

ONE OF OUR FOUNDING MEMBER **ZİYA KAHRAMAN**

For me, success is hard work, working hard, and being content with the outcome. Being grateful for the outcome. Back in our day, because ready-mix concrete didn't exist, concrete would break on concrete floors. When there were no squeegees, we used scaffolding to pour it in, layer after layer. I've seen everything in my life through hard work. Being diligent, not giving up on work, in other words, the work should be afraid of you. If you're afraid, the work won't get done. Being frugal, saving. In other words, if you spend everything you earn, you'll achieve nothing. That's how we saw it. We spent more than half of what we earned, but thank God, we were saving nearly half.



It's also important not to underestimate one's destiny or underestimate the outcome. This also adds blessing to a task. In other words, saying "May God bless you" adds a further blessing. MÜSİAD (Musiad of Turkey), Ankara, was founded with the effort to protect Anatolian capital. It was very productive and sent many of our friends. It sent them to the Chamber of Commerce. It served as a kind of school. I wasn't originally from Bolu, but I was born in its district in 1947. I spent my childhood in the Bucak district of Burdur. Because my father was a municipal official, I had a childhood filled with wonderful and fond memories. I completed primary and secondary school in Gerece and Bucak, high school at the Ankara Construction Institute, and university at the Yıldız State Engineering and Architecture Academy in Istanbul, where I began my career as a Civil Engineer. My greatest memory in cık is that it was there that I learned to swim, ride a bike, and explore the mountains. I learned to ski and play sports in Gerece. I began my life as a brother who, through his own effort and dedication, strived to do his job to the best of his ability. Because I was originally from the Ankara Construction Institute, I had a particularly difficult time at university. Since I graduated from the Ankara Institute's two-year bricklayer program, which specialized in masonry, I had some challenges during my university years. But thank God, we successfully completed university. After graduating from Yıldız University in 1968 as a civil engineer, I first worked at the Ankara Municipality's Building Control Directorate.

At that time, Ankara Municipality was the only municipality. I started working as a structural office project controller in the permit branch of the Ankara Municipality's Building Control Directorate. I started working as a civil servant on Konya Street. After that, I worked as the head of the permit branch there, then went to the Istanbul State Academy of Engineering and Architecture for a master's degree at the Ankara Municipality Control Directorate for a year. I completed my master's degree on large bridges and graduated in 1970 as a Civil Engineer. After that, I never returned to civil service. My fondest memory of this is that my late father had warned me upon joining the municipality: "If you work in this municipal civil service for more than a year, you cannot leave the civil service. You must work for one year and then leave." And indeed, it was a coincidence. While working at the municipality, there was a sign in the director's office while waiting to meet with the director. On that sign, there was a sign that read: "This is the municipality's most superior architect, this is the master." Architect. After that, Mustafa Şirin was

one of the people waiting there, while I was talking about a civil engineer, another civil engineer, and so on. A phrase like "There are two certified architects at the Kocaman Municipality, but no certified engineer" was used. In 1969, that stuck with us. We took the exam again and went back to Istanbul to study for a Master of Civil Engineer degree in the engineering and architecture category. I graduated in 1970 as a Master of Civil Engineer. I have such a memory. We both followed our late father's advice and, through this, took our education a step further. First, we decided what to do, what to do, whether to enter the civil service. We tried to enter the highways sector. Then, by chance, we found a project and took on a partner. The late Oğuzhan Asiltürk Bey and his brother were partners in the project office. Oğuzhan Bey had taken a job in Kars Arpaçay

The late Atilla Bey was also left alone. He asked, "Would you consider a partnership with us?" "Would you like to come and work?" So, they took me on as a one-third partner in their project office, which handles construction for independent contractors. That's how I started my career. For me, success means working, working, and being satisfied with the results.

Being grateful for the results. For example, while working at the project office, I lived in a shantytown in the Gülseren neighborhood. I had just gotten married. In 1970, my parents were sharing a room together. Because I was from the Ankara Construction Institute, I also knew how to draw and design projects. For example, while I was at the project office, the Ankara Siteler Furniture Center was being built as a cooperative.

The buildings didn't meet everyone's needs. At that time, Önder neighborhood was also open to construction, with people wanting to go up and add floors. Because we were from our hometown and acquaintances, there were plenty of furniture makers and carpenters. I kept their blueprints, drew them myself, and constantly built things myself. In other words, I did both the calculations and the drawings myself. To earn money, to build savings. Therefore, the most important thing for success is to work tirelessly and tirelessly. In 1981, we lost our project co-founder, Atilla Bey, in a traffic accident. Therefore, finding this balance was quite challenging. We took some of our employees into partnerships and expanded the business back to the grassroots. I transitioned this business to partners and left it in 1987, handing it over to someone else. I transitioned to contracting, fully engaged in contracting. Therefore, after 17 years of work, it was quite difficult for me to



leave the project engineering profession, which I had loved and passionately worked in, a profession that had significantly contributed to my capital accumulation. In 1991, we attempted to acquire the multi-partner Gentaş Metal Industry Factory, a publicly traded company established by expatriates, from the Development Bank. Before 1990, Anatolian businesspeople were relatively isolated from the business world. They were primarily small and medium-sized tradespeople and producers, and they lacked extensive knowledge of relevant regulations. He didn't fully understand the support. Therefore, MÜSİAD was established in an effort to protect Anatolian capital. To more effectively participate in the chambers of commerce and industry, to take part in these chambers, and to protect the regulations there, we established Ankara MÜSİAD in Ankara, particularly in 1993-93, under the leadership of our Chairman Hüdaverdi Çakır, led by a handful of Ankara businessmen, tradesmen, and industrialists. I was also a founding member. During the founding period, I was also running for Mayor of Altındağ in 1993. Therefore, I wasn't able to contribute sufficiently to the efforts during the founding process, and I'm not fully aware of the challenges involved. Çakır Bey's efforts, along with our support, and the support of our other brothers and sisters, the founding brothers, led to the establishment of MÜSİAD. As you can see, our current TOBB President, Mustafa Bey, our current Ankara Chamber of Commerce Assembly President, has been very effective in sending many of our colleagues to the TOBB and the Chamber of Commerce. I believe it fulfilled its duty as a school, shouldering the burden of bureaucracy and all other problems faced by its members. With the AK Party government Together, we were only able to erase the green capital issue. They're currently striving. Through unity and solidarity, we're working to share the

experience of our brothers and sisters, our partners, with you, with younger generations. I served for about three years in 2013. He took over as President of MÜSİAD in Ankara from Mr. Hüdaverdi's presidency, and we began under Mr. Hüdaverdi's leadership. We established the capital with a housing cooperative. We developed its zoning plans. We made a significant effort to acquire the land from TOKİ, develop the zoning plan, and develop the zoning plan for the nest area of that region, the İvedik district. We've built nearly 300 homes for our MÜSİAD brothers and sisters. We've also formed a partnership with 15 other entities, including Grup İnşaat and AŞ (Group Construction). Thanks to this, we completed the 600-unit Natura Batıkent housing project with our MÜSİAD brothers and sisters and distributed it to the rightful owners.

We developed a project called Sefa Park Yıldız. We developed, implemented, and completed another project called Sefa Park Beytepe. We also developed the Beytepe project ourselves. Currently, we also jointly created Safa Park, Safa Group Construction, and Podyum Shopping Mall through a joint venture, and we have completed and opened them. In other words, with the understanding that one hand is worth two, we have achieved these major projects through the joint efforts of 15 colleagues. Thankfully, we have achieved an 80% success rate. No one should undertake any project without knowledge and experience. I believe that taking a serious ownership of the work, planning, and following through should be the ultimate goal, and our colleagues should prioritize this experience. Being hard-working should be their most important principle. Being relentless in their work should be their most important principle. Entrepreneurship and not being afraid of work should be the hallmarks of the greatest entrepreneurs. If they set these goals and strive to achieve them according to these principles, I believe there is no reason they shouldn't be successful. They should be honest and balanced. They should be true to their word. They should be hardworking and diligent. The person who achieved these things is by God's grace. By God's grace. I see no obstacle to achieving a positive outcome. In 1994, I was granted the position of Mayor of Altındağ. I, who once saw the mayoralty as a service rather than a political one, had a very difficult time with it. I had two partners, but I was still focused on my work. We wanted to escape politics. We wanted to escape service for a bit, but we couldn't, and this position was granted. In 1994, I served as Mayor of Altındağ. It happened. Thank God, I'm a

technical and project-oriented person, so the oldest shantytown in Altındağ is the Aktaş Atilla district. The urban transformation project I implemented in this area and its implementation are truly wonderful for me

So, as your brother who initiated urban transformation, there were projects before us that could implement it, but no one else could. We were the first to implement urban transformation in Ankara, in Türkiye, in Ankara.

Ankara Altındağ Municipality, I'm proud of this. Again, during the same period, we laid the groundwork for many urban transformation projects, the transformation projects in that area, in other areas, and now on those hills, resolving ownership issues. Thank God, I prepared them. And then there's the shantytown. When I took office, we said you couldn't create shantytowns. We promised the people, and we didn't. When we took over the Karapürçek region today, it was a small village. It was perhaps a village of 150 households. Today, it's a huge neighborhood. It has the best infrastructure, the healthiest. I always say this. We said this would be the golden zone, the golden zone. This is the Karapürçek urban shantytown transformation project. In other words, we implemented the projects for that region. I'm also proud of the real estate investments I've made and the implementation of their construction. Building workshops and manufacturing facilities, both in residential projects and in residential complexes, with condominiums. That's what brought me to the presidency.

From 1989 to 1994, we helped hundreds of people become workshop owners, 250,300 square meters. As you know, the Ankara Siteler District was a kind of

furniture center in Türkiye. It was a center of furniture production. It became a kind of school for all of Anatolia's industry and furniture manufacturers. Production was underway. Even Bursa and İnegöl began production there thanks to this school. Furthermore, we formed joint ventures to acquire factories producing forest products, namely furniture and laminate, from the privatization administration in Bolu and Mengen. We also established a social foundation, the Gerede Development Foundation. We started here in 1992 with 100 students. Currently, we are providing scholarships to 550 students. This is an endeavor I'm proud of. We've been doing this for 20 years now.

I've been the president of this institution since 1994, for 21 years. We've also established another foundation called the Yıldırım Beyazıt University Foundation. Here, we provide scholarships to 150 to 200 students. I'm a founding foundation member. Thank God, we're placing even greater importance on these foundations and are trying to pass our business on to our sons, the next generation. Despite all this experience, we've learned that it's not always wise to engage directly in a business I'm not fully knowledgeable about, and to engage in this without extensive knowledge. We've also seen that research isn't always reliable. There's a saying that the information we're given doesn't always align with the market. We have a proverb that words fly away, but words remain. Everyone needs to be more mindful of this. Because sometimes what you say doesn't align with how others perceive it. Therefore, everything, absolutely every agreement, needs to be put in writing. It needs to be in writing. Otherwise, problems can arise, disagreements can arise, and even with people who have excellent legal standing, your legal standing can be compromised. Life is always an experience, and no matter how old you are, it's inaccurate to say, "I'm 78 now, I'm very experienced, I know a lot." But we should never fall into that mindset. Thank God, we've always strived to be as beneficial as possible to society, ourselves, and our families. And I find Rumi's words, "Either be as you seem, or appear as you are," very valuable. I've adopted this as a principle throughout my life, always striving to be modest, to appear as I appear, and to appear as I am.

I want to be remembered that way. Thank God, I believe our lives were filled with so much. Yes, thank you. Thank you.



Success is working tirelessly, accepting one's fate, and being grateful. It's crucial not to undertake any endeavor without knowledge and experience, but to proceed by planning and documenting each step. The true achievements in life are honesty, humility, and leaving a positive impact on society.