

2022 CCIM/IREM REAL ESTATE FORECAST: WHICH WAY IS UP?

Keynote Speakers



KC Conway CCIM, Principal,
Red Shoe Economics & Chief
Economist, CCIM Institute



Mike Hamasu
Consulting & Research Director,
Colliers



Paul Brewbaker, Ph.D
Principal, TZ Economics



Industry Speakers



Industrial
Anthony Provenzano (B) CCIM SIOR
Cushman Wakefield Chaney
Brooks



Retail
David Cianelli CSM (B)
General Manager
Pearlridge Center



Office
Jamie Brown CCIM SIOR
President, Hawaii Commercial
Real Estate



Residential
Kay Mukaigawa
President Engel & Völkers

OUR SPEAKERS



Hawaii
CCIM Chapter



ABOUT OUR SPEAKERS



KC Conway is a Principal and the Research Director at Red Shoe Economics, LLC which is a privately-owned economic forecasting, consulting and research firm exclusively serving the commercial real estate industry providing unique insights and narratives that impact investments and transactions. The firm represents over 80 years of experience in all facets of commercial real estate with all principals having the CCIM (Certified Commercial Investment Member) Designation. RSE is a Women Owned Small Business.

With more than 35 years of experience in commercial real estate, Conway is a nationally recognized expert and speaker on a wide range of topics ranging from appraisal and bank regulation to ports and securitization. His areas of specialty include logistics, macro-economics, banking regulation, finance, and housing. KC is also a subject matter expert and expert witness in tax appeals and commercial real estate litigation.

Conway is a frequent speaker for the Federal Reserve, FDIC, FHLB, state bank commissioners, academic groups, professional organizations, and industry associations. . He currently represents the CCIM Institute as Chief Economist. Website: <https://redshoeeconomics.com/>



Paul H. Brewbaker is the Principal of TZ Economics, a Hawaii economics consultancy. His background in research on the Hawaii economy and financial risk analytics stems from a 25-year affiliation with Bank of Hawaii, concluding as its Chief Economist. He is a graduate of Stanford University, did graduate work at the University of Wisconsin, and received his Ph.D. in Economics from the University of Hawaii. He has lectured extensively in international, monetary, and financial economics. He is a member of the American Economic Association, the American Finance Association, and the National Association for Business Economics, from which he holds the Certified Business Economist designation. Website: <http://tzeconomics.com/>



Mike Hamasu brings to Colliers International over 25 years of marketing and marketing research experience. He has directed research efforts at commercial brokerages with a focus on providing information to assist in strategic decision making for real estate investors and brokerage clientele. Michael has been recognized for his detailed analysis of the commercial real estate marketplace and has become the recognized source for commercial real estate trend analysis and forecasts for Hawaii's marketplace. He has been actively involved in development feasibility consulting for more than \$2 billion in planned and delivered commercial projects in Hawaii.

Website: <https://www.colliers.com/en/experts/mike-hamasu>



ABOUT OUR SPEAKERS



Anthony Provenzano is a Senior Vice President with Cushman & Wakefield ChaneyBrooks, the oldest commercial real estate firm in Hawaii. Anthony is a top producer in the commercial real estate brokerage community and has earned several accolades for his success. With over 10 years of experience, he specializes in the leasing and sale of industrial properties. His in-depth knowledge of the Hawaii market has lead his clients to successfully complete transactions with a high level of certainty and confidence. Anthony has been successful in formulating strong relationships with tenants, landlords, owners and buyers of commercial real estate. Mr. Provenzano was recognized as a CoStar Power Broker in 2014 and 2015. He has served as the lead team member for the repositioning of approximately 540 acres of commercial mixed-use buildings and vacant land in Kalaeloa. Born and raised on Oahu, Anthony studied Finance with a focus on Real Estate at the University of Hawaii at Manoa Shidler College of Business. During his studies, Mr. Provenzano served on the Financial Management Association Board and continues his involvement as a mentor. Anthony holds a Hawaii Real Estate Broker's license, as well as the Certified Commercial Investment Member (CCIM) designation where he served as Board President in 2017. website: <https://www.cushmanwakefield.com/en/united-states/people/anthony-provenzano>



David Cianelli has held the role of General Manager at Pearlridge Center for nearly four years and oversees the operations and management of the 1.3 million square-foot center. He is also the Principal Broker for Washington Prime Management (Hawaii) and also holds an active broker's license in the state of California. Cianelli has over 20 years of experience in shopping center and property management, commercial development and leasing in Hawaii and California. Prior to returning to Hawaii for his current position at Pearlridge Center, he served as Senior General Manager at Otay Ranch Town Center in Chula Vista, CA. Prior to that – from 2012 to 2017 – he served as the associate general manager at Ala Moana Center. Previous senior positions were also held at shopping centers in San Diego, San Francisco, and the East Bay.

Cianelli is an active member of the community and is an Executive Committee member for Goodwill Hawaii. He is also a member of both the Environmental and Entrepreneurship committees for Chamber of Commerce Hawaii. A military veteran, Cianelli served in the Army National Guard for 20 years before retiring at the rank of Captain. The Kakaako-area resident is originally from Havre de Grace, a town outside of Baltimore. He received a Bachelor of Science in finance and economics from Towson State University in Maryland.



ABOUT OUR SPEAKERS



Jamie Brown Jamie specializes in the sales, leasing and management of office buildings, hotels, retail centers, industrial buildings and investment properties in Hawaii. He has been involved in transactions worth in excess of \$1 billion. Jamie's investment sales experience includes dozens of properties both large and small. His seller and buyer clients have ranged from large institutions to local families. Jamie's landlord representation has included office, retail and industrial properties both large and small. Website: <https://hawaiiicre.com/our-team/james-jamie-brown/>



Kay Mukaigawa is the President and Principal Broker of Engel & Völkers Honolulu, with branch offices in Downtown Honolulu, the Stadium Mall and most recently the Kuono Market Place in Kahala. Her parent company, Primary Properties, continues to have a branch office in Tokyo, Japan. A licensed Realtor for over 35 years, Kay has earned the Aloha Aina "People's Choice" award and has remained ranked among the Top 100 Realtors in Hawaii and recognized in the top 1% of all Realtors in America. She has most recently been named as Hawaii's Best Realtor in 2021, voted by Honolulu Advertiser readers. Kay served for two terms on the Hawaii Community Development Authority (HCDA) which has given her the opportunity to understand the changes in Hawaii real estate and has served as a real estate advisor to the State of Hawaii as her company handles the sales for the Department of Hawaiian Home Lands (DHHL).

Website: <https://www.evrealstate.com/bio/KayMukaigawa>



Hawaii
CCIM Chapter

WHO WE ARE



- A Certified Commercial Investment Member (CCIM) is a recognized expert in the disciplines of commercial and investment real estate. A CCIM is an invaluable resource to the commercial real estate owner, investor, and user, and is among an elite corps of 7,500 professionals across North America who hold the CCIM designation -- the "Ph.D. of commercial real estate."
- Recognized for its preeminence within the industry, the CCIM curriculum represents the core knowledge expected of commercial investment practitioners, regardless of the diversity of specializations within the industry.
- Only 6 percent of the estimated 125,000 commercial real estate practitioners nationwide hold the CCIM designation, which reflects not only the caliber of the program, but also why it is one of the most coveted and respected designations in the industry.
- The Hawaii CCIM Chapter was established in 1975 with J. Allen Johnson as its first President. The Chapter currently has 200+ members. There are over 120 CCIM designees in the State of Hawaii. The Chapter offers the core classes needed to earn the CCIM designation. To find out more about the Hawaii Chapter call 808-528-2246 or visit our website at www.ccmhawaii.org
- The Institute of Real Estate Management (IREM®) is an international community of real estate managers across all property types dedicated to ethical business practices and maximizing the value of investment real estate. An affiliate of the National Association of Realtors®, IREM® has been a trusted source for knowledge, advocacy and networking for the real estate management community for more than 77 years.
- IREM® is the only professional real estate management association serving both the multi-family and commercial real estate sectors and has 80 U.S. chapter, 13 international chapters, and several other partnerships around the globe. Worldwide membership includes nearly 18,000 individual members and over 535 corporate members.
- The IREM® Hawaii Chapter has been promoting professional real estate management in Hawaii for 60 years. The Hawaii Chapter was established in 1956 by Aaron M. Chaney, Y.T. Lum and Ed Hustace. The current membership exceeds 250 professionals in real estate management. The managers of the Hawaii Chapter manage all types of income producing properties in the multi-family and commercial sectors.
- To find out more about IREM Hawaii call 808-384-2801 or visit our website at www.iremhawaii.org.

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