

Developing Leader Profiles . . . People you Need to Know



Name: Scott Gibbel

Company: IDI Logistics

Position: Vice President of Capital Deployment and Leasing

Age: 33

Education: Indiana University (BBA, '10)
University of Wisconsin – Madison (MBA, '16)

Years in Real Estate: 10

1. What led you to work in the Real Estate industry? Describe your current responsibilities:

I was fortunate enough to have exposure to the commercial real estate business from a young age and took immediate interest. My mother, uncle, and grandfather would passionately discuss their perspectives of the management and investment aspects of the business at the dinner table. Those discussions over the years, provided me with the desire and insight to be a part of the real estate entrepreneurial spirit. Going forward, this allows me the opportunity to establish business/client relationships, and to be a part of both the positive economic and social impact within a community via redevelopment.

In July 2020 I took a position with IDI Logistics to lead their Asset Management and Capital Deployment for the Chicago region. Starting a new job during a global pandemic was not anticipated; however, this was an opportunity to grow professionally, working for a company with committed institutional capital, a 30-year development track record, and a commitment to infill deployment. As Vice President, I will develop and oversee our firm's investment strategy to include the identifying and sourcing of industrial acquisitions. Concurrently, I will supervise the management/leasing/disposition efforts related to our existing 3.8MSF portfolio.

2. Who has been the biggest influence in your career?

My uncle, Jim Curtis, who passed away in 2019 from ALS was the biggest influence in my career to date. His passion for the built environment was contagious, and his appetite and vision for working on transformational urban projects is what ultimately attracted to real estate. During my high school and college years he invited me to attend ULI Conferences and various other business meetings whereby I was able to observe and later discuss with him the various facets of the issues presented/resolved and the importance of relationships. My uncle demonstrated the importance of authenticity as part of his work ethic and business relationships, which I admired and strive to achieve within my real estate career. Once I started my career in real estate, Jim was instrumental behind the scenes in my professional development; acting as a sounding board for my ideas/thoughts, sending articles and books to further my education, and challenging me to be a better real estate practitioner. His voice and idioms are forever engrained in my mind and will continue to impact my approach to real estate.

3. Where do you see yourself in 5-10 years?

Real estate is a long-term game, and my goal within IDI's organization is to continue to develop relationships, analytical/development skillsets, and managerial insight which will allow me to take on more of a leadership role.

4. How long have you been involved with NAIOP and what do you view as the benefits of your NAIOP Developing Leader membership?

I have been a NAIOP DL member since 2016, when employed with Prologis. As a DL member, I found great benefit in being able to network with other young professionals in a small group setting. I have found the NAIOP DL Programs to be very informative, as they provide insight from industry experts, in an informal forum.

5. What are the three most important qualities you think a real estate young professional should possess?

Passion for your work

Strong "Problem Solving" initiative

Understanding importance of being a Team Player

6. What is the best piece of professional advice you have been given?

Be a lifelong learner and contributor

7. What networking advice can you offer young professionals to help advance their careers?

Take advantage of all opportunities and connections made available to you. Don't be hesitant to network and always follow up with a quick note. If you make it a goal to meet one new

person each week, that equates to +50 new relationships in your network each year. The larger the network you build, the greater the opportunities for you in this business

8. Outside of work, how do you enjoy spending your time?

If I was asked this question a year ago the response would be quite different, but my wife, Maggie, and I just welcomed our first child, Gracie, in August and right now we are on the upward learning curve of juggling work/life balance. I enjoy all things active and social, especially golf and skiing.

9. What's your favorite building in Chicago?

Old Chicago Post Office – For as long as I can remember this building has been a vacant eye sore right at the entrance to the downtown CBD. I have always thought about its redevelopment potential and selfishly wanted to see Sterling Bay's creative vision for it, but 601W's redevelopment has been very impressive.

NAIOP

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