



News From: Boyd Commercial/CORFAC International

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Doing Business Texas Style (with BBQ, of course)

Houston, Texas, (May 5, 2015) – The idea to get all CORFAC firms in Texas and Mexico together was born out of a conversation between **Mike Boyd** (pictured standing on the left, with hat on) and **Dan Gostylo** (R) during the CORFAC International Spring Conference in Miami a couple months ago.

“We figured that we’re all doing so much business individually, there has to be a lot of opportunity for CORFAC firms to do more together,” Boyd said. He added that he hosted the networking lunch at his place because it is half way between Houston and San Antonio and about equal distance to Austin (though a longer schlep for the two brokers that came from Bradford in Dallas).



In Miami, Boyd and Gostylo were meeting with about 120 fellow brokers to network, generate referrals and trade best business practices when it occurred to them that for as much business as

Mike Boyd's Boyd Commercial/CORFAC International in Houston, Gostylo's Providence Commercial/CORFAC International and Bradford Commercial Real Estate Services/CORFAC International in Dallas/Ft. Worth had done together in the past, there were two new CORFAC affiliates -- in Austin (Centric Commercial/CORFAC International) and Mexico (Citius Capital/CORFAC International) that needed to be brought more closely into the commercial real estate network of independent brokerage firms.

Boyd decided to host a one-day *meet & greet* and finish with Texas BBQ at his ranch in Schulenberg (about 90 minutes west of Houston on I-10).

Last Thursday, all four CORFAC firms in Texas and a group from Citius Capital in Northern Mexico (which has 7 offices in Mexico) came in for the one day meeting on Boyd's property that has cattle, sheep, donkeys and other animals. Both Centric and Citius joined CORFAC International in the fall last year, and after introductions and briefings on their core business and clients, the 29 folks gathered under the oak trees got down to serious business: grilled brisket, chicken and sausage served with ranch beans, cole slaw, peach cobbler and cold beer.



At the Boyd BBQ, Craig Couch, the founding principal with Centric Commercial in Austin, shared that his firm had already completed several outbound lease transactions with CORFAC firms outside of Austin and was currently working on seven other requirements and referrals in different U.S. cities. And call it coincidence or serendipity, the next day Dan Gostylo took a call from a client asking him if he knew someone reliable in Dallas that could handle a 150,000-

square-foot industrial requirement. It's a good thing that Brock Wilson with Bradford Commercial Real Estate Services/CORFAC International attended the BBQ. The Senior Vice President and Managing Partner with responsibility for the DFW Airport submarket joined Bradford about two years ago and is still relatively new to CORFAC and its person-to-person networking model. Gostlyo's referral naturally went his way.

"We are fully engaged and actively pursuing options in Dallas for Dan's client," Wilson said.



Sharon Friedberg and Brock Wilson with Bradford Real Estate Services/CORFAC International in Dallas tell CORFAC attendees about their firm.



L-R Sharon Friedberg, Clay Peebles (Boyd/Houston), Greg Shaw (Boyd/Houston), Phil Crane (Providence/San Antonio), Kent McCoy (Centric/Austin)

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, visit www.corfac.com.