

## **CORFAC International European Chapter Conference**

**Chicago, IL** (June 2, 2015) – Over the last three and a half years, CORFAC International's European presence has grown dramatically. Since the fall of 2011, CORFAC International has expanded with 10 new firms in Europe and several in other key global markets.

Last week CORFAC International held its spring semiannual European Chapter Conference in Paris, France. The European Chapter has been meeting semiannually outside of regularly scheduled CORFAC meetings in North America for the past 18 months. Nine firms and 16 participants attended the two-day event, which was a mix of informal networking combined with business development sessions, best practices workshops and evening entertainment.

Participating Firms at the May 27 and 28 meetings in Paris were: **BG Carré/CORFAC International** (France) served as the host firm. Also attending were: **P&A Siglo XXII/CORFAC International** (Spain), **Berendes and Partners/ CORFAC International** (Germany), **HWBC/ CORFAC International** (Ireland); **Stanley Finklestein/CORFAC International** (Israel), **IL PUNTO/ CORFAC International** (Italy), **ESOP Consulting/ CORFAC International** (Romania), **Bright Rich/ CORFAC International** (Russia) and **Farebrother/ CORFAC International** (United Kingdom). Steve Podolsky joined the group in his capacity as 2015 Chair of the International Committee of CORFAC.

The guest speaker was Andy Watson, Managing Director for LaSalle Investment Management/Europe.

Each CORFAC firm shared local market intelligence and business conditions on their respective markets, as well as briefings on their top 10 clients, the largest tenants in their respective markets, investment opportunities in their countries and the names of foreign clients that they would like to reach. During the best practices workshops, the group shared examples of leasing, sales and valuation brochures and discussed ways of integrating technologies to more broadly market properties across borders and broadcast client requirements in both leasing and acquisition situations.

The group reviewed its participation at MIPIM, plans for attending Expo Real and discussed adding new affiliates to further its coverage of Europe.

“The meetings were very productive and helped establish a process for generating more business together. By the end of the meetings, all firms reported having potential deals in the pipeline,” stated **Alistair Subba Row** of Farebrother. Alistair led the meeting in his capacity as Head of Europe. “However, we also worked on supporting each other in ways that typifies CORFAC International as an organization – it is not always about a deal and is just as often about developing relationships that benefit our respective firms in terms that are not always measurable,” said **Steve Podolsky**, SIOR, from Chicago-based PodolskyICircle CORFAC International.

The fall 2015 European Chapter conference is scheduled for November in Tel Aviv, Israel. CORFAC's Global Fall Summit will be in Minneapolis, MN from September 9-12.

### **About CORFAC International**

Based in Chicago, IL, CORFAC International (Corporate Facility Advisors) is comprised of privately held entrepreneurial firms with expertise in office, industrial and retail real estate leasing and investment sales, multifamily property acquisitions and dispositions, property management and corporate services. In association with global affiliates, CORFAC International offers commercial real estate services with market reach in 48 countries worldwide. Founded in 1989, CORFAC firms completed more than 10,000 lease and sales transactions totaling approximately 400 million square feet of space valued in excess of \$7.4 billion in 2014. For more information on the CORFAC network, call +1 224.257.4400 or visit [www.corfac.com](http://www.corfac.com).