

2010 Board of Directors Election Nominee Application

Name: Jeremy Benkin

Title: National Director, Procurement

Organization: CB Richard Ellis

Address: 5100 Poplar Avenue, Suite 1000, Memphis, TN 38137

Membership Category: Building Owners, Facility Managers and Developers;
Real Estate Brokers and Property Management Firms

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Board member requirements include attendance of a minimum of 6 of the 12 monthly board meetings, being a chapter member, and signing the attached conflict of interest policy acknowledgement.

a. Why do you wish to serve on the USGBC Memphis Regional Chapter Board?

I believe that I can help the chapter grow its base and bring representation for a constituency that is currently underrepresented within the local market. There is a growing acceptance of green building principals among business leaders and Commercial Real Estate practioners are the bridge to a majority of the built environment.

b. Please provide a summary of your professional qualifications, knowledge and experience that is of the greatest relevance to the Chapter. Also indicate the degree to which you have senior management and executive level experience.

I have been involved in the commercial real estate industry for 19 years, and currently serve as the National Director of Procurement for CB Richard Ellis' Asset Services portfolio. In this capacity I create and manage buying programs and practices of a 4,500 building and 700 MM square foot portfolio of property management engagements. During 2007, our firm formalized an enterprise-wide organization to put greater emphasis on leading our industry toward more sustainable practices. I serve on this core team and lead our efforts in the area of resource conservation Through a restructuring of our waste stream management practices I have been successful in driving 75%+ diversion rates in mutli-tenant office properties. These recycling programs have been recognized by the EPA Wastewise program and the National Recycling Coalition for their innovation and engagement of occupier constituents.

c. The USGBC and Chapters are committed to strengthening membership diversity. What resources could you bring to bear (e.g. demonstrated expertise, leadership positions and willingness) to help further Chapter participation from high priority sectors including: real estate, energy/utility, finance/insurance, residential, corporate and product manufacturing? You can also address other sectors you think require greater involvement in the Chapter.

As a member of the core team of CB Richard Ellis, greening our building management practices, I think I offer a connection to both peer organizations from which we can draw membership growth, but also a broad constituency of owners, occupiers of commercial real estate and support services. I believe these relationship s will help broaden the membership of the local chapter not only within the real estate arena, but with material manufacturers and service providers that I interact with through my business dealings.

d. One of the most important functions of the Board members is fundraising and other activities to support priority needs of the Chapter. This may take many forms, including direct sponsorships; helping secure funding or otherwise opening doors from corporate, governmental and charitable sources; seeking third-party sponsors; recruiting important new members; in-kind support; etc. Please explain your ability and willingness to participate in resource development.

If provided with the opportunity to assist the chapter I would be happy to help pursue fundraising to support the organization's goals. I have worked on several sponsorship and fundraising efforts in the past and believe

that business and the broader community generally seeks these kinds of opportunities. While many factors play into an organizations decision to participate with non-profits. The USGBC and the Memphis chapter sit at the center of a timely topic.

e. Describe what expertise, experience and resources you would bring to any of the following priority activities: membership growth, sponsorship, and education programs.

In my current role I have direct responsibility for soliciting sponsorship for several industry and company events. Annually I am charged with raising in excess of \$1MM to support various initiatives dictated by CBRE. I have had previous experience working with sponsorship management in the non-profit environment as outlined in my answers below.

Another portion of my role within our Sustainability Operations Group has been to support the development of training programs for our 29,000 employees. In this capacity I directly managed the LEED technical reviews for 2,500 individuals over the past 12 months, and have helped to develop the training programs to expose sustainability into various business offerings.

f. Describe your experience from other organizations with successful Chapter programs.

I have served on many committees and held chair positions during my past associations. Of particular relevance would be the Building Owners and Managers Association, National Association of Purchasing Managers, Denver Metro Commercial Association of Realtors and the Memphis Association of Realtors.

g. Leadership positions (volunteer or professional staff) with non-profit governance.

For the past year I have served on the board of the Memphis Regional Chapter of the USGBC. Prior to my relocation to Memphis, I served as the Production Chair and Assistant Chair of the Cherry Creeks Arts Festival (CCAF). The primary event for the CCAF was a three day outdoor juried event with an annual attendance of 350,000 and 1,000 volunteers. CCAF also hosted year-round educational and community outreach programs for which I was able to obtain various in-kind donations of space and materials. Critical to the success of CCAF was a host of sponsors and benefactors that underwrote the annual budget which varied between \$1 and \$2 MM.

Following our move, my wife and I were involved in the formation and coordination of the Red Carpet Bash, to support St. Jude Children's Research Hospital and the Birdhouse Bash to support St. Mary's Catholic Church reconstruction fund.

h. Please identify any affiliations, memberships and accreditations that may be pertinent for Chapter leadership.

I currently hold a Real Property Administrator Designation for the Building Owners and Managers Institute, am a LEED Accredited Professional, hold a Tennessee Real Estate License and am pursuing my Certified Professional in Supply Management (CPSM) designation.

i. What do you see as the greatest impediments to the acceleration of green building demand, delivery, and accessibility for the region?

I believe education and awareness of the marketplace remains the biggest impediment. People want to do the right thing but are confused about process or are stuck with misconceptions of the LEED system and its application

j. What are some immediate changes the Memphis Regional Chapter could make to increase effectiveness?

To improve effectiveness we need to increase the chapters profile within the region. I think there are several avenues that will support this but they will all rely upon an effective communications strategy.

Please submit forms by (DECEMBER 11TH 2009) to (REGINA HUNT at regina@cscmemphis.com or MATT COULTER at mcoulter@allenhoshall.com If you have any questions please feel free to call Regina at 901-461-2239 or MATT COULTER at 901-603-2300