



News From: Boyd Commercial/CORFAC International

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CORFAC International Celebrates 25th Anniversary as a Leading Commercial Real Estate Network

Houston TX (February 5, 2014) – CORFAC International President **Robert Tillsley**, SIOR, is very pleased to announce the 25th anniversary of Corporate Facility Advisors (CORFAC International). CORFAC is a network of independently owned commercial real estate companies with 65 offices in North America and market reach in 60 countries worldwide.

Porter Realty Company Inc./CORFAC International is the official Richmond affiliate for Falls Church, VA-based CORFAC International. Porter Realty Company Inc./CORFAC International was founded in 1965.

CORFAC International was incorporated in 1989 as a not-for-profit association with the goal of becoming an affiliation of like-minded commercial real estate service companies. The business model is unlike other commercial real estate networks because affiliation is dues-based and the organization is governed by a Board representing the member firms.

The idea for CORFAC International came from **Charlie King Jr.**, SIOR and principal with King Industrial Realty/CORFAC International in Atlanta, GA and it started in November 1986 in the coffee shop of the Grand Hyatt Hotel in Manhattan during an SIOR convention. The founding members were interested in starting a new kind of referral network, one built on personal relationships and with invitation-only membership.

“We wanted to have the ability to compete for business on a national basis and yet remain true to our roots as local service providers foremost – more Main Street than Wall Street. We knew we were never going to be like one of the big national companies, but then we didn’t want to be like them. We intentionally established a network of companies in which the principals are closely involved with running their businesses and personally involved in brokerage transactions,” said King.

King attributed the early success of establishing a core group of companies to come together to the implementers.

“The credit goes to Steve Podolsky, Mike Jacobus and Al McConkey. They were all SIOR members and they used their contacts, made the calls and set up the meetings,” he said. **Steven H. Podolsky**, SIOR is a principal with **Podolsky|Circle CORFAC International** in Chicago;

Mike Jacobus, SIOR is a principal with **McBride Corporate Real Estate/CORFAC International** in Paramus, NJ and **Al McConkey**, SIOR was with King Industrial Realty in Atlanta and recently passed away. He was CORFAC's first President.

"I'm proud of the organization's sustainability. Proud of the consistent quality of firms that we've been able to attract and proud of our national rankings with companies and competing network. We've been able to establish strong international affiliates and our sustainability comes from our people and starts with our past presidents, who continue their involvement at a high level," said Steve Podolsky. He served as the organization's fourth president in 1992.

The 2014 President Robert Tillsley attributes CORFAC's success to the long-term relationships that individuals and member firms have established over the years.

"We see each other a couple times a year at our national conferences. We help each other with ideas and best practices for running our businesses – everything from lease administration forms to technology and succession planning. For many of us we've become friends, we trust each other," Tillsley said.

King adds that one of the core features of its network model – of not charging referral fees when two or more real estate brokers work on a multimarket assignment.

"There's nothing off the top in referrals and that has been an important differentiator for our network," King said.

CORFAC firms pay annual membership dues with a two-tiered rate system for headquarters offices and secondary or satellite offices. There are 40 U.S. CORFAC firms with offices in 56 domestic markets and more than a dozen international affiliates serving Canada, Europe and Asia.

About CORFAC International

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 FIABCI (the International Real Estate Federation) and global affiliates, CORFAC International offers commercial real estate services with market reach in 65 countries worldwide. In recent years, CORFAC firms have averaged over 9600 completed transactions annually totaling more than 513 million square feet worth an excess of \$5.95 billion for their customers. For more information on the CORFAC network, contact 703.532.6160 or visit www.corfac.com.
