

Welcome New Members

- Phillip Barry
- Richard Bean
- Gregory Creitz
- Eve Henderson
- Melissa Neal
- Mitch Page
- Steve Petermeyer
- Megan Reeves
- Paul Schulz
- Rhonda Scott
- Gretchen Swanson

Members on the Move

- Edward Hopkins
Bluestone & Hockley
- Shannon Koenenamm
The Perotti Group
- Jim Carver
Apex Real Estate Partners
- Jacqueline Ritchie
Temecula Valley Bank



Calendar of Events

Education Seminar
 "Brownfields"
 Multnomah Athletic Club
 Thursday, November 13th
 7:15 a.m. Registration

"Retail Broker Open House"
 The Former Yoshida Gallery
 206 NW 10th in the Pearl
 Thursday, December 4th
 (First Thursday)
 5pm-7pm

Education Seminar
 "Construction Defects"
 Multnomah Athletic Club
 Tuesday, December 9th
 7:15 a.m. Registration



Changing of the Guard



Bob LeFeber
 2008 CAR President

Looking back on this year, I am grateful for the opportunity to have served you, and grateful to all those who made it another successful year for CAR. Our Awards (Jacque Ritchie), Golf (Sean Scanlon) and Membership (Kevin Joshi) committee chairs and their members worked hard to bring you fun and productive networking events. Our Education Committee (led by Jim Carver) produced several interesting and timely continuing education programs, and our Forms Committee (led by Doug Magnusen) updated several popular forms. Along the way, we raised nearly \$50,000 for SMART.

I also want to thank Shannon Wilkey, our past Executive Director, for all her years of service to CAR, and especially thank Lyndsey Westgaard for her excellent work stepping in to the Executive Director position when needed.

Finally, I want to thank my fellow Board and Executive Committee members for their consistent support and service to CAR. CAR is in sound financial condition. We are fortunate to have a dedicated group of talented members ready to lead CAR into the future. One of these members is Don Ossey, CAR's incoming president. Don has some excellent ideas for CAR's future, and I look forward to helping him implement these ideas during my final year on the Board. Please join me in supporting Don and continuing CAR's great tradition of success.

Bob LeFeber
 Commercial Realty Advisors



Don Ossey
 2009 CAR President

I am honored to be given the opportunity to serve as the President of CAR for 2009. First and foremost, I want to acknowledge the great work of our outgoing President Bob LeFeber. Bob led the board through a year of ups and downs with tremendous grace. We faced several difficult issues and Bob was always a calming force. Thanks Bob for a great year!

Our new executive director Lyndsey Westgaard has the office running smoothly and has fantastic ideas for a new and improved CAR. In addition, Sara White has joined our staff as a part-time assistant and is doing a great job working with Lyndsey. As we enter a new year I want to provide an outline of my goals and objectives.

- **Service:** I want to be sure that we increase the level of awareness of all the programs and benefits we have as a service to our members. Our website is being upgraded and will serve as the hub for information.
- **Political Advocacy:** We are "beefing" up our government affairs committee, led by Brad Miller of Ball Janik. We will be working to help shape policy and not just react to issues put in front of us, when it is too late to influence decisions.
- **Networking:** Several events are planned for the coming year to provide venues for social interaction and just plain fun. Please visit orcar.org for more information
- **Education:** We have a fantastic education committee in place led by Jim Carver of Apex Real Estate Partners. We will provide courses and seminars that focus on best practices, professional development, market awareness and ethics.
- **Community Service:** A Community Service Committee will immediately research opportunities for us to become more supportive of those in need. We are a group of highly successful professionals who as a group can do amazing things.

I encourage all of you to get involved on the committee level. CAR is "OUR" organization. Let's come together to continue the fantastic tradition of excellence established by our past leaders. Thank you for the opportunity to serve and I look forward to working with you in the coming year.

Don Ossey, SIOR
 Capacity Commercial Group



Ask Doctor D



Dear Dr. D:
Despite all the recession talk, up to now, leasing activity in our office has been good. However, looking at Fall, the Pipeline is shrinking and I'm worried that the negative press will become a self-fulfilling prophecy.

Any recommendations on how to spice up the Business in the coming months?

Nervously,
Ned

Dear Ned:
I hear you. It's always hard to reinvent yourself, trying new and innovative techniques during down-cycles. Here are a few suggestions you may want to keep in mind:

1. Talk some of your office mates into a new approach to team bonding. Dress for beach volleyball and meet in the nearest park during the noon hour for some old-fashioned fun and camaraderie.
2. If it's too cold, urban parks are a good place to bring binoculars and watch for nut gathering squirrels.
3. Don't make John Edwards' mistake. Spend more time making public appearances instead of private ones.
4. Start an at-work savings plan by making your computer coin operated.
5. Give your financial status an extra boost by looking for loose change under the sofa cushions at home.
6. Make sure the fee in every deal you work on, exceeds the amount in your tip jar.
7. Watch your Clients' reactions closely. After your advice, be careful that you are not given the thumbs-up sign with a different finger.
8. No one ever said commercial real estate would be a piece of cake or a walk in the park, since nobody knows what the heck they're talking about.
9. Remember, running around the office screaming "we're gonna starve," will only get you hurt.

2009 CAR Awards Charity

With much enthusiasm, the Commercial Association of REALTORS is proud to announce that our charity of choice for the 2009 CAR Dinner & Awards Celebration is the **Children's Center of Clackamas County**.

The Children's Center provides medical assessments for children who are suspected of abuse or neglect. The Center is currently raising funds for a building project that will facilitate the growing number of children in need.

The event will take place on March 5th, 2009 at the Governor Hotel, and CAR has set the aggressive goal of raising \$60,000 for the **Children's Center**. For donation and sponsorship opportunities, please visit the CAR website www.orcar.org or contact the CAR office at (503) 226-4545.

Have You Completed Your Ethics Requirement?

*** You only have 3 months ***

The National Association of Realtors® (NAR) requires all Realtors® to complete two and a half hours of ethics training every four years.

The deadline for the current four-year cycle is December 31, 2008

Failure to meet this requirement will result in Realtor® suspension on January 1, 2009

The Commercial Association of REALTORS is pleased to recognize the following for their membership with CAR for over 5 years; their contribution to CAR is immeasurable.

Sharon Adams	Mel Adams	Matthew Adams	Richard Allen
Diana Allmer	Todd Amacher	Carl Anderson	Cini Apostol
Kory Arntson	B.J. Atwood	Lana Baldock	Kelly Bankes
Steve Barber	Ty Barker	Luther Barker	Craig Barnard
Steve Barragar	Doug Bartocci	Ronald Beltz	Janet Bernards
Bob Bernhardt	Leslie Bick	Brian Black	Robert Black
Rick Bolme	Lyn Bonyhadi	Molly Bordonaro	Jeff Borlaug
James Bourdin	Denise Bourland	Dan Bozich	Janis Brabham
Sarah Bracey	John Bradley	Chase Brand	Jennifer Brester
Gary Brewer	Thom Brockmiller	Thomas Brown	Scott Butth
Mariah Cabrera	Herb Calhoun	Darell Calhoun	Jeffrey Capen
Lindsay Carlson	Mike Carlson	Mark Carnese	James Carver
Barbara Casey	Adam Cassie	Eric Castle	Teresa Fuhrer
Eric Fuller	Kim Gach	Larry Garcia	Philip Gardner
Mike Gibson	John Gibson	Susan Glen	Greg Gonzalez
Mark Goyak	Eugene Grant	David Green	Mike Greeninger
Gary Griff	Lori Griffiths	Molly Hagan	Martin Hall
Donald Hanna	Garrret Harper	Eric Haskins	Ed Hayden
Phillip Higgins	David Hill	Katherine Hill	Randy Hoaglin
Coby Holley	Ed Hopkins	Joe Hughes	Deanne Hulden
Mark Hush	John Ianos	Susan Iggulden	Brett Irons
Eric Jacobsen	Craig Johnson	James Johnson	Diana Jones
Rolland Jones	Kevin Joshi	Trevor Kafoury	Patty Kellar
Donna Kelley	Jon Kellogg	John Kennedy	Paul Kerkar
Kelly Keys	Rob Kimmelman	Peter King	Charles Kleier
Steven Klein	Jon Kline	Robert Knight	J.C. Kootnekoff
Nicholas Kucha	Jory Lakeman	George Lampus	Jake Lancaster
Dian Lane	Howard Larson	Pat Lawrence	John Lee
David Levich	Richard Levy	Michelle Maltase	Steven Marcy
Daniel Marrin	Allen Marshall	Doug Marshall	Gary Martin
Melody Martinez	Rick Martinson	Emily Matza	James Maxwell
Mark McFarland	Benjamin McInnis	Malcolm McIver	Nancy McNeill
Edward Meaney	John Medak	Merton Meeker	Don Mele
Tony Mendezona	Michael Merino	Lewis Moller	Anthony Morton
Colleen Moss	Kevin Murphy	Greg Nesting	Tamara Newby
Michael Newman	Clay Newton	Michael Nichols	Robert Niehaus
Michael Nye	Roxann O'Bryant	James O'Bryant	Alan O'Leary
Jeffrey Olson	Denis O'Neill	Laura Pallin	Claire Paris
Kenneth Paton	Scott Perry	Matt Powell	Ryan Prusse
Patricia Raicht	Merle Reasor	Michele Reeves	Chad Rheingold
Jacque Ritchie	Jan Robertson	Jack Rockwell	Byron Roselli
Steve Roselli	Joel Roth	Garrin Royer	Autumn Rudisel
Joe Sandahl	Sean Scanlan	Matthew Schweitzer	KellyShea
Todd Sheaffer	Robert Simon	Eric Sklarz	Dan Slevin
Donald Sloan	Thomas Smith	Ryan Smith	David Snyder
Joe Sosky	Trevor Sosky	Peter Stalick	Nick Stanton
Eric Steilmeyer	Dietra Stivahtis	Susan Stone	Peter Storton
Joe Sugura	Brian Sullivan	Irfan Tahir	Dan Tapella
Brian Thomas	Connie Thomson	Loyda Timmins	Jackie Titus
Penelope Tolva	Brian Tracy	Mai Truong	Sean Turley
Dwight Unti	Bradford Vincent	Corey Walker	Duncan Walker
Kirk Ward	Aaron Watt	James White	Bill Wiggins
Sam Williams	Ty Wyman	Kelly Yoo	Jon Younce