



# FEI Arizona Chapter e-Newsletter

**October 2016**

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## **Join us for the chapter meeting on Tuesday, October 11, 2016**

at the Phoenix Country Club, 7th St. & Thomas

## **Calendar of Events**

2016-17 Program Season

**October 11, 2016**

Robert Robb, Political Columnist,  
The Arizona Republic

**November 1, 2016**

Dr. Stephen Hansen, President &  
CEO, Arizona Humane Society

**November 17, 2016**

CFO of the Year Awards  
Desert Ridge

**Friday, December 2, 2016**

Holiday Party  
Grayhawk

**January 10, 2017**

Wolfgang Koester, CEO, FiREapps

**February 15, 2017**

## **SCHEDULE:**

**4:00 p.m.**

**Sponsor CPE Meeting Presented by Keyser**

**The CFO's Guide to Real Estate Leases**

**5:00 p.m.**

**Networking - Hosted Cocktails sponsored by**



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**6:00 p.m.**

**Dinner and Program -**

**Political Potpourri: A Discussion of Contemporary  
Politics & Issues**

Elliott Pollack, Sr. VP & Economist, Elliott D. Pollack and Company

Robert Robb, Editorial Columnist, Arizona Republic

## PHOTO NIGHT

Members & Sponsors -

We will have Mike Luna on site to take directory photos.

If you are a new member or want to get an updated photo, please plan to do that between 4:00-6:30 pm

### March 14, 2017

Academic Excellence Awards Night  
Craig Van Slyke, Dean of the W.A. Franke College of Business, NAU

### April 12, 2017

Jeff DeWitt, Treasurer, State of Arizona

### May 9, 2017

Greg Lee, CFO, Arizona Cardinals

*All events are at the Phoenix Country Club unless otherwise noted.*

## RSVP's due by noon on October 7, 2016

To register for the meeting, please click the link below:

[Register Now](#)

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### Dinner Program - 6:00 p.m.

### Political Potpourri: A Discussion of Contemporary Politics & Issues

Robert Robb, Editorial Columnist, Arizona Republic



This month we are pleased to welcome Robert Robb, editorial columnist with the Arizona Republic. Robert will share with us his views on the political landscape with the upcoming elections. The evening will offer up an opportunity for thought, debate, and discussion.

*Approved for 1 CPE credit; Field of Specialized Knowledge & Applications*

### About Our Speaker

Robert Robb became an editorial columnist for *The Arizona Republic* in July 1999. The *Wall Street Journal* has called him the "dean of Arizona political journalists." Prior to joining *The Arizona Republic*, Robb ran his own public affairs and public relations agency for 13 years. He has also worked as vice president for public affairs for the Phoenix Chamber of Commerce and as vice president for governmental affairs and publications for the Arizona Chamber of Commerce.

Before joining *The Arizona Republic*, Robb wrote and commented frequently on public policy and politics for the Republic and other media. For several years, he did a weekly commentary for the "Horizon" program on Phoenix's public television station. Robb still appears frequently on local television and radio and has been a guest on PBS's *The NewsHour*, MSNBC, BBC Worldwide, CNN's

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## FEI Arizona Chapter Website!

[www.feiaz.org](http://www.feiaz.org)

Please pardon our  
construction!

The national website  
platform we use for our  
website underwent a  
complete change and we  
are working with them to  
get our site updated.

Please submit any changes  
to your information at  
anytime throughout the  
year.

American Morning, C-Span and several shows on Fox News. He has also been published by the *Wall Street Journal* and RealClearPolitics.com. The Morrison Institute and the Goldwater Institute have published research papers by him and he currently serves as a Distinguished Fellow for the Morrison Institute.

Robb served as a judge for the Pulitzer Prize in 2013 and 2014. In 2015, he placed second in the Bastiat Prize, an international competition for economic writing sponsored by the Reason Foundation. In 2000, Robb was a media fellow with the Hoover Institution. In 2009, he was awarded a fellowship for study in Japan by the Foreign Press Center Japan. Before becoming a journalist, Robb served on the executive committees and boards of directors for the Phoenix Zoo, the Phoenix Chamber of Commerce, and the Goldwater Institute for Public Policy Research.

Robb graduated in 1976 with a degree in political science from Occidental College in Los Angeles.

## **4:00 p.m. CPE Meeting**

### **The CFO's Guide to Real Estate Leases**

Presented by Blake Hardison, Keyser

Too often real estate negotiations are tilted in favor of the landlord, leaving tenants to accept unfavorable lease terms. This CPE course is intended to help CFOs not only even the playing field but also gain an edge throughout the real estate negotiation process.

Blake Hardison is going to present 6 areas in which tenants are most likely able to reduce real estate spend and minimize risk. This CPE session will leave you with specific real estate lease knowledge and help you understand real estate negotiating strategies that can help you and your company.

*Approved for 1 CPE credit; Field of Specialized Knowledge & Applications*

### **About Our Speaker**

Blake is a founding member of Keyser and one of the key contributors to the company's overall direction.

Blake understands the detailed nuances of commercial real estate, but even more importantly, he knows how to create real estate solutions that are in line with a company's overall objective. His clients include both national and international corporations that have turned to him for customized commercial real estate solutions. Prior to Keyser, Blake specialized in disposing of assets on behalf of institutions, banks, and property owners.

**Policy Statements:**

On-time reservations are due by 1 p.m. on the Friday before the meeting.

Reservations allow for ordering the right number of meals without waste and cost to the Chapter as well as avoiding the embarrassment of not having enough entrees.

If you make a reservation and subsequently must cancel, be sure to do so by the Thursday before the meeting.

Each member is allowed up to two "no shows" or late cancellations a year - it is understood that life happens. After two, the member (or his/her guest) is requested to pay for the dinner.

*Financial Executives International (FEI) is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors through its website, [www.learningmarket.org](http://www.learningmarket.org).*

**Instructional method:** Group-Live  
**Recommended CPE Credits:** 1.0  
**Experience Level:** Basic  
**Prerequisites/advance preparation:** None

*For FEI CPE credit, one hour equals 50-minutes according to the NASBA guidelines. Some state boards may differ on how many minutes constitute a credit hour. Contact your state board for more information. For more information regarding administrative policies such as complaint and refund, please contact our offices at 973.765.1029.*

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# KEYSER

## relentless client champion

As one of the leading commercial real estate and business advisory firms, our primary objective is clear-cut: To design and implement the best space, real estate and business consulting solutions for our clients across the globe.

Every day, we talk to CEO's, CFO's, real estate directors, board members, and senior management teams to learn and understand their businesses unique needs. At the same time, we're bringing in cutting edge real estate resources and business advisory personnel with a wide variety of skill sets and backgrounds, seeing how we can best put their skills to use to solve problems and improve our clients' profitability and performance.

We also help organizations with some of their most critical day-to-day tasks, helping with workforce & operational consulting, financial & technology management, strategy & market positioning, and training and organizational development to unlock the secret to human performance as well as align real estate with business objectives and operations.

This happens every day-in just about every industry-with a best-in-class talent roster that includes strategic planners, brokers, project managers and business advisors to solve business and real estate needs and challenges.

KEYSER is an innovative commercial real estate and business advisory firm that represents the global needs of office, industrial, retail, educational, and healthcare users, helping them with all real estate and business consulting needs to increase profitability, improve business performance, and reduce inefficiency and cost. For more information, please visit [www.keyserco.com](http://www.keyserco.com).

# CFO

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## OF THE YEAR AWARDS

Thursday, November 17, 2016  
5:30-8:30 p.m.  
J.W. Marriott Desert Ridge

### Honoring outstanding financial executives in Arizona.

Since 1931, Financial Executives International (FEI) is recognized globally as the leading organization for senior-level financial executives. FEI-AZ Chapter is proud to present the 10th annual CFO of the Year Awards. This event is the most prestigious financial executive awards in Arizona and the one not to miss!

Be there for the announcement of the 2016 CFO of the Year recipients

#### Ticket Prices:

Executive/Entrepreneur FEI Members - FREE  
RSVP to [admin@feiaz.org](mailto:admin@feiaz.org)

#### Single Tickets:

\$110

*\$135 after November 1*

#### Reserved Table of 10:

\$1,000

*\$1,250 after November 1*

For tickets, visit

<http://azbigmedia.com/cfo-of-the-year-awards>

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