

Development Day 2008

Welcome to the 19th Annual Society of Industrial and Office Realtors "Development Day"!

This event has grown from a handful of real estate professionals exchanging business cards in 1990 to the wide array of companies represented here today, with sophisticated displays and multi-media presenta-



Joe Accurso, SIOR
2008 Chairman of SIOR Development Day
Kessinger/Hunter & Company

tions. The chicken fingers may not have changed too much in 18 years, but the quality of the exhibitor booths definitely has. Our invitee list has grown to nearly 2,000 names, and if your name isn't on it, please contact me and I will make sure you get a formal invitation to next year's event. One of the rare professional events that is open to anyone who wants to attend, Development Day is fun, informative, and free. What's not to like?

Our exhibitors include Kansas City's most prominent real estate firms, along with developers, architects, banks, contractors, title companies, engineering firms and economic development organizations. It's a great opportunity to meet new people, or catch up with old friends and professional acquaintances.

Aside from networking with other professionals and picking up local gossip, Development Day is a great way to keep up on changes in the Kansas City real estate market. Last year at this time, construction for the new Kansas City Power & Light District was underway and we were all lamenting the bumpy ride down Grand Blvd. Now, the area is booming, Sprint Center is a cutting-edge venue, and, aside from the rapid urban growth Kansas City is experiencing, the announcement of the BNSF Intermodal in Gardner and the Centerpoint Intermodal at Richards Gebauer has made Kansas City a major player for companies looking for economical ways to distribute their products.

As this year's Chairman, I can attest

to the fact that the event is better than ever. Our exhibitors include local and national companies and as in years past, our corporate sponsors are Commerce Bank and JE Dunn. Once again, the Kansas City Business Journal has been a wonderful partner in today's event and the Development Day supplement is full

of interesting articles by some of the top real estate professionals in the city.

I'd like to thank all of the people who work behind the scenes to help make Development Day run smoothly. I'd like to thank my Co-Chairman, Craig Kelly of Colliers Turley Martin Tucker, and his assistant, Kris Miller, who have ably taken the lead on many of the tasks leading up to today's event. I'd also like to thank Alec Blackwell, president of the Western Missouri/Kansas Chapter of SIOR, for his leadership over the past year. Therese McGill at the Business Journal has worked tirelessly on the Development Day supplement and is always looking for ways to improve it. Tim Gordon and his staff at the Marriott have once again worked with us beautifully on menu and room set-up and I think we'll all agree that the addition of the red velvet cake this year rivals any menu change of years past, including the year of the infamous chocolate fountain! I'd like to thank my assistant, Jocelyn Rivard, who is attending her 12th Development Day event and has more free pens and giveaway candy than she'd like to admit. Lastly, I would like to thank all of you for attending. Without you, Development Day wouldn't exist. With you, it's getting bigger and better every year.

Joe Accurso is a Principal and Industrial Broker at Kessinger/Hunter & Company, LC, Kansas City's oldest real estate firm. He can be reached at jaccurso@kessingerhunter.com or 816-842-2690.

THE SOCIETY OF INDUSTRIAL AND OFFICE REALTORS DEVELOPMENT DAY 2008

Thursday, September 11, 2008
5:00 - 7:30 PM
Kansas City Marriott Downtown

For more information, please contact Craig Kelly, SIOR
Colliers Turley Martin Tucker

816-221-2200

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Congratulations to our SIOR members for completing the following transactions



Olen Monsees, SIOR

- Olen represented the Landlord in the lease of a 76,000 SF manufacturing facility at 3700 N. Kimball Drive, Kansas City, Missouri to Johnson Controls, Inc.
- Olen represented the Seller, Keemo Properties, in the sale of a 37,365 SF service center at 1301 N. Corrington, Kansas City, Missouri to Shoppas Mid-America, Inc.



Jack Allen, SIOR

- Jack represented the Landlord in the lease of a 289,000 SF distribution warehouse at 1400 Warren, North Kansas City, Missouri to Penske Logistics
- Jack represented R & S Ventures, LLC in the purchase of a 7,424 SF office/tech property at 15651 Mahaffie, Olathe, Kansas



**Paul Fogel,
SIOR, CPM, CCIM**

- Paul represented National Starch in the lease of a 250,000 SF industrial building at 1500 Warren, North Kansas City, Missouri
- Paul represented Kansas City Terminal Railway on the purchase of a 50,000 SF industrial building at 1000 W. 12th Street, Kansas City, Missouri



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