

2017 Business Record CRE Professional of the Year

Nominee's Name: Tom Gayman

Title: Sr. Vice President

Company Name: R&R Realty Group

Address: 1225 Jordan Creek Parkway Suite #200

Phone: 515.223.4500

Nominee's email address: Gayman.Tom@rrrealty.com

1) How long has nominee worked in the commercial real estate industry?

Tom began his career with R&R Realty Group on May 1, 1987. He started with Management Professionals Inc. (MPI is a subsidiary of R&R Realty Group). In July 2008, Tom took his current role with Real Estate Advisors as Sr. VP-REA.

2) What are some of the reasons that this nominee should be considered for this award?

Enclosed below are a series of testimonials from co-workers, clients and friends that demonstrate why Tom Gayman is exactly the kind of person to be a CRE Professional of the year.

"Tom Gayman is a real estate legend in the Central Iowa. Over the years, Tom has helped R&R Realty become the largest commercial developer in Iowa. When a large transaction is announced Tom usually is involved as he has brought thousands of jobs to Central Iowa. On the personal level Tom has given so much to his community such as being a member of the Urbandale City Council, President of the Urbandale Chamber of Commerce, and donating his time and talents to the Central Iowa Rebuilding Together projects as a board member and volunteer. He is a devoted husband and father involved with his many family activities. No other person in Iowa deserves this award more than Tom Gayman."

Senator Brad Zaun

Iowa State Senate District 20

"I have worked with Tom Gayman for 7 years, and can honestly say I have never met anyone as motivating, appreciative, genuine, and successful as he is. Tom continually conducts his business the "old school" way – handwritten thank you notes, face to face conversations – no hiding behind the electronic world of emails. It is not unusual for Tom to bring gifts to fellow employees who have helped him with a client, or to take a thank you gift to the client themselves for putting their trust in him and the company. Tom is an excellent mentor for those just starting out in the business, and he continues to be the #1 fan for those he mentors as they advance in their

careers. Tom has had great success in the commercial real estate world, and I believe this is due in great part to his ability to form genuine, long-lasting relationships with everyone he meets.”

Shelli Bridgeman, Executive Assistant

R&R Realty Group

“Tom is consistently a top producer. He has a solid reputation in the greater Des Moines area as an energetic, results-oriented commercial real estate broker that values customer relationships and customer service as his top priorities. Throughout the past 31 years, Tom has worked in commercial property management and leasing in office, industrial, flex, and retail properties. He truly understands all aspects of a commercial real estate deal.”

Wendy Ogden, Associate General Counsel

R&R Realty Group

“Tom has been a personal friend of mine for many years, and he is my colleague on the Urbandale City Council. As Mayor, I have observed how Tom works tirelessly for his constituents. He fully investigates every issue we deal with. He asks the hard questions. He uses good judgment in making decisions. Of course, his real estate expertise is vital as we make important economic development decisions for our city. As an attorney, I have also had the privilege of working with Tom on lease issues, and he is the consummate professional. I can’t think of a person more deserving of this award.”

Robert D. Andeweg, Attorney at Law

NYEMASTER GOODE, P.C.

“My experience with Tom when "Selling Urbandale" was when the Urbandale Chamber was looking for space. The Chamber looked at multiple spaces with Tom. We understood his passion for the city. What I discovered was his in-depth knowledge about the market, building quality, building maintenance of his firm and his competitors. This was a huge advantage to us as potential tenants because it gave us the opportunity to be more informed about the financial commitment to be made. This was valuable because Tom did not disparage the competition just let us know what critical questions to ask whomever we were considering for the office space.

Tom is the quintessential real estate professional in Urbandale and the Des Moines Metro Area. R&R is fortunate to have a man of such professionalism on their staff. Tom represents R&R well because of his quality character, true professionalism, and work ethics both on and off the job.”

Jack Fries, Advanced Financial Planner

Nationwide Insurance

“Tom Gayman, CPM, is a results-oriented leader with more than 31 years of experience in commercial property management and commercial real estate leasing. Tom is a Certified Property Manager (CPM), and a member of the Institute of Real Estate Management. Tom is currently Senior Vice President at Realty Marketing Group, an R&R Realty subsidiary, and is active in the sales and leasing of industrial, flex and office space. He knows the commercial real estate industry well and is recognized as an expert in the Des Moines industrial market.

“Tom is a passionate and hardworking professional. He goes to great lengths to take tremendous care of his customers. He is well respected by his peers in the industry and he has proven to be a leader in our marketplace

through his vast knowledge and experience in commercial real estate. Tom is also an inspirational leader who demonstrates high personal and professional ethics.”

Mark Rupprecht, President

R&R Realty Group

“As a tenant placed in the perfect location with the exact office layout I needed, it is my pleasure to recommend my leasing agent, Tom Gayman, as CRE Professional of the Year. Tom worked diligently to determine the unique needs of my CPA firm. We explored different locations, build outs and options to maximize professional image, efficiency and client appeal. Tom’s professionalism didn’t end with the signing of the lease. He monitored our construction and determined our carpet had been inadvertently shipped to the wrong state. Tom worked his magic to get us into our beautiful new space on-time and exceeding all expectations. Tom keeps my business by regularly stopping (he says for a cup of coffee, but I know he is checking to make sure we are happy and comfortable).”

Al Kaduce, President

Kaduce & Company, P.C.

“I have worked with Tom Gayman and R&R Realty since coming to the Board of Regents in 2007. He has been wonderful in helping negotiate our lease, and assisted greatly in our recent office remodel by helping us find a creative financing model and connecting us to the right remodelers and other vendors. I recommend Tom and R&R Realty for real estate needs.”

Patrice Sayre, Chief Business Officer

Board of Regents

“Tom Gayman and the word “integrity” are synonymous. I am delighted to have served on boards and volunteered for organizations alongside Tom. You simply will not find a more dedicated and professional community leader who not only achieves, but consistently exceeds. expectations. What a wonderful role model Tom Gayman is for us all.”

Rita Perea, Owner

Rita Perea Consulting

“I had the pleasure of working with Tom and his team on finding a new retail location for Interstate Batteries' All Battery Center. After almost a year of working with another brokerage firm, I was beginning to become somewhat frustrated with their lack of communication and being able to locate possible opportunities. Tom and his team quickly went to work and located a perfect location! Free-standing with great visibility and access. Tom and his team handled the lease negotiations with professionalism and efficiency. In a matter of days, our franchisee had a signed lease and is now building the space out. Without, Tom and his team, I believe we would still be trying to find a space. I would highly recommend Tom and his team!!

Terry Ward, Real Estate Development Manager | Sr Real Estate Manager
Interstate Batteries

3) What honors or awards has this person received?

1. Multiple recipient of the Star Producer and Rainmaker Awards (R&R Realty Group)
2. Century Donor-Boy Scouts of America
3. Eagle Scout

4. CPM-Certified Property Manager designation
5. Graduate of the Greater Des Moines Leadership Institute
6. Member-Institute of Real Estate

4) What associations does this person belong to?

1. Iowa Commercial Real Estate Association
2. Twice elected to the Urbandale City Council
3. President of the Urbandale Chamber Of Commerce
4. Central Iowa Rebuilding Together (board member and volunteer)
5. Serves on the board of directors for the Urbandale Chamber of Commerce
6. Serves on the board for Des Moines Area Regional Transit (DART)
7. Serves as Chair Of Membership Committee for the Des Moines Embassy Club
8. Currently serving as mayor pro tem for the City of Urbandale
9. Chaired the Affiliate Chambers of Commerce Committee through the Greater Des Moines Partnership

Your Name: Paul Rupprecht

Your Title: President

Your Company: R&R Realty Group – Real Estate Advisors

Your Phone: 515.223.4500

Your Email: Rupprecht.Paul@RRrealty.com