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BROKERS' POWER GAMES TO BENEFIT CHARITIES

Commercial real-estate brokers are a competitive lot.

What they usually compete for are deals and commission checks.

But from 10 a.m. to 4 p.m. Saturday, brokers from CB Commercial, Grubb & Ellis, the Frederick Ross Co., Fuller and Co., Michael Bloom Realty and Antonoff Miller will be competing for a worthy cause.

The inaugural "Brokers for Battered Kids" event will be held in Steve Leonard's yard in Greenwood Village. Leonard is president of Pacifica Holding Co., which has paid more than \$70 million for about 2.25 million square feet of commercial projects in the Denver area during the past couple of years.

"When I was living in California, they had an event like this at a beach club," Leonard said. "I thought it would be a good idea here and I called Murray Platt at CB Commercial. He called Northland Financial Co. and Land Title Guaranty Co., which decided to sponsor it with us."

Contributions should be made to Denver Active 20-30 Club, a non-profit group. Proceeds will be divided among Colorado Christian Home and the Denver Boys and Denver Girls Inc.

"I thought that because this was our first event, it would be pretty small," Leonard said. "But it has been interesting to see how excited the brokers have gotten."

"Brokers are very competitive, but they aren't really known for raising money for charity," he added. "They're all asking for contributions from property managers, lenders, environmental consultants and other people they deal with every day."

Leonard expects the event to raise at least \$25,000, with about 100 companies making donations.

"The biggest problem is we don't have enough room in my yard for all of the people who want to have teams," he said. "We've got 10 teams, but next year we'll hold it at a public place and have 30 or 40 teams. We can have teams for developers, and lenders and everybody else..."

Brad Neiman, a broker with CB Commercial, said brokers will compete in five events - paddleball tennis, volleyball, softball, croquet and an obstacle course.

"Steve Leonard mentioned it to me about a year ago, but I didn't give it much thought until it got going," Neiman said. "Now, I just think it is a great idea."

The winning teams in the five events will compete in a relay race.

"And then the two finalists will have a tug of war," Leonard said. "I have horses, and we'll have a pit filled with horse manure."