clements said the good news is that in future years, the Presidents' Club will be poised to bring its considerable weight to bear on issues of interest to the commercial real estate community.

Another function, he said, will be to provide input and direction for UMKC's recently formed real estate school and to spread the word about its programs. At the May 12 meeting, Clements touted a proposed executive master's program that the Lewis White Real Estate Center hopes to roll out by

PRESIDENTS' CLUB MEMBERS

The following leaders of Kansas City organizations related to the commercial real estate industry attended the inaugural meeting of the Lewis White Real Estate Center's Presidents' Club on May 12.

- **Diana Ennis**, president of Kansas City Commercial Real Estate Women (KC CREW)
- **Charles Connely**, president of the Kansas City CCIM (Certified Commercial Investment Member) chapter
- **Paul Fogel**, president of the local SIOR (Society of Industrial and Office Realtors) chapter
- **Dan Musser**, district council chairman for the Urban Land Institute
- **Joe Vaught**, president of the Commercial Brokers Association
- **Jay Tomlinson**, president-elect of the American Institute of Architects' Kansas City chapter
- **Tim Weaver**, regional representative of the International Council of Shopping Centers
- **Jon Hitchcock**, president-elect of the Realtors Commercial Alliance
- **John Snyder**, co-founder of the Kansas City chapter of NAIOP (formerly National Association of Industrial and Office Properties)
- **Anne Lemon**, vice president of the local chapter of the Institute of Real Estate Management
- **Ken Jagers**, president of the Kansas City chapter of the Appraisal Institute
- A representative of the local Building Owners and Management Association chapter could not attend.

the fall of 2011.

The program, which will include an international travel component to help students build global cohort groups for

future endeavors, "will be one of the most powerful real estate-focused (degree) programs in the country," he said.

The May 12 event concluded with small-group discussions about various state economic-development challenges by members of the Presidents' Club and the UMKC real estate center's advisory board. After the discussions, the groups offered recommendations for Downing to take back to Jefferson City.

Advisory board member Brain, CEO of Entertainment Properties Trust, told Downing that work force development could be boosted by a new student loan program offering loan forgiveness for those who pursue careers in Missouri.

John Snyder, managing partner of Sonnenschein Nath & Rosenthal LLP and club representative for NAIOP, suggested that Missouri First legislation be amended to provide incentives for state employers' retained jobs as well as added jobs in light of the fact that they would receive incentives for both types of jobs if they moved them to another state.

And Ken Jagers, managing director of Integra Realty Resources and club representative for the local chapter of the Appraisal Institute, sent Downing back with this message for the governor and his administration: Stop trying to pare state tax-credit use, which supports low-income housing, renovation of historic buildings and other incentive-worthy development.

"That is not a wise choice," Jagers said.

rroberts@bizjournals.com | 816-777-2242