



## Executive Watch

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By Anthony J. LoPinto

### Perspective

Best Buy is now not only known for its computers, TVs and other electronics. The Minneapolis-based company recently gained national attention by announcing a revolutionary corporate workplace experiment that has been evolving within the company since 2004. The official policy is that people are free to work wherever they want, whenever they want, as long as they get their work done. By the end of 2007, 4,000 staffers at "corporate" will be involved in the program, and according to Best Buy's CEO, its working. Since the program's implementation, turnover has been drastically reduced and productivity is way up. This concept is worth a serious look, if the stats hold up. However, I couldn't help but wonder how all of the retail owners and developers that do business with Best Buy are impacted when everyone at the company is out on Lake Wobegon ice-fishing between November and April.

*Tony LoPinto is CEO of Equinox Partners, an executive search firm specializing in the real estate industry, and parent company of SelectLeaders. The views expressed in this article are the author's own.*

### Job Opportunities

#### FOREST CITY RATNER COS.

(BROOKLYN, NY) [Analyst](#) Assists in accounting activities within financial department, by performing duties such as assisting with actuals, budget and projection reconciliation and fulfilling various corporate accounting requirements.

#### JPMORGAN ASSET MANAGEMENT

(NEW YORK CITY) [Real Estate-Mezzanine Underwriter](#) The Debt Capital Markets Group arranges financing for US based investments, placing upwards of \$4 billion in fixed and floating debt annually. In addition, the group is responsible for sourcing and managing mezzanine and B-Note investments.

#### ARCHSTONE-SMITH

(LAKE FOREST, CA) [Research Analyst/Development Department](#) Provides analytical support for the Mixed-Use Development West team, whose primary development goal is to provide superior-quality, mixed-use projects emphasizing unique architectural design and efficient site planning, coupled with signature urban atmospheres.

#### METLIFE

(MORRISTOWN, NY) [Associate Director-Commercial Mortgage Originator](#) The Portfolio Units are responsible for overall portfolio strategy, pricing, transaction approval and credit approval on new loans and the active management of the overall mortgage and equity portfolios. This position concentrates on PA, NJ, NY, CT, and MA.

#### FANNIE MAE

(WASHINGTON, DC) [Consultant](#) This position focuses on Fannie Mae's flow business and strategic account management. It is the consultant's responsibility to provide consultative services and transaction support to sales and management teams, and must be capable of representing issues on both a strategic and tactical level to a wide variety of audiences.

#### SHORENSTEIN REALTY SERVICES LP

(SAN FRANCISCO) [Asset Management Analyst](#) The hire will perform asset management related analysis with an emphasis on developing discounted cash flows and property valuations for properties within the portfolio.

#### ACTUS LEND LEASE RETAIL & COMMUNITIES

(NASHVILLE) [Program Development Manager](#) Works closely with and assists the senior program development manager on individual projects and market development, and gathers and analyzes information on potential markets, clients, competitors and projects to support new business development.

### Promotions

#### PEC DEVELOPMENT

(ATLANTA) Scot Clark rises to COO and George Ojanuga and Henry Massie are named CFO and vice president of acquisitions,

#### CB RICHARD ELLIS

(NASHVILLE) Clinton Gilbreath earns a vice president's berth. The former senior associate joined the firm's industrial group in 1997.

respectively. The trio also joins the firm's newly created executive board.

#### **CUSHMAN & WAKEFIELD**

(NEW YORK CITY, PHOENIX, LOS ANGELES) Eric Lewis rises from senior director to managing director of valuation services' hospitality and gaming group. In Phoenix, Larry Downey is accorded an executive director's title. In Los Angeles, Mark Capasso is made a senior director for valuation services, and Joseph Vargas becomes executive managing director and area manager for Southern California.

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## **New Hires**

#### **VENABLE LLP**

(WASHINGTON, DC) Joseph Ryan is made a partner in the firm. He has spent the past 16 years at Marriott International Inc., rising to executive vice president and general counsel.

#### **CB RICHARD ELLIS**

(SOUTHFIELD, MI, NEW YORK CITY, LOS ANGELES) Joseph R. Rosenberg starts as senior vice president in the Detroit-area office group. Rosenberg previously was senior vice president for Equis Corp. In New York City, Gerry C. Miovski starts in the Downtown office, also as a senior vice president after a stint at Cushman & Wakefield Inc. In Los Angeles, Ron Halpern joins the capital markets group as a managing director. He previously was president and COO of Deutsche Bank Berkshire Mortgage.

#### **HOLLIDAY FENOGLIO FOWLER**

(HOUSTON) Rusty Tamlyn and H. Dan Miller join as investment sales managing directors. Tamlyn was principal and managing director for Trammell Crow Co. since 1999, while Miller was a senior vice president since 2005 for TCC. Other newcomers to the group are Marty Hogan, Mike Parker, Pam McDougald and Theresa Cole.

#### **LASALLE INVESTMENT MANAGEMENT**

(CHICAGO) Christine Akins comes on board as vice president of acquisitions, focusing on multifamily transactions in the East. She most recently was vice president of transactions for Equity Residential, responsible for dispositions in the western US.

#### **CRESA PARTNERS**

(BOSTON) Michael Bannon starts as associate vice president after working for Mitchell, Maxwell & Jackson Real Estate Appraisers in New York City.

#### **PROSKAUER ROSE LLP**

(LOS ANGELES) D. Eric Remensperger is made partner and head of the West Coast real estate practice. He previously was a partner in the real estate practice of Gibson, Dunn & Crutcher LLP.

#### **ANDOVER CO.**

(TUKWILA, WA) Brian Bruiniks is made partner after three years with the firm. He will continue to focus on industrial and office leasing and sales in South King and North Pierce counties.

#### **CB RICHARD ELLIS**

(NEW YORK) David Zelinski moves to senior associate in the Long Island office. Zelinski joined the firm in 2002.

#### **RENDINA COS.**

(PALM BEACH GARDENS, FL) Don Levy starts as financial analyst after rising to assistant vice president in the New York City office of Merrill Lynch.

#### **YOUNAN PROPERTIES**

(LOS ANGELES) Rita B. Silver is named corporate controller. She most recently was controller for Douglas Emmett & Co.

#### **ONYX EQUITIES**

(WOODBIDGE, NJ) Louis LoCascio starts as director of operations, ending a term as executive vice president of property management for Ivy Realty.

#### **COLLIERS BENNETT & kahnweiler**

(rosemont, il, CHICAGO) James R. Estus takes over as executive vice president. In addition, the firm launches a multifamily advisory group with David N. Bilfeld and James C. Berner at the helm. Bilfeld starts as senior vice president and Berner as an analyst.

#### **COLLIERS INTERNATIONAL**

(DALLAS) Scott McGarity joins as managing director of property services. McGarity most recently was vice president of marketing for Atlanta-based Taylor & Mathis Inc.

#### **KIMPTON HOTELS & RESTAURANTS**

(SAN FRANCISCO) Brian Ehrlich is named vice president of West Coast acquisitions and development after four years in a comparable post with the Kor Group in Southern California.

#### **OPUS SOUTH CORP.**

(FORT MYERS, FL) Richard Clarke starts as vice president, assigned to a 244,000-sf power center project and 100-unit condo development, both ticketed to deliver in 2008. Clarke previously was COO for Collins & DuPont Interiors.

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