2012 Capital Insight

Market Perspective

Day One
Thursday, November 15

The Hay-Adams
One Lafayette Square at 16th and H Streets
Washington, DC
Day One
Thursday, November 15, 2012

Market Perspective

4:30 pm - 6:00 pm
Panel discussion on the state of the economy and real estate landscape.

6:00 pm - 8:00 pm
Cocktails and conversation on the rooftop.
Heavy hors d’oeuvres will be served.
Moderator

John Sikaitis joined Jones Lang LaSalle in 2005 and today is Senior Vice President and Director of Office Research and Local Markets Research for the Americas, based out of Washington, DC. In his office research role, his responsibility is to direct and implement strategy, methodology, product/platform enhancement and the firm’s overall analysis, message and outlook for the macro U.S. office sector, ensuring that our research platform creates and disseminates the most up to date, thoughtful, thorough, proactive and consultative research across 46 U.S. office markets where Jones Lang LaSalle has a presence. As lead of Local Markets Research for the United States, his prime responsibility is to grow and differentiate the local market expertise and quality of the firm’s research, while guiding new initiatives and the growth and development of more than 55 research analysts across the country.

Mr. Sikaitis received a B.S. from Georgetown University, Washington, DC; a Specialization in Central American Relations from the Universidad de Costa Rica, San Jose, Costa Rica; and a Specialization in Latin American Economics and Development from the Universidad de Buenos Aires, Buenos Aires, Argentina.

Robert O. Copito is an International Director in the firm’s Mid-Atlantic region, sharing his time between the firm’s Northern Virginia and Washington, DC offices. His responsibilities encompass all facets of office leasing, including strategic consulting, acquisition and disposition of major blocks of office space, as well as deep experience in the representation of tenants interested in preleasing office space and the build-to-suit of major office projects. His local and national market knowledge, combined with over thirty years of transactional real estate experience, give him a broad range of skills to serve both his corporate and law firm clients.

As a recognized name in the highest levels of national tenant representation, Rob has negotiated well over $5 billion in major office leases for corporate clients including ExxonMobil, PricewaterhouseCoopers, E*Trade, Ernst & Young, Savvis, Sprint/Nextel, XO Communications, MCI and Boeing. Additionally, Rob continues to negotiate headquarters and regional office leases for many top-tier law firms in the AMLAW 100, such as Hunton & Williams, Finnegan Henderson Farabow Garrett & Dunner, Dewey & LeBoeuf, DLA Piper and Pillsbury.

Mr. Copito has a bachelor of business administration with a major in real estate from the University of Texas, Austin.
Lucy Kitchin is a Senior Vice President in Jones Lang LaSalle’s Government Investor Services group in Washington, DC. She provides client service and financial, negotiation and marketing support in lease procurements. Ms. Kitchin’s expertise is also utilized in analyzing complex real estate matters, market research, due diligence and the preparation of project solicitations, reports and supporting materials. Ms. Kitchin also monitors legislative actions, which may affect ongoing or anticipated federal leasing activities. She shares this information with our clients, project managers and leasing specialists to assist in strategy development and negotiation.

Ms. Kitchin has conducted a multitude of leasing transactions on behalf of both landlords and tenants. Ms. Kitchin’s most recent clients include Lowe Enterprises, Tishman Speyer, Invesco, Colony Realty Partners, Prudential Real Estate Investors, National Capitol Planning Commission, the Department of Health and Human Services, MRP Realty, Penzance Companies, Glenborough Realty Trust, Commonfund Realty, Inc., Teacher’s Insurance & Annuity Association of America, Craig Davis Properties, Perseus Realty and the Department of Homeland Security.

Trip Howell serves as International Director in Jones Lang LaSalle’s Mid-Atlantic Agency Leasing group. During his 26-year commercial real estate career, Mr. Howell has successfully represented building owners and tenants, completing more than 12 million s.f. in leases, including exclusive leasing/marketing assignments for over 10 million s.f.

Prior to joining Jones Lang LaSalle, Mr. Howell was a Senior Vice President with Grubb & Ellis Company’s brokerage division. He began his career as Director of Political Activities for a United States Senator.

Mr. Howell holds a B.S. from Hillsdale College. He is a member of the Washington Board of Trade, the Real Estate Group and the Economic Club of Washington. Mr. Howell is also a life member of the Multi-Million Dollar Commercial Leasing Club and a former member of the Greater Washington DC Commercial Association of Realtors’ Board of Directors. Additionally, Mr. Howell is Chair Emeritus of the Board of Trustees of the Commonwealth Academy, where he has served on the Board of Trustees for the past 12 years and served for a three year term on the Board of Trustees at Bishop Denis J. O’Connell High School, where he was Chair of the Advancement Committee. He is also the recipient of the Hillsdale College Distinguished Alumni Award (2007) and the Design Leadership Council of Washington, DC’s Design Excellence Award (2006).
Herb Mansinne is a Managing Director with Jones Lang LaSalle, with primary responsibility for Northern Virginia. To best represent his clients’ interests, Mr. Mansinne has considerable experience in marketing and pre-leasing large-scale, ground-up, trophy development projects throughout Northern Virginia. Examples of these projects include: Waterview, 620,000 s.f.; 3001 Washington Boulevard, 200,000 s.f.; 1801 N Lynn, 350,000 s.f.; Towers Crescent, 175,000 s.f.; 12061 Bluemont Way, 200,000 s.f.

Mr. Mansinne joined Jones Lang LaSalle upon the merger of LaSalle Partners and Jones Lang Wootton, where he was previously a Senior Vice President – Investor Services Group in the latter’s Northern Virginia office. In the past five years, he has participated in more than $400 million in leasing transactions involving more than three million square feet. Additionally, he has been involved in more than $75 million in sales transactions. Herb has specifically focused on agency leasing representing large institutions and local landlords in multiple submarkets throughout the Northern Virginia marketplace.

Mr. Mansinne holds a bachelor of science degree in communications from George Mason University. He is active in the Ballston Partnership and is a member of the Greater Washington Commercial Association of REALTORS (GWCAR). Mr. Mansinne is a licensed salesperson in Virginia.

Scott Melnick is Managing Director of Jones Lang LaSalle’s Mid-Atlantic Multifamily Group, which is widely recognized as the leading multifamily brokerage team in the Mid-Atlantic region. Based in Bethesda, Maryland, the group covers Raleigh, NC through Philadelphia, PA and specializes in providing transaction-related investment services to its multifamily industry clients. Melnick has been involved in over $5 billion in transactions over the last five years, including over $1.5 billion during turbulent 2008 and 2009. In 2011, the team closed over $1.3 billion in transactions comprising 28 properties and 8,681 units.

The Greater Washington Commercial Association of Realtors has recognized Melnick and Managing Director Al Cissel as the top-producing multifamily brokers in the Washington, DC metro region consistently from 2004 to 2010. Nationally, both Melnick and Cissel have been ranked as “Top Broker” by Real Estate Forum and “Hot Broker” by Commercial Property News in 2010.

Scott has an M.B.A in finance from New York University and a bachelor of arts in economics from Ithaca College. He is also a board member of the National Multi Housing Council and a member of the Urban Land Institute.
Ken Patton is a Managing Director with Jones Lang LaSalle’s Mid-Atlantic Brokerage group and is a senior contributing partner in the company’s Non-Profit Practice group. For more than 23 years, Mr. Patton has provided strategic planning and project implementation services to tenants throughout the Washington metropolitan area and nationally. Mr. Patton is consistently recognized as one of the company’s Top Achievers.

Mr. Patton’s clients include the Environmental Defense Fund, The Center for American Progress, Neighborhood Reinvestment Corporation, Union of Concerned Scientists, University Center for Atmospheric Research (UCAR), The John M. Heinz Center for Science, Economics and the Environment, Rails to Trails Conservancy and the International Center for Research on Women, to name a few. Purchase/acquisition/development projects include the 65,000 s.f. association headquarters/building re-development for The Human Rights Campaign, The Hitachi Foundation and The American Association for the Advancement of Science (AAAS).

Over the years, Mr. Patton has also provided his expertise to such noteworthy clients as Apple, Booz Allen Hamilton, American International Group (AIG), Science Applications International Corporation (SAIC), The Chicago Tribune (including the consolidation of four Tribune Publishing Company properties—(Los Angeles Times, Newsday, Baltimore Sun and the Tribune Media Center) in Washington, DC.

Mr. Patton earned a B.A. in economics from the University of Maryland. He is a licensed commercial real estate practitioner in Washington, DC, Maryland and Virginia.

Mike Yavinsky joined the Real Estate Investment Banking (REIB) practice within Jones Lang LaSalle in August 2011. As an Executive Vice President, Mike focuses primarily on debt and equity placement for all property types throughout the Mid-Atlantic region. Over the previous year, the Washington DC REIB team has been particularly focused on structured financing opportunities, which include bridge loans and ground up construction debt and equity.

Prior to joining Jones Lang LaSalle, Mike spent more than 14 years in the capital markets group at Walker & Dunlop, where he successfully closed approximately $3 billion in debt and equity financing throughout the Mid-Atlantic and East Coast markets. Respective property types include office, retail, multi-family, industrial, hospitality and self-storage assets across a broad range of clientele including pension funds, opportunity funds, REITs, and private developers. A representative sample of clients served includes: First Washington Realty, CalPERs, Angelo, Gordon & Co., Federal Capital Partners, Lowe Enterprises, and Lerner Enterprises. Mike received his bachelor of science in business administration from the University of Delaware, and is a member of the Mortgage Bankers Association (MBA) of Metropolitan Washington and International Council of Shopping Centers (ICSC).
Join us tomorrow

Day Two
Friday, November 16, 2012

Federal Perspective

7:30 am - 10:30 am
An in-depth report on the presidential election’s impact on real estate and GSA trends.
Breakfast will be served.