



Dallas-Fort Worth

LOCAL PRODUCT COUNCILS PRESENT

WHAT'S NEW WHAT'S NEXT?



**OPC &
HEDC**

Office

Hotel &
Entertainment



MODERATOR
Eric Krueger
Balfour Beatty



David Cunningham
Granite



Derrick Evers
Kaizen Development



Joseph Pitchford
Crescent Real Estate



Clay Roby
Stillwater Capital

Flight to Quality

Flight to Quality has become a pervasive term in the post pandemic business world. As workers return to the office and resume business travel, there is greater emphasis on a sense of well-being, connectivity to outdoors, collaborative spaces, access to fresh air and natural light, and demand for sustainability credentialed hotels and office buildings. Older, poorly amenitized properties are facing massive acceleration toward obsolescence. Renovation of Class A office and Upper Scale hotels is a matter of fact to remain competitive. This panel will investigate unique strategies to stay ahead of their competition and maintain an edge in return on investment for commercial properties.

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BIOS

Eric Krueger

Eric Krueger is the current Executive Vice President, Texas for Balfour Beatty. Erick has overall responsibility for business acquisition, marketing and communications and future business planning across Texas. He believes in a strong operational culture based on servant leadership that celebrates our clients, community and each other. He is an alumnus of the Southwest Airlines

Culture Committee, The Parkland Foundation and The Real Estate Council (TREC). He is also a former associate board member and mentor for the Cox School of Business at Southern Methodist University. Eric currently serves on the Board of Directors of the American Heart Association - Tarrant County and At Last!

David Cunningham

David R. Cunningham, Senior Director – Development & Construction, joined Granite Properties, Inc. in July of 2000 as its Development Partner. David is responsible for all real estate development and construction management functions nationally for Granite Properties which has offices located in DFW, Houston, Atlanta, Denver and Southern California. David's responsibilities include opportunity and investment identification, underwriting, entitlement, design, and construction for all development projects in Granite's portfolio. David has a Bachelor's of Science Degree in Architecture and Construction Management from Texas A & M University and has completed short term Real Estate Finance programs at Southern Methodist University as well as the Key Man Program at Harvard University School of Business.

Derrick Evers

Derrick Evers is a co-founder and Managing Partner of Dallas-based Kaizen Development Partners (KDP), a full service commercial real estate development firm specializing in office and urban mixed-use developments. Mr. Evers brings a versatile and deep knowledge of development, master planning, entitlements, construction and capital markets with over twenty (20) years of extensive and diverse project management experience, ranging from healthcare, government and corporate to academic developments. Mr. Evers attended Graduate School at Harvard Business School (OPM), did his undergraduate at Texas A&M in Construction Science/Management and is an Adjunct Professor at SMU.

Joseph Pitchford

Joseph F. Pitchford serves as Managing Director, Development, for Crescent Real Estate, LLC. As leader of the firm's award-winning Development Group, his responsibilities include project identification, feasibility analysis, design management and construction execution. Mr. Pitchford has twenty-five years of experience in commercial real estate, particularly in real estate development strategy and project management. He is currently leading the development of the new world headquarters for American Airlines (2.2 million square feet), and the 1 Hotel / Embassy Suites in Nashville (712 guest rooms). Mr. Pitchford received his Bachelor of Architecture degree from the University of Notre Dame and his Master of Business Administration degree from the Darden School at the University of Virginia.



BIOS

Clay Roby

Clay Roby is a managing director at Stillwater Capital, where he is responsible for evaluating and implementing investment and development strategies for the firm. Prior to joining Stillwater in 2017, Roby served as the director and development manager of Capital Markets for Woodbine Development Corporation, a multi-billion-dollar real estate investment and development company.

Roby has experience in every critical phase of development, giving him a rare and insightful depth of understanding of the development process. He has contributed to project underwriting, due diligence, capitalization, partnership structuring efforts, managing project-level design, planning and other construction activities. Roby received a Bachelor of Mechanical Engineering from Texas A&M.

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