



VOICE

The

of HAMPTON ROADS' COMMERCIAL REAL ESTATE

LIGHT RAIL NOW *By Elizabeth Dietzmann*

On September 14, 2010, the Virginia Beach City Council voted unanimously to spend \$15 million to purchase a section of the Norfolk Southern rail line. This is part of a \$40 million deal that also involves HRT and the state, which will contribute the rest of the money. The tracks, which run from Newtown Road to Birdneck Road, could potentially be used to extend the Norfolk light rail all the way to the Virginia Beach oceanfront.

This is good news for Light Rail Now, Inc., a nonprofit dedicated to the promulgation of light rail in Virginia Beach. The organization (set up as a 501(c)4) was created to engage in advocacy, lobbying and political campaigns, activities generally prohibited for traditional 501(c)(3)s. Light Rail Now, Inc. was the result of a Virginia Beach Vision Light Rail Task Force that recognized the need for grassroots support of light rail. Carolyn McPherson, ED LRN, is executive director of the group and coordinates a board of over 40 members, who represent a broad cross section of the Virginia Beach community.

Members come from environmental, neighborhood, biking and running, housing, senior and church groups. "Our goal is to educate and advocate about light rail in Virginia Beach," McPherson said. Last month the organization elected its initial officers from the founding group of members. They include president, Tim McCarthy, community activist; vice president, Chandler Scarborough, president of Green Run Civic Association; secretary, Mary Kay Horoszewski, Virginia Beach Community Development Corp.; treasurer, Mike Aschkenas, Mayor's Council on Aging; and three at-large members Catherine Callahan, independent consultant and small business owner; Steve Davis, partner with Willcox & Savage, Virginia Beach Vision Light Rail Task Force; and Ross Thompson, President, Virginia State Trooper Alliance, Community Disaster Educator with Red Cross.

The Norfolk Tide is slated to begin operations in May 2011 and McPherson anticipates the transit study under way by the city and due next spring will recommend light rail as a preferred transportation alternative. In its recently updated and adopted Comprehensive Plan, four of the Strategic Growth Area plans incorporate a light rail system as integral to shaping residential and commercial development along the I-264 corridor. Studies have shown that properties located within a quarter-mile radius of a light rail station increase in value by up to 25% more than other properties.

Some opponents of the project have circulated a petition to put a referendum on the ballot asking residents whether City Council should approve and fund a light rail project. *The Virginian-Pilot* printed an editorial saying there should not be a referendum on the matter until the transit study is completed, and the public has more information on the proposal. Most members of City Council, including Mayor Will Sessoms, support the rail project, but some are in favor of a referendum.

Any interested individuals should consider getting involved. To qualify as a member, a person must be over 18, a registered voter, and a resident of the City of Virginia Beach, Virginia or have a direct business interest in a business enterprise that operates in the City of Virginia Beach, Virginia. Individuals interested in becoming members or attending a meeting can contact Carolyn McPherson at cmcpherson@lightrailnowvb.org. Visitors are welcome at meetings, which are held at the Rescue Squad #8 Community Room, 1243 Bayne Drive (off of Old Donation and First Colonial, across from the tennis courts, Great Neck Library, and Lynnhaven Middle School). The meetings are held on the third Monday of the month at 5:30 p.m.

By Elizabeth Dietzmann, Inman & Strickler, PLC, 757- 486-7055, edietzmann@inmanstrickler.com

Excellence in Development Design Awards Program Winners Inside!



2010 OFFICERS

James N. Owens,
President,
Harvey Lindsay
Commercial Real Estate

Lawrence J. Colorito, Jr.,
President-elect,
Axial Advisory Group

Janice M. Hall,
Secretary/Treasurer,
RRMM Design Build, LLC

Peter S. Eckert,
Immediate Past President,
Peter S. Eckert & Co. Inc.

Dana Walker
Executive Administrator

HRACRE
4665 South Blvd., Suite B
Virginia Beach, VA 23452
757-481-2494
Fax: 757-481-1621
info@hracre.org
www.hracre.org

Follow HRACRE on

twitter

@HRACRE
and

LinkedIn

www.linkedin.com/in/hracre

JULY LUNCHEON PROGRAM



WHAT IS VACRE AND WHY IS IT IMPORTANT TO YOU?

President Jim Owens asked Pete Eckert and Craig Read to author the following important message.

By Past Presidents Peter S. Eckert and F. Craig Read



What is VACRE? The Virginia Association for Commercial Real Estate (VACRE) was formed by the Hampton Roads Association for Commercial Real Estate (HRACRE), the Greater Richmond Association for Commercial Real Estate (GRACRE), and the Northern Virginia Chapter of the Commercial Real Estate Development Association (NAIOP), as an umbrella organization for political action. The mission of this coalition is to promote the ownership, use, and development of commercial real estate in the Commonwealth of Virginia.

Why is VACRE important? We must be diligent in protecting our property rights and continue to advocate for effective legislation on behalf of the Virginia commercial real estate industry. Balancing the concerns of the private sector with the public interest, VACRE supports legislative initiatives that enhance commercial real estate and educates legislators on the unintended consequences of over-regulation.

Early on, VACRE (with its limited resources and no professional lobbyist) challenged every city government in Virginia when we authored the Site Plan Bill which made an approved site plan valid for five years. VACRE recruited Senator Richard Saslaw to sponsor the bill. The bill passed and we achieved uniformity across the Commonwealth, saving many thousands of dollars for real estate developers.

What has VACRE done for me lately? VACRE now has an active Executive Committee, a funded PAC, and has hired Phil Abraham as our lobbyist. Phil, supported by the political relationships of individual members, has produced the following results, to name a few:

- Successfully opposed the 2010 mandatory minimum density requirements proposed for commercial development in Urban Development Areas.
- Improved the Access Management regulations proposed and adopted by the Kaine Administration.
- Currently working to reduce the Traffic Impact Statement requirements imposed on new development projects as a result of statutory changes and new regulations adopted during the Kaine Administration.
- Successfully opposed passage of a constitutional amendment on eminent domain.
- Successfully opposed passage of a bifurcation of the real estate tax rate between commercial and residential properties for 10 years running.
- Successfully opposed passage of legislation authorizing a Homestead Exemption.
- Successfully opposed Adequate Public Facilities (APF) statutes and Impact Fees since 1997.
- Currently have a representative attached to the Virginia Secretary of National Resources Stakeholder Advisory Group on Virginia's stormwater allocation.
- Opposed DCR's proposed Stormwater Regulations in 2008 and supported the legislative delay of these regulations in 2009.
- Been involved from the very beginning in protecting commercial real estate's best interests relative to wetlands statutes and Chesapeake Bay regulations; was at the table and influenced the Wetlands Statutes and Regulations in early 2000.

These successes and activities only scratch the surface of what your VACRE representatives and our lobbyist have been working on for almost 20 years in Virginia's General Assembly. Countless hours have been spent by VACRE representatives in reviewing bills, developing strategies, meeting with legislatures and government officials, sitting on commissions and rewriting legislation. As an HRACRE member, you are a part of VACRE. Please continue to support VACRE's efforts with your time, talents and, of course, your contributions to the PAC.

HRACRE 2010 SUMMER INTERN PROGRAM

By Dahlia Pecka



This past summer I had the pleasure of being involved in the HRACRE 2010 Summer Intern Program. I worked, and am still working, as an Architectural Intern at Ionic DeZign Studios in Virginia Beach. While participating in the intern program I was able to make connections and be a part of several Lunch & Learns that helped me understand not just the architectural side, but the real estate and development opportunities as well.

Eugene Thompson, President of IDS, has encouraged me to be involved in the program for the last three years to meet others in the industry. Along the way I have met some great people like Cami Hahn with Cox, Kliever & Company who referred some work to us and Craig Cope with Liberty Property Trust with whom we have had the opportunity to do some work recently. My participation with the intern program has allowed me the opportunity to make connections with others in the program and become familiar with those companies that have participated. This alone has been very beneficial to my future as a young professional entering a career in architecture.

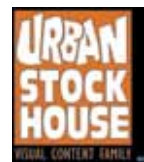
Community and industry involvement is important in the development and marketing of every type of firm these days. We all market our companies we represent, as well as ourselves. By giving each of the interns the chance to share in this experience, I believe we have all grown to understand more thoroughly the real estate development business. I am very thankful to have been involved in the HRACRE intern program and encourage others to take advantage of this opportunity as well.



By Dahlia Pecka, Architect Intern, Ionic DeZign Studios, 757.499.3510, dpecka@ionicdezigns.com



Photography Sponsor



THANKS
to our Newsletter Sponsors:

BELFOR
PROPERTY RESTORATION

INMAN & STRICKLER P.L.
ATTORNEYS AND COUNSELORS AT L.

COX
Business®

MSA, P.C.

ValleyCrest
Landscape Companies

SERVPRO
OF CHESAPEAKE/HAMPTON

Visit www.hracre.org or call (757) 481-2494 today to become a Newsletter or Website Sponsor!

14TH ANNUAL 2010 EXCELLENCE IN

BEST INSTITUTIONAL / PUBLIC BUILDING



CHKD Health Center at Oakbrooke | Award of Excellence



TCC: Main Administration Building A | Award of Excellence

BEST MASTER PLANNED



TCC: New Portsmouth Campus | Award of Excellence



Culpepper Landing | Award of Merit



Peninsula Town Center | Award of Merit

BEST INTERIOR



Wells Fargo | Award of Merit



Bensi @ Peninsula Town Center | Award of Merit



Willcox & Savage | Award of Merit



Joint Deployment & Maritime Op. Cntr. | Award of Excellence



BCF Interior Build-Out | Award of Excellence

DEVELOPMENT DESIGN AWARDS

BEST OFFICE BUILDING



Wells Fargo | Award of Excellence



1168 Medical Office Building | Award of Merit



ard of Merit

BEST LANDSCAPE DESIGN



Town Point Park | Award of Excellence



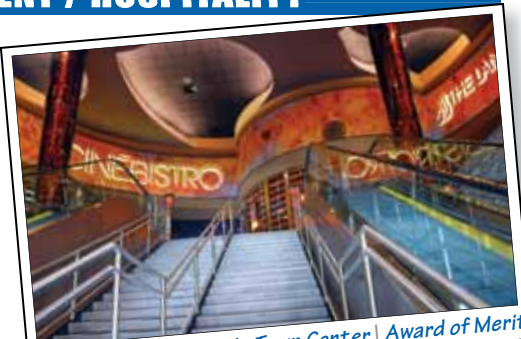
Roseann Runte Quad at ODU | Award of Merit

Our apologies to VHB for not including them as the Civil Engineer for the Roseann Runte Quad at ODU project, which won an Award of Merit.

BEST RECREATION / ENTERTAINMENT / HOSPITALITY



Stonehouse Rec. Cntr @ Laurel Grove Park | Award of Merit



CineBistro @ Peninsula Town Center | Award of Merit

“To identify and encourage excellence in development in the Hampton Roads real estate community.”
HRACRE Excellence in Development Design Awards Program Committee Mission Statement



Town Point Park | Award of Excellence



ANA Monument | Award of Excellence

More winners on the next page ▶ ▶ ▶

**THANKS to our
2010 Excellence in
Development Design
Awards Program
SPONSORS**

- GOLD -

Clark Nexsen

- SILVER -

Hourigan Construction
MEB General Contractors
S.L. Nusbaum Realty Co.

- BRONZE -

HBA Architecture &
Interior Design
Hoy Construction
W.M. Jordan Company

- COPPER -
AES Consulting Engineers
GET Solutions
Guernsey Tingle Architects
Harvey Lindsay
Commercial Real Estate
Prestige Floors
Ritchie-Curbow
Construction Co.
RRMM Architects
Vanasse Hangen Brustlin

**The Industrial
Development
Authorities, Economic
Development
Authorities and
Economic
Development
Departments of:**

Chesapeake
Hampton
James City County
Newport News
Norfolk
Virginia Beach
Williamsburg
York County

EXCELLENCE IN DEVELOPMENT DESIGN AWARDS (CONT.)

BEST MULTI-FAMILY



The District at Old Dominion University | Award of Excellence



Belmont at Freemason | Award of Merit

BEST COMMERCIAL / RETAIL BUILDING



Peninsula Town Center-Building M | Award of Merit



Hornsby Tire Store | Award of Merit

BEST RENOVATED OR HISTORIC REHABILITATION PROJECT



The Madison Office Building | Award of Merit



The Madison Office Building | Award of Merit



Thomas Jefferson School Lofts | Award of Excellence



Thomas Jefferson School Lofts | Award of Excellence

To see a complete list of winners, visit www.hracre.org!

NEW MEMBERS

(as of Nov. 1, 2010)

Scott A. Barnhill, Executive Vice President,
GeoEnvironmental Resources, Inc.

Raymond D. Batton, II, Vice President,
Jani-King of Hampton Roads

Lewis Bradley, HVAC Service Manager,
American Mechanical, Inc.

Kevin Carlson, Commercial Service Specialist,
Russell's Heating & Cooling

James D. Carr, Mid-Atlantic Commercial

Justin J. Carver, Grounds Maintenance
Manager, Maxwell Landscape Service, Inc.

John Cornett, President, American Mechanical, Inc.

Carol R. Curtis, President, Noah Enterprises, Inc.

J.A. (Bud) Denton, III, Business Development
Manager, W.M. Jordan Company, Inc.

Mark Dunn, Sales & Marketing Representative,
Servpro of Chesterfield, Tri-Cities &
Newport News

Kelly Edelblute, Commercial Underwriter,
Assurety Title & Escrow, LLC

Edward A. Esposito, Jr., Prudential Towne Realty

Robin Gasser, Senior Associate, Divaris Real Estate

Lee Gibson, President, Bay Equipment Company

Louise Gordon, VP of Operations, American
Mechanical, Inc.

Basil Halberg, Brokerage Services Associate,
Thalhimer/Cushman & Wakefield

Richard W. Harman, III, General Manager, Servpro
of Newport News

Hawes Helwig, Business Development Manager,
AES Consulting Engineers

Troy C. Hodgdon, President, Assurety Title
& Escrow

Christopher A. Inghram, District Manager,
Teknion

Corey W. Jones, PE, LEED® AP, Woolpert Inc.

Merle W. Keener, Marketing Coordinator, Guernsey
Tingle Architects

Karen I. Kruebbe, Project Manager,
GeoEnvironmental Resources, Inc.

William Moody, Jr., Vice President of Sales, Jani-
King of Hampton Roads

George C. Nasis, Vice President, Moseley
Architects

W. Clayton Nobles, REALTOR®, Prudential
Towne Realty

Robert H. Norton, Senior Vice President, McKenzie
Construction Corporation

Sarah Parker, Assistant Director-Marketing,
City of Norfolk

James S. Peters, LA, Landscape Planner/
Landscape Architect, AES Consulting Engineers

Lawrence Reesman, Sales Manager, Future
Flooring

Russell Seymour, Economic Development
Director, James City County

Sandy Smith, Sales & Marketing Manager,
Assurety Title & Escrow, LLC

Landon E. Strawhand, Commercial Insurance
Agent, Savage & McPherson Insurance Agency

Sam Tabet, Jr., Prudential Towne Realty

Doug Talbot, P.E., Vice President, Clark Nexsen
Architecture & Engineering

Raymond J. Tripp, CSM, General Manager,
Peninsula Town Center

W. Lloyd Ward, P.E., Williamsburg Branch
Manager, ECS Mid-Atlantic, LLC

Lee White, LS, Vice President – Survey Division
Leader, Draper Aden Associates

Raymond K. White, Vice President of Marketing,
North Carolina's Northeast Commission

Stephan S. Woodard, Commercial Real Estate
Consultant, Harvey Lindsay Commercial RE

John D. Wright, P.E., VP, Office Manager,
Director of Engineering, Patton Harris Rust &
Associates, pc

5-Year Members

We honor the following who have
been HRACRE members for
5 years, having joined in the months
of September – December:

Keith P. Arnold
N. Douglas Burgoyne
Richard Chipchak
E. Neal Crawford
Cecil V. Cutchins, Jr.
Michele Mixner DeWitt
Wendy C. Drucker, CPM
Christine C. Early
William H. (Trip) Ferguson, III
Mark C. Hanna
Leigh Houghland
Camille A. Kattan
Brad D. Martin, P.E.
Tonya M. Perkins
Perry T. Pilgrim
David S. Redmond
Joey Ritchie
Stephen A. Romeo
D. Mark Scholefield
Donald C. Schultz
Thomas P. Waltz
Robert Wright

10-Year Members

We honor the following who have
been HRACRE members for
10 years, having joined in the
months of September – December:

Donald J. Frederick, CPA
Russell G. Hanson, Jr.
Richard J. Henn
Tom Keipe
Michael W. McCabe
W. Jerrold Samford, P.G.,
RBP, LEED AP
Eddie Winters

15-Year Members

We honor the following who has
been an HRACRE member for
15 years, having joined in the
months of September – December:

Richard A. Costello, P.E.

**NOT SURE WHERE TO GET THE MOST VALUE FOR YOUR ADVERTISING DOLLARS?
BECOME A 2011 WEBSITE/NEWSLETTER SPONSOR**

**YOUR COMPANY LOGO ON THE HRACRE WEBSITE FOR VIEWERS TO CLICK ON TO OPEN TO YOUR COMPANY WEBSITE
AND YOUR COMPANY LOGO PRINTED IN ALL 3 PUBLISHED NEWSLETTERS FOR A ONE-TIME FEE OF \$550!**

OR

YOUR COMPANY LOGO PRINTED IN ALL 3 PUBLISHED NEWSLETTERS FOR A ONE-TIME FEE OF \$350!

got news?

Send your Member
News items to:
info@hracre.org

HRACRE CALENDAR

12/11/10

Holiday Gala

1/20/11

Mark Vitner
Luncheon Program

2/10/11

Deals of the Year
Breakfast Program

MEMBER NEWS

Katherine C. Campbell, CCIM, Sales & Leasing Associate, Thalheimer/Cushman & Wakefield, has been credentialed by the Green Building Certificate Institute as a LEED Green Associate.

Lawrence J. Colorito, Jr., MAI, MRICS, Principal, Axial Advisory Group, has been elected to the National Nominating Committee of the Appraisal Institute for 2011.

Ann K. Crenshaw, Partner, Kaufman & Canoles, has been honored as a member of the list of Best Lawyers in America 2011.

Christine C. Early, Land Development Director, William E. Wood & Associates, was recently appointed to the Light Rail Now, Inc. Board of Directors to represent CREW. Christine has also been appointed to the Habitat for Humanity South Hampton Roads Board of Directors.

Amma Anyane-Ntow Guerrier, Vice President, Monarch Bank, was appointed to the City of Virginia Beach Minority Business Council.

Abigail C. Johnson, LEED AP, President, Abacus Property Solutions, has been elected to the Board of Directors of National Preservation Partners.

Jen Little, Marketing & Business Development, Courthouse Construction, Inc., has been named one of *Inside Business's* Top 40 Under Forty.

Andrew R. Myers with S.L. Nusbaum Realty Co. was elected Vice President in August.

William L. Nusbaum of Williams Mullen was recently appointed by Norfolk City Council to the Norfolk Airport Authority Board of Commissioners. He was also recently named by the Mayors and Chairs of South Hampton Roads to the Board of Directors of Opportunity, Inc.

Stephen R. Romine, Senior Shareholder, LeClair Ryan, was elected to the governing body of the American Bar Association's Real Property, Trust and Estate Law Section for a three-year term. He also has assumed the role of Supervisory Council Member of the Section's Land Use and Environmental Committee.

Kelly Smichnick, Servpro of Chesapeake/Hampton/Elizabeth City/Outer Banks, has been promoted to Marketing Manager.

Christopher M. Stone, PE, F.NSPE, F.ASCE, LEED AP, President of Clark Nexsen Architecture & Engineering, was installed as the 2010-2011 President-elect of the National Society of Professional Engineers.

PRSRRT STD
US POSTAGE
PAID
PERMIT #2
NORFOLK, VA

