

## Andrew Cheney Lee & Associates Named NAIOP Chairman

Character, charm, personality, and a passion for commercial real estate define Andrew Cheney, Principal with Lee & Associates. With those attributes, it's not difficult to see why he was chosen as the 2018 Chairman for NAIOP Arizona.

Cheney learned about the world of real estate at The Village Tennis Club in Phoenix at a young age. // "I saw various professionals who worked in real estate," he says. "It looked like they had fun working and also had time to spend with their families." // After receiving his bachelor's degree in civil engineering from the University of California at Irvine with a minor in business management, Cheney played tennis on the ATP's minor league circuit for four years before moving back to Phoenix and getting involved in commercial real estate.

### Real Estate

Cheney credits one of his mentors, Daryl Burton, as the force behind his decision to become a broker. Burton's industry contacts were at Cheney's disposal. In 2003 Cheney met his next mentor and current business partner. // "I was Craig Coppola's runner for two and a half years,"

Cheney recalls. "It was brutally painful, but worth it." // Cheney and Coppola bonded over their shared ventures in sports. Coppola played baseball for the Minnesota Twins organization in 1983. // "I wanted to make sure I had the best possible mentor in real estate," Cheney says. "And I did. He's the best." // Burton says of Cheney, "Andrew is a great deal maker and probably made the toughest deal any broker has done in the last decade: He convinced Craig Coppola that he was the partner Craig has been looking for the last 20 years and that he, Andrew should be a full partner. He also got married and became a father while keeping up with Craig 24/7/365." // Cheney and Coppola have been partners at Lee & Associates since 2006. The Coppola Cheney Group has completed more than 3,500 transactions and Craig has been awarded NAIOP Office Broker of the Year six times. Cheney is a past winner of NAIOP's Emerging Broker of the Year and Developing Leader of the Year.

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*- Daryl Burton, President, Reliance Management*

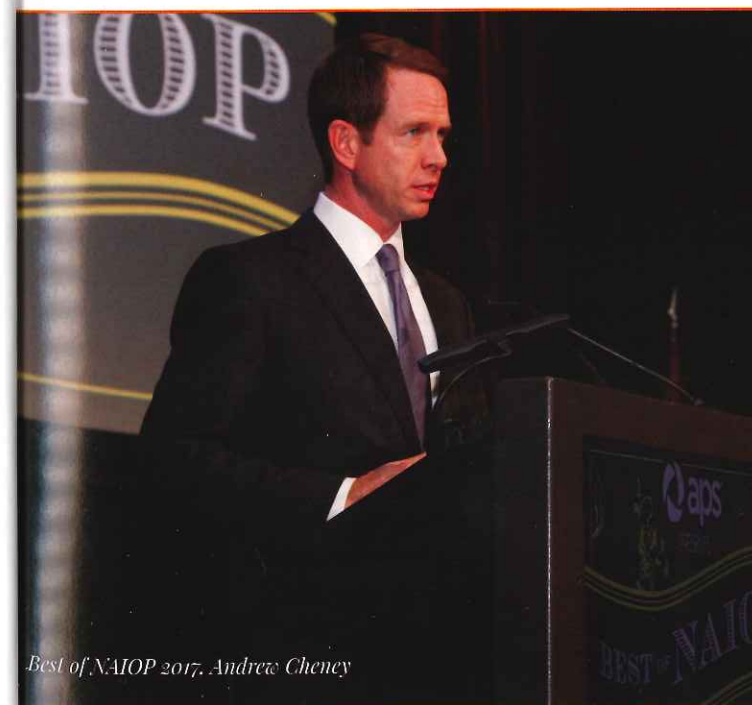
### NAIOP

"I've been involved in NAIOP since my first week in the business," Cheney says. "I learned very early on in my career that all the relevant players in the office and industrial world are involved in NAIOP." // NAIOP (National Association for Industrial and Office Properties) is the nation's largest commercial real estate trade organization; the Arizona Chapter is the sixth largest in the U.S. // In addition to meeting various heavyweights in the industry, Cheney also met his wife, Carolyn, at NAIOP's biggest event in 2012, the Best of NAIOP. // As Chairman of the 2018 board, Cheney says there are exciting changes coming to NAIOP this year, including revamping the Best of NAIOP awards show. In addition to networking, Cheney says the industry group is focusing on increasing education programs. // "In the past, people would associate NAIOP with networking only, not

necessarily education. I would counter that. Our educational offerings are just as good as everyone else's, if not better." // On the public policy front, as always, NAIOP's number one priority remains reducing and opposing taxes, fees and regulations for the commercial real estate industry.

### Future

With more than 40 NAIOP events a year, Cheney has his hands full with a growing family at home and his continued work at Lee & Associates. // It's nothing he can't handle, however. // "There's a need to achieve, for better or for worse," he says. // Cheney credits his talented teams at both Lee & Associates and NAIOP. // "When you have a good team, everybody wins," he says proudly. // Cheney has a bright future with NAIOP. With a focus on education and public policy, he is continuing efforts to benefit commercial real estate in Arizona.



Best of NAIOP 2017, Andrew Cheney



Best of NAIOP 2017, Andrew Cheney, Jeff Foster, Mark Detmer, Tom Johnston