

# 2016 NAIOP Buyers Guide



From accountants to architects to developers, contractors, and financial sources. Whatever you need, you're likely to find it and a lot more in our annual Buyers Guide.

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## Architects

### BERNARDON

#### Bernardon

Neil B. Liebman, AIA, LEED AP  
architects@bernardon.com  
[www.bernardon.com](http://www.bernardon.com)  
425 McFarlan Road, Suite 200  
Kennett Square, PA 19348  
(610) 444-2900

Bernardon is an award-winning regional full service architecture, interior design, and landscape architecture design firm.



#### Bullock Tice Associates

John Tice  
j.tice@bulltice.com  
[www.bullocktice.com](http://www.bullocktice.com)  
909 East Cervantes  
Pensacola, FL 32501  
(850) 434-5444

BTA is a planning, architecture, and interior design firm serving commercial developers throughout the Southeast. ARE YOU CONTEMPLATING DEVELOPING IN THE NORTH GULF COAST REGION? For a guide to help you optimize your development yield and mitigate risk, go to [www.bulltice.archwebsite.com](http://www.bulltice.archwebsite.com)



Clark Design Group PLLC

Brenda Barnes  
info@clarkdg.com  
[www.clarkdg.com](http://www.clarkdg.com)  
1401 West Garfield Street  
Seattle, WA 98119-3107  
(206) 782-8208

We are a full service architectural firm providing site planning, program development, building design, construction administration, historic preservation and interior design. Our firm's ultimate goal is to meet our clients' needs and turn their visions into a viable reality.



CUBE 3 Studio, LLC

Nicholas A. Middleton  
nmiddleton@cubestudio.com  
[www.cubestudio.com](http://www.cubestudio.com)  
360 Merrimack Street  
Building 5, Floor 3  
Lawrence, MA 01843  
(978) 989-9900

CUBE 3 Studio is a dynamic and responsive design firm with the vision and capability to produce innovative design solutions. The firm has emerged as one of the fastest growing design firms in the United States while establishing a national reputation as a powerful design force. Uncompromising attention to detail allows us to create buildings and interior spaces that have lasting value. Our commitment and dedication to our work enables us to consistently deliver design excellence while remaining firmly grounded in economic reality.



Dekker/Perich/Sabatini

Dale Dekker  
daled@dpsdesign.org  
[www.dpsdesign.org](http://www.dpsdesign.org)  
7601 Jefferson NE, Suite 100  
Albuquerque, NM 87109  
(505) 761-9700

D/P/S is an award-winning multidisciplinary design firm with a 55-year portfolio of commercial, healthcare, education, civic, and mixed-use projects. Our staff includes architects, interior designers, planners, structural engineers, and landscape architects, based in offices in Arizona, New Mexico, and Texas.



Excel

Tony LaShay  
tony.l@excelengineer.com  
[www.excelengineer.com](http://www.excelengineer.com)

Excel is a national full service architectural and engineering firm that provides professional design solutions all across the country in industrial and office market. Our specialties include: space planning, programming, master planning, site selection, feasibility studies, building assessments, building code reviews, ADA studies, BIM, high-definition renderings, architectural design, interior design, structural engineering, cold formed steel engineering, HVAC design, plumbing and fire protection design, electrical engineering, civil engineering, surveying and 3D laser scanning.



GTM Architects

Nakia Wallace-Randall  
nwallacerandall@gtmarchitects.com  
[www.gtmarchitects.com](http://www.gtmarchitects.com)  
7735 Old Georgetown Road,  
Suite 700  
Bethesda, MD 20814  
(240) 333-2000

GTM Architects Inc. is a full service, award-winning firm offering services in planning, architecture, and design. Established in 1989, we are guided by a design philosophy that emphasizes client relations, values good design and is dedicated to incorporating sustainable strategies.



Huitt-Zollars, Inc.

Kevin Carlson  
kcarlson@huitt-zollars.com  
[www.huitt-zollars.com](http://www.huitt-zollars.com)  
1717 McKinney Avenue, Suite 1400  
Dallas, TX 75202  
(214) 871-3311

Huitt-Zollars is a full-service multi-discipline AE firm with expertise in planning, design, program and construction management for commercial, retail and office development. The firm offers civil engineering, architectural, MEP, structural, surveying and landscape architectural services for public works, federal, urban development, transportation and buildings practice areas. Headquartered in Dallas, TX, the firm is ranked among the nation's top design firms by Engineering News Record.



JACOBS

Pankaj Duggal  
pankaj.duggal@jacobs.com  
[www.jacobs.com](http://www.jacobs.com)  
1100 North Glebe Road, Suite 500  
Arlington, VA 22201  
(571) 218-1427

Jacobs is a global professional services firm providing Planning, Architecture, Engineering, Interiors, Consulting, and Program and Construction Support services for government, institutional, and private sector clients. We are consistently ranked in the top five Architecture and Engineering firms in the industry.



KGD Architecture

Tsutomu Ben Kishimoto  
Bkishimoto@kgdarchitecture.com  
[www.kgdarchitecture.com](http://www.kgdarchitecture.com)  
1300 Wilson Blvd, Suite 250  
Arlington, VA 22209

KGD Architecture celebrates its twentieth anniversary in 2015 as an award-winning architectural, interiors, and planning firm based in the Washington, DC Metropolitan Area with offices in Boston and Bangkok. An integrated approach to client-driven, sustainable project design reflects the firm's core values of passion, integrity and innovation. KGD Architecture was recognized in 2015 as "Best in Industry" by the Commercial Real Estate Brokers Association of Greater Washington and has a diverse portfolio of work in both the public and private sectors.



Kirksey Architecture

Scott Wilkinson  
scottw@kirksey.com  
[www.kirksey.com](http://www.kirksey.com)  
6909 Portwest  
Houston, TX 77024  
(713) 426-7434

We're Kirksey – passionate about great architecture and all things sustainable. We've been shaping the Houston skyline since 1971 and have designed over 75 office buildings in the past ten years alone. We create environments that encourage collaboration and innovation, promote corporate culture, and foster growth. Headquartered on our own corporate campus in Houston, Texas we are a group of designers and creatives committed to our clients, our community, and our earth.



Kovach Building Enclosures

James Hatch  
jamesh@kovach.net  
[www.kovach.net](http://www.kovach.net)  
3195 W. Armstrong Place  
Chandler, AZ 85286  
(480) 926-9292

By providing the highest quality systems nationwide, Kovach has proven to be the leader in the architectural cladding and glazing industry. With over 40 years experience, the team offers a complete building enclosure solution for the most demanding design applications.



KSS Architects LLP

Edmund P. Klimek  
eklimek@kssarchitects.com  
[www.kssarchitects.com](http://www.kssarchitects.com)  
337 Witherspoon Street  
Princeton, NJ 08542  
(609) 921-1131

KSS Architects is an award-winning architectural design firm with offices in Princeton, NJ and Philadelphia, PA. We are architects for commerce. Our clients are leaders in their fields, representing the best in business, industry, education, development, culture, and community. KSS has a staff of over 60 dedicated professionals, passionate about creating stimulating environments that cultivate positive, meaningful and lasting change.



MG2

Ted Caloger  
info@MG2.com  
[www.MG2.com](http://www.MG2.com)  
1101 Second Ave, Suite 100  
Bellevue, WA 98101  
(206) 962-6500

MG2 partners with businesses around the world to create meaningful transformation through architectural services, planning, interior design, brand strategy, and consulting services. MG2 is consistently ranked among the largest architecture firms in the nation and among the top retail design firms in the world. MG2 serves clients around the globe from four offices: Seattle, WA; Irvine, CA; Washington, DC and Shanghai.



## SAHURI + Partners Architecture Inc.

Tim Sahuri  
tim.sahuri@sahuri.com  
[www.sahuri.com](http://www.sahuri.com)

123 Forge Road SE, Suite 201  
Calgary, AB T2H 0S9  
(403) 228-9307

SAHURI + Partners Architecture Inc. is an award winning, creative, performance oriented architectural firm. We are dedicated to excellence and sustainability resulting in functional and environmentally responsive buildings and interiors.

TSOI / KOBUS & ASSOCIATES  
ARCHITECTURE • PLANNING • INTERIOR DESIGN  
CELEBRATING 35 YEARS

## Tsoi/Kobus & Associates

Katy Tassmer  
ktassmer@tka-architects.com  
[www.tka-architects.com](http://www.tka-architects.com)  
One Brattle Square  
P.O. Box 9114  
Cambridge, MA 02238-9114  
(617) 475-4000

Now in its 32nd year, Cambridge-based Tsoi/Kobus & Associates is one of the nation's leading architecture, planning, and interior design firms for science and technology, commercial real estate, college and university, and healthcare projects.



## The Vertex Companies

Scott Nathan  
snathan@vertexeng.com  
<http://vertexeng.com>  
One Congress Street, 10th Floor  
Boston, MA 02114  
(857) 263-2796

The Vertex Companies, Inc. (VERTEX) is an internationally recognized, full-service environmental, construction, energy and engineering services firm. Headquartered in Massachusetts, the company has 22 offices across the US, Mexico and Canada and a client base that includes some of the largest global Fortune 100 companies.



## Withee Malcolm Architects, LLP

Dale Malcolm  
dmalcolm@witheelmalcolm.com  
[www.witheelmalcolm.com](http://www.witheelmalcolm.com)  
2251 W. 190th Street  
Torrance, CA 90504  
(424) 266-6928

Withee Malcolm Architects produces exceptional design solutions for corporate, commercial, industrial and residential projects. The firm is

recognized for delivering value to the client and community through well designed, exciting, cost effective and sustainable projects – design that makes a difference.

## Contractors/ Construction



### Alston Construction

Natalie Springfield  
nspringfield@alstonco.com  
[www.alstonco.com](http://www.alstonco.com)  
3500 Lenox Road, Suite 501  
Atlanta, GA 30326  
(404) 921-2036

Alston Construction offers a diverse background of general contracting, construction management and Design-Build experience of industrial, manufacturing, office, education, healthcare, retail and government projects. We are skilled at both new construction and adaptive reuse.  
[www.alstonco.com](http://www.alstonco.com)



### Anslow Bryant Construction LTD.

Ken Grieco  
ken.grieco@anslowbryant.com  
[www.anslowbryant.com](http://www.anslowbryant.com)  
945 Bunker Hill, Suite 900  
Houston, TX 77024  
(713) 626-1216

Founded in 1995, Anslow Bryant provides Design/Build, Construction Management, Program Management and General Contracting services. Specializing in commercial construction and interior finish work, we are an advocate of our clients, we proactively lead the planning, design and construction process with a heightened sense of urgency. Our success begins and continues on the basis of relationships because construction is not just about the mechanics of constructing a building. We excel in the complete integration of negotiating complex relationships with challenging projects. Our planning and design/build services begin with an in-depth focus on the needs of our client. We were one of the first contractors in the state of Texas to sign the OSHA Exemplary Partnership and we are ranked as Houston's largest general contractor by the Houston Business Journal.



CONSTRUCTION MANAGERS

### Callahan Construction Managers

Patrick Callahan  
pcallahan@callahan-inc.com  
[www.callahan-inc.com](http://www.callahan-inc.com)  
80 First Street  
Bridgewater, MA 02324  
(508) 279-0012

Callahan, Inc. is a full service construction firm which specializes in construction management and preconstruction. The company's experience includes commercial, corporate, retail, multifamily, education and historic preservation and rehabilitation.



### Clark Construction Group, LLC

Bill Magruder  
bill.magruder@clarkconstruction.com  
[www.clarkconstruction.com](http://www.clarkconstruction.com)  
7500 Old Georgetown Road  
Bethesda, MD 20814  
(301) 272-8100

Founded in 1906, Clark is one of the nation's most experienced providers of construction services, with annual revenues of \$4.5 billion. Headquartered in Bethesda, Maryland, Clark has regional offices throughout the U.S. As one of the country's largest privately held general contractors, Clark employs over 3,000 professionals.



General Contractor • Construction Manager • Design Builder

### Edwards Construction Services, Inc.

Lee Dunnam  
ldunnam@edwardsconstruction.com  
[www.edwardsconstruction.com](http://www.edwardsconstruction.com)  
85 SW 52nd Avenue  
Ocala, FL 34474  
(407) 872-1812

Edwards Construction Services, Inc. is a full service general contractor proficient with all project delivery methods. Edwards specializes in the construction of office buildings, manufacturing, distribution, food and beverage, senior living facilities as well as amenities throughout the Southeastern United States. Our mission is: 100% Customer Satisfaction. Office locations in Orlando (407) 872-1812, Ocala (352) 854-6266, Lakeland (863) 688-3888 and Charlotte, NC (704) 625-0088.



### Grunley Construction Company, Inc.

Sonya Brown  
sonyabrown@grunley.com  
[www.grunley.com](http://www.grunley.com)  
15020 Shady Grove Road, Suite 500  
Rockville, MD 20850  
(240) 399-2000

Grunley Construction Company, Inc. is an award-winning construction firm with expertise in high-profile projects for public and private sector customers. Headquartered in the Washington metropolitan area, Grunley specializes in new construction and renovations/modernizations of large-scale commercial, institutional, and government buildings.



### Kovach Building Enclosures

James Hatch  
jamesh@kovach.net  
[www.kovach.net](http://www.kovach.net)  
3195 W. Armstrong Place  
Chandler, AZ 85286  
(480) 926-9292

By providing the highest quality systems nationwide, Kovach has proven to be the leader in the architectural cladding and glazing industry. With over 40 years experience, the team offers a complete building enclosure solution for the most demanding design applications.



### Prime Electric Inc.

Gregg Steeb  
gsteeb@primeelectric.com  
[www.primeelectric.com](http://www.primeelectric.com)  
13301 SE 26th Street  
Bellevue, WA 98005  
(425) 747-5200

PRIME consists of FIVE Operating Groups to handle all types of construction needs. 1) Service, 2) Special Projects, 3) Underground, 4) Large Projects, 5) Technologies. Over 25 years in Business. Visit us at [www.primeelectric.com](http://www.primeelectric.com)



### R&O Construction

Eric Stratford  
erics@randoco.com  
[www.randoco.com](http://www.randoco.com)  
933 Wall Avenue  
Ogden, UT 84404  
(801) 627-1403

R&O Construction has been specializing in commercial construction services since 1980. R&O has offices in Las Vegas, Nevada, Ogden and Salt Lake City, Utah and actively working in 18 of the United States.



### United Construction

Michael Russell  
michaelr@unitedconstruction.com  
[www.unitedconstruction.com](http://www.unitedconstruction.com)

United Construction Company is a national construction company established in 1978 and headquartered in Reno, NV, with a regional office in Chicago, IL. United Construction Company has successfully designed and built over 45 million square feet of commercial facilities and offers Design-Build, Design-Assist/CMAR, General Contracting, Feasibility and Due Diligence, and Construction Management services.



### Wespac Construction

John Largay  
marketing@wespacaz.com  
[www.wespacaz.com](http://www.wespacaz.com)  
9440 N. 26th Street  
Phoenix, AZ 85028  
(602) 956-1323

Established in 1991, Wespac Construction, Inc. is a commercial general contracting and construction management firm, offering a full range of preconstruction and construction services in a variety of market sectors.

## Design Build



### Alston Construction

Natalie Springfield  
nspringfield@alstonco.com  
[www.alstonco.com](http://www.alstonco.com)  
3500 Lenox Road, Suite 501  
Atlanta, GA 30326  
(404) 921-2036

Alston Construction offers a diverse background of general contracting, construction management and Design-Build experience of industrial, manufacturing, office, education, healthcare, retail and government projects. We are skilled at both new construction and adaptive reuse.  
[www.alstonco.com](http://www.alstonco.com)



### Anslow Bryant Construction LTD.

Ken Grieco  
ken.grieco@anslowbryant.com  
[www.anslowbryant.com](http://www.anslowbryant.com)  
945 Bunker Hill, Suite 900  
Houston, TX 77024  
(713) 626-1216

Founded in 1995, Anslow Bryant provides Design/Build, Construction Management, Program Management and General Contracting services. Specializing in commercial construction and interior finish work, we are an advocate of our clients, we proactively lead the planning, design and construction process with a heightened sense of urgency. Our success begins and continues on the basis of relationships because construction is not just about the mechanics of constructing a building. We excel in the complete integration of negotiating complex relationships with challenging projects. Our planning and design/build services begin with an in-depth focus on the needs of our client. We were one of the first contractors in the state of Texas to sign the OSHA Exemplary Partnership and we are ranked as Houston's largest general contractor by the Houston Business Journal.

## CALLAHAN

### CONSTRUCTION MANAGERS

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Patrick Callahan  
pcallahan@callahan-inc.com  
[www.callahan-inc.com](http://www.callahan-inc.com)  
80 First Street  
Bridgewater, MA 02324  
(508) 279-0012

Callahan, Inc. is a full service construction firm which specializes in construction management and preconstruction. The company's experience includes commercial, corporate, retail, multifamily, education and historic preservation and rehabilitation.



### Clark Construction Group, LLC

Bill Magruder  
bill.magruder@clarkconstruction.com  
[www.clarkconstruction.com](http://www.clarkconstruction.com)  
7500 Old Georgetown Road  
Bethesda, MD 20814  
(301) 272-8100

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### FCL Builders, LLC

Michael J. Boro  
mboro@fclbuilders.com  
[www.fclbuilders.com](http://www.fclbuilders.com)  
1150 Spring Lake Drive  
Itasca, IL 60143  
(630) 773-0050

FCL Builders is celebrating its 40th anniversary as one of the nation's leaders in the construction of industrial warehousing, cold storage and food processing facilities. With teams based in Chicago, Dallas and Atlanta, FCL has a strong history of serving some of the country's top developers and end-user customers throughout the nation. Over the past ten years, FCL has delivered over 40MM square feet of industrial spaces for a diverse group of customers. FCL is proud to serve as its customer's trusted advisor, and most customers return to FCL time and time again because of its team's attention to detail and professional service.

## GRUNLEY

### Grunley Construction Company, Inc.

Sonya Brown  
sonyabrown@grunley.com  
[www.grunley.com](http://www.grunley.com)  
15020 Shady Grove Road, Suite 500  
Rockville, MD 20850  
(240) 399-2000

Grunley Construction Company, Inc. is an award-winning construction firm with expertise in high-profile projects for public and private sector customers. Headquartered in the Washington metropolitan area, Grunley specializes in new construction and renovations/modernizations of large-scale commercial, institutional, and government buildings. Prime Electric Inc.  
Gregg Steeb  
gsteeb@primeelectric.com



### www.primeelectric.com

13301 SE 26th Street  
Bellevue, WA 98005  
(425) 747-5200

PRIME consists of FIVE Operating Groups to handle all types of construction needs. 1) Service, 2) Special Projects, 3) Underground, 4) Large Projects, 5) Technologies. Over 25 years in Business. Visit us at [www.primeelectric.com](http://www.primeelectric.com)



### R&O Construction

Eric Stratford  
erics@randoco.com  
[www.randoco.com](http://www.randoco.com)  
933 Wall Avenue  
Ogden, UT 84404  
(801) 627-1403

R&O Construction has been specializing in commercial construction services since 1980. R&O has offices in Las Vegas, Nevada, Ogden and Salt Lake City, Utah and actively working in 18 of the United States.





### United Construction

Michael Russell  
michaelr@unitedconstruction.com  
[www.unitedconstruction.com](http://www.unitedconstruction.com)

United Construction Company is a national construction company established in 1978 and headquartered in Reno, NV, with a regional office in Chicago, IL. United Construction Company has successfully designed and built over 45 million square feet of commercial facilities and offers Design-Build, Design-Assist/CMAR, General Contracting, Feasibility and Due Diligence, and Construction Management services.

## Direct Lenders



### A10 Capital, LLC

Ken Wilson  
kwilson@a10capital.com  
[www.a10capital.com](http://www.a10capital.com)  
800 W. Main St., #1100  
Boise, ID 83702  
208.577.5000

Commercial real estate investors rely on A10 Capital as their one-stop balance sheet lender for middle-market commercial mortgages. Our broad menu of bridge, perm, bridge-to-perm, and note purchase loans cover the entire life cycle of commercial properties across the United States. Specializing in loans of \$1 million to over \$20 million, our full service platform incorporates focused origination, speedy underwriting, in-house legal and servicing for the life of the loan.



### Bank of America Merrill Lynch

[www.bankofamerica.com/commercialre](http://www.bankofamerica.com/commercialre)  
Charlotte, NC  
(800) 432-1000

Bank of America Merrill Lynch is one of the world's largest financial institutions, serving commercial real estate investors with a full range of banking, investing, asset management and other financial and risk management products and services.



### First Niagara

[www.firstniagara.com](http://www.firstniagara.com)  
726 Exchange Street  
Buffalo, NY 14210

First Niagara is a multi-state community-oriented bank with 390 branches, approximately \$39 billion in assets, \$28 billion in deposits, and approximately 5,300 employees providing financial services across New York, Pennsylvania, Connecticut and Massachusetts.



### Regions Bank

Scott Rhoad  
Scott.rhoad@regions.com  
[www.regions.com](http://www.regions.com)  
One Indiana Square, Suite 803  
Indianapolis, IN 46204  
(317) 221-6189

Regions Financial Corporation (NYSE:RF), with \$120 billion in assets, is a member of the S&P 500 Index and is one of the nation's largest full-service providers of consumer and commercial banking, wealth management, mortgage, and insurance products and services. Regions serves customers in 16 states across the South, Midwest and Texas, and through its subsidiary, Regions Bank, operates approximately 1,650 banking offices and 2,000 ATMs. Additional information about Regions and its full line of products and services can be found at [www.regions.com](http://www.regions.com).



### SunTrust Bank

[www.suntrustcre.com](http://www.suntrustcre.com)  
Atlanta, GA  
(800) 786-8787

SunTrust Banks, Inc. is one of the nation's largest banking organizations, serving a broad range of consumer, commercial, corporate and institutional clients. SunTrust Wholesale Banking includes SunTrust Commercial Real Estate which provides tailored solutions and advisory services, focusing on Regional CRE, REIT Banking, Institutional, SunTrust Community Capital, and Residential.



### Wells Fargo

[www.wellsfargo.com/realestate](http://www.wellsfargo.com/realestate)  
San Francisco, CA  
(800) 869-3557

Wells Fargo has built the strongest commercial real estate finance platform in the industry. Our transactions include all sizes, property types, and locations nationwide. As a real estate lender who focuses on developing and maintaining strong relationships, we have the ability to meet all your needs with our full spectrum of commercial real estate services, including lending, servicing, advisory, intermediary, and structured solutions.

## Economic Development

### CANADA



### City of Mississauga

Susan Amring  
susan.amring@mississauga.ca  
[www.mississauga.ca/business](http://www.mississauga.ca/business)  
[www.winthehumanrace.ca](http://www.winthehumanrace.ca)  
300 City Centre Drive  
Mississauga, ON L5B 3C1  
(905) 615-3200 Ext. 5014

The knowledge economy is a human race – the competition between the best companies in the world for the brightest minds in business, science, technology and all manner of industry. Mississauga is where leading companies win that competition. To learn more visit: [winthehumanrace.ca](http://winthehumanrace.ca)

### ARIZONA



### Arizona Commerce Authority

Kevin J. Sullivan, Senior Vice President Business Attraction and Expansion  
Kevins@azcommerce.com  
[www.azcommerce.com](http://www.azcommerce.com)  
333 N. Central Ave., Suite 1900  
Phoenix, AZ 85004  
(602) 845-1261

The Arizona Commerce Authority is the state's leading economic development organization tasked with growing and strengthening Arizona's economy. The ACA attracts companies to the state, helps Arizona companies expand, and works with talented entrepreneurs to facilitate the creation of new technologies.

### CALIFORNIA



City of Arts & Innovation

### City of Riverside

Greg Lee  
glee@riversideca.gov  
[www.exploreriverside.com](http://www.exploreriverside.com)  
3900 Main Street, 2nd Floor  
Riverside, CA 92522  
(877) RIVSIDE

The City of Riverside Office of Economic Development is ready to provide services to stimulate economic development and assist in the development process for all new, relocating and expanding businesses. Riverside is "helping business create jobs for our community."

### COLORADO



### Town of Parker Economic Development

John Hall  
jhall@parkeronline.org  
[www.ParkerED.org](http://www.ParkerED.org)  
20120 East Mainstreet  
Parker, CO 80138  
(303) 805-3169

The Town of Parker Colorado is uniquely situated between Colorado's two largest cities with easy access to I-25, E-470 and Denver International Airport. The Town of Parker Colorado's Economic Development Department is the Town's in-house advocate for businesses locating into Parker. The professional staff provides full-service economic development assistance to existing businesses, expanding businesses, relocating businesses and retail development. The Town of Parker offers abundant opportunities for commercial and retail development.

## MARYLAND



### City of Bowie Economic Development Office

John Henry King  
jhking@cityofbowie.org  
[www.cityofbowie.org](http://www.cityofbowie.org)  
15901 Excalibur Road  
Bowie, MD 20716  
(301) 809-3042

Bowie is one of the largest cities in Maryland. Bowie is also an excellent business location, easily reached from Washington D.C., Annapolis and Baltimore. Bowie's proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has more than 90 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed. The City's Economic Development Office is ready to help with your business and development location needs, whether it is current market information, introductions to key officials in the development or site location process, or just general information about business opportunities.



### Frederick County Business Development & Retention

Helen Propheter  
hpropheter@frederickcountymd.gov  
[www.discoverfrederickmd.com](http://www.discoverfrederickmd.com)  
12 East Church Street  
Frederick, MD 21701  
(301) 600-1058

The Frederick County Business Development & Retention (BDRD) Office serves as the primary contact for businesses who are interested in expanding and relocating to Frederick County. BDRD assists businesses with all facets of their projects including site selection, permitting, financial assistance and workforce issues.



### Harford County Office of Economic Development

Eileen Y. Frado  
eyfrado@harfordcountymd.gov  
[www.harfordbusiness.org](http://www.harfordbusiness.org)  
2021 Pulaski Hwy, Suite D  
Havre de Grace, MD 21078  
(410) 638-3059

The Harford County Office of Economic Development (OED) facilitates business retention, growth, and investment to stimulate high-quality job creation and enhance the County's quality of life.

## NEW JERSEY



### Gloucester County Department of Economic Development

Michelle Giuliani-Shirey  
mgiuliani@co.gloucester.nj.us  
[www.gloucestercountynj.gov](http://www.gloucestercountynj.gov)  
115 Budd Boulevard  
West Deptford, NJ 08096  
(856) 384-6930

The Gloucester County Department of Economic Development works to attract and retain quality employers, train eligible employees, enhance and rehabilitate existing housing and aid municipalities in community improvements.

## NEW MEXICO



### Albuquerque Economic Development, Inc.

Gary Tonjes  
gary@abq.org  
[www.abq.org](http://www.abq.org)  
851 University SE, Suite 203  
Albuquerque, NM 87106  
(505) 246-6200

AED's mission is to strengthen the Albuquerque metro area economy by recruiting export-oriented employers, and by assisting in the retention and expansion of existing business and industry.

## NEW YORK



**Operation Oswego County**  
*An Economic and Job Development Corporation  
Serving Oswego County, NY*

### Operation Oswego County

L. Michael Treadwell  
ooc@oswegocounty.org  
[www.oswegocounty.org](http://www.oswegocounty.org)  
44 W. Bridge St.  
Oswego, NY 13126  
(315) 343-1545 (315) 343-1546  
Operation Oswego County, Oswego County's designated economic development organization, provides assistance with accessing special incentive programs, financial packaging, site selection as well as specialized research and technical assistance.

## OHIO



### Buckeye Power Inc.

Dennis Mingyar  
dmingyar@buckeyepower.com  
[www.buckeyepower.com/economic-development](http://www.buckeyepower.com/economic-development)  
6677 Busch Boulevard  
Columbus, OH 43229  
(800) 282-6962

Buckeye Power provides comprehensive economic development services to 77 of Ohio's 88 counties. A resource for 25 local electric cooperatives, Buckeye Power provides site selectors and business owners with site location assistance. Contact Dennis Mingyar at dmingyar@buckeyepower.com or (614) 430-7876.



### The Columbus Region

Kenny McDonald  
km@columbusregion.com  
[www.columbusregion.com](http://www.columbusregion.com)  
150 S Front St., Suite 200  
Columbus, OH 43215  
(614) 225-6060

The Columbus Region is one of the fastest growing metro areas in the Midwest. Columbus 2020 is your business location resource, focused on growing the Region's economy through public-private partnership and by leveraging the Region's talented workforce, small and large businesses, research and academic institutions, and international connections.

## PENNSYLVANIA

### Pittsburgh Regional Alliance

Dennis Yablonsky  
info@pittsburghregion.org  
[www.PittsburghRegion.org](http://www.PittsburghRegion.org)  
11 Stanwix Street, 17th Floor  
Pittsburgh, PA 15222  
(412) 392-4555

The Pittsburgh Regional Alliance, an affiliate of the Allegheny Conference on Community Development, markets the benefits of conducting business in southwestern Pennsylvania to companies all over the world that are growing, relocating or expanding.

## SOUTH CAROLINA

### Santee Cooper

Josh Kay  
josh.kay@santecooper.com  
[www.santecooper.com](http://www.santecooper.com)  
One Riverwood Drive  
Moncks Corner, SC 29461-2901  
(843) 761-7010

Santee Cooper is South Carolina's largest power producer, providing electricity to 2 million people and businesses directly and through the state's 20 electric cooperatives. By partnering our low-cost, reliable power and development opportunities with our state's attractive tax base, relocation incentives and an unparalleled quality of life graced with Southern hospitality, Santee Cooper powers South Carolina.

## TEXAS



### Cedar Hill Economic Development Corporation

Allison J. H. Thompson  
allison.thompson@cedarhilltx.com  
[www.cedarhilledc.com](http://www.cedarhilledc.com)  
285 Uptown Blvd., Bldg 100  
Cedar Hill, TX 75104  
(972) 291-5132 ext.5

Less than 20 minutes from downtown Dallas, Cedar Hill has Type A sales tax funds that can be used to attract businesses to the City and help local businesses expand. A beautiful natural environment, strong business climate, easy access to the Metro area, aggressive incentives, Triple Freeport Tax Exemption, available workforce, rail, and highways, as well as competitive prices are among the list of reasons businesses choose to locate in Cedar Hill.



## City of Dallas - Office of Economic Development

J. Hammond Perot  
Joseph.Perot@DallasCityHall.com  
[www.dallas-ecodev.org](http://www.dallas-ecodev.org)  
1500 Marilla Street, Room 5CS  
South Dallas, TX 75201  
(214) 670-1685

The City of Dallas Office of Economic Development stimulates economic development and leads the City's business and real estate development efforts. Our staff facilitates access to City programs and services that assist in business expansion and/or relocation within the Dallas city limits. The office provides assistance in the following program areas: Corporate Site Selection, Business Expansion and Retention, Retail Recruitment, Redevelopment Initiatives, International Business, and Small and Minority Business Assistance.



## City of Sugar Land

Jennifer May  
jmay@sugarlandtx.gov  
[www.sugarlandecodev.com](http://www.sugarlandecodev.com)  
2700 Town Center Blvd. N  
Sugar Land, TX 77479  
(281) 275-2229

The City of Sugar Land is one of the top locales for business relocation and expansion, due to a highly educated workforce, aggressive economic development program, excellent access to the Gulf Coast and one of the lowest tax rates in Texas. The Office of Economic Development has a number of resources to assist your new/existing business to grow, expand or relocate. Our highly qualified staff understand the importance of response requirements in the site selection process and deliver on time.



## The Colony Economic Development Corporation

Keri Samford  
edc@thecolonytx.org  
[www.thecolonyedc.org](http://www.thecolonyedc.org)  
6800 Main Street  
The Colony, TX 75056  
(972) 624-3127

It's hot in The Colony, where the Nebraska Furniture Mart/400-acre Grandscape open Spring 2015. Named one of the Top 20 Places

to Live in the U.S. and Top 10 for Most Affordable Housing in the U.S. by CNN/ Money Magazine, The Colony has plenty of prime light industrial, office-flex and office space including mixed-use centers like The Cascades and Austin Ranch. All just 25 minutes north of Downtown Dallas and close to DFW Airport.



## The World Connected Dallas/Fort Worth International Airport

John Brookby  
jbrookby@dfwairport.com  
[www.dfwairport.com/landhere](http://www.dfwairport.com/landhere)  
PO Box 619428  
DFW Airport, TX 75261  
(972) 973-4660

With global connectivity, cost-efficient transportation, a central location, and a sophisticated infrastructure, DFW Airport is an ideal location for business. DFW Airport leases land for commercial uses such as industrial/warehouse and distribution, and office and retail development.



## Greater Ft. Bend Economic Development Council

Jack Belt, Jeff Wiley  
jbelt@fortbendcounty.org  
[www.fortbendcounty.org](http://www.fortbendcounty.org)  
1 Fluor Daniel Drive  
Sugar Land, TX 77478  
(281) 242-0000

As a public-private partnership, we are the leading advocate of economic vitality, quality development, and quality of life issues in Ft. Bend County, Texas.

## VIRGINIA



## City of Fairfax Economic Development

Nicole Hange  
nicole.hange@fairfaxva.gov  
[www.fairfaxva.gov](http://www.fairfaxva.gov)  
10455 Armstrong Street, Room 316  
Fairfax, VA 22030  
(703) 385-7851

Promotes the city's office and retail spaces to business prospects and

vacant commercial properties to developers. Assists businesses in their location decisions and processing through the city's administrative procedures. Serves as ombudsman for existing businesses in working through issues with city policies. Contact us at: [www.fairfaxva.gov](http://www.fairfaxva.gov) or [www.fairfaxcityva.org](http://www.fairfaxcityva.org).



## Stafford County Department of Economic Development & Tourism

Richard A. Cobert  
rcobert@staffordcountyva.gov  
[www.gostaffordva.com](http://www.gostaffordva.com)  
1300 Courthouse Road, Box 339  
Stafford, VA 22554  
(504) 658-8681

All New in 2015: Express Lanes Open; Data Center Parcel - Dominion Certified. County Stats & New Data are constantly updated on GoStaffordVA.com - 25 miles south of the DC Beltway.

## WISCONSIN



## Wisconsin Economic Development Corporation

Reed Hall  
dobusiness@inwisconsin.com  
[www.inwisconsin.com](http://www.inwisconsin.com)  
201 W. Washington Avenue  
Madison, WI 53703  
(855) INWIBIZ

The Wisconsin Economic Development Corporation (WEDC) leads economic development efforts for the state and nurtures business growth and advancement by fostering Wisconsin's positive business climate. WEDC provides tools and resources for businesses to start, expand or relocate their operations. In Wisconsin. Visit [inwisconsin.com](http://inwisconsin.com), call 855-INWIBIZ or email [dobusiness@inwisconsin.com](mailto:dobusiness@inwisconsin.com).

## Engineers



advantage engineers

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Daniel Schauble, Jr.  
dschauble@advantageengineers.com  
[www.advantageengineers.com](http://www.advantageengineers.com)  
435 Independence Ave, Ste C  
Mechanicsburg, PA 17055  
(717) 458-0800

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cvadala@buryinc.com  
[www.buryinc.com](http://www.buryinc.com)  
221 West 6th Street, Suite 600  
Austin, TX 78701  
(512) 328-0011

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## Cardno Haynes Whaley

Larry Whaley  
larry.whaley@cardno.com  
[www.cardnohayneswhaley.com](http://www.cardnohayneswhaley.com)  
3700 West Sam Houston Parkway  
South, Suite 100  
Houston, TX 77042  
(713) 868-1591

Founded in Houston in 1976, and with offices in Reston, Virginia; Birmingham, Alabama; and Austin, Texas, Cardno Haynes Whaley provides comprehensive structural engineering services for a broad range of commercial, public and institutional projects around the world. With our focus on structural engineering, our primary objective is to accomplish the design goals while maintaining the project budget and schedule requirements. We support this mission by upholding a spirit of collaboration among all team members throughout the design and construction process.





### Dunham

Jay Rohkohl  
jay.rohkohl@dunhameng.com  
[www.dunhameng.com](http://www.dunhameng.com)  
50 South Sixth Street, Suite 1000  
Minneapolis, MN 55402  
(612) 465-7550

Dunham offers mechanical, electrical, and low voltage consulting engineering services for clients across the United States for commissioning + energy services, commercial, education, healthcare, hospitality, mission critical, and retail projects. We have teams of specialists in indoor air quality, thermal displacement ventilation, CFD modeling, fire protection, sustainable design, LEED certification, and system analysis that enable us to help our clients optimize the performance of their building systems. We hold professional registrations in all 50 states, the District of Columbia, Canada, and Puerto Rico.



### Excel

Tony LaShay  
tony.l@excelengineer.com  
[www.excelengineer.com](http://www.excelengineer.com)

Excel is a national full service architectural and engineering firm that provides professional design solutions all across the country in industrial and office market. Our specialties include: space planning, programming, master planning, site selection, feasibility studies, building assessments, building code reviews, ADA studies, BIM, high-definition renderings, architectural design, interior design, structural engineering, cold formed steel engineering, HVAC design, plumbing and fire protection design, electrical engineering, civil engineering, surveying and 3D laser scanning.

## HUITT-ZOLLARS

### Huitt-Zollars, Inc.

Kevin Carlson  
kcarlson@huitt-zollars.com  
[www.huitt-zollars.com](http://www.huitt-zollars.com)  
1717 McKinney Avenue, Suite 1400  
Dallas, TX 75202  
(214) 871-3311

Huitt-Zollars is a full-service multi-discipline AE firm with expertise in planning, design, program and construction management for commercial, retail and office development. The firm offers civil engineering, architectural, MEP, structural, surveying and landscape architectural services for public works, federal, urban development, transportation and buildings practice areas. Headquartered in Dallas, TX, the firm is ranked among the nation's top design firms by Engineering News Record.

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### JSD Professional Services, Inc.

Rich Wagner, PE, RLS  
Rich.Wagner@jsdinc.com  
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Waukesha, WI 53186  
(262) 513-0666

JSD Professional Services, Inc. (JSD) was established in 1998. Today we employ professional engineers, stormwater management and water quality professionals, planners, landscape architects, land surveyors, construction managers, technicians, and support personnel. Our qualified staff enables us to provide complete services in planning & development, civil engineering, transportation engineering, municipal engineering, structural engineering, water resources, landscape architecture, construction services, and surveying & mapping for sustainable developments.



### Khachaturian Engineering Associates

Armen Khachaturian  
armen@keaengineers.com  
[www.keaengineers.com](http://www.keaengineers.com)  
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Larson Design Group is a national, multi-disciplined brand architecture, engineering, and surveying firm, providing architectural, engineering, and surveying to academic, healthcare, industrial, municipal, retail, and transportation clients.



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Civil Engineers and Surveyors

### Lennon, Smith, Souleret Engineering, Inc.

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lsouleret@lsse.com  
[www.lsse.com](http://www.lsse.com)  
846 Fourth Avenue  
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Lennon, Smith, Souleret Engineering, Inc. (LSSE), established in 1985, is a 70 person civil engineering and surveying firm. LSSE has provided planning and design services for over 150 project sites, including Pittsburgh's South Side

Works; Edinboro University Campus Infrastructure Upgrade; a 250-acre industrial park site in Allegheny County; 50 big-box commercial sites; residential developments comprising over 3,500 housing units; brownfield redevelopment; and special, multi-use recreational, commercial and residential sites.



Read Jones Christoffersen Consulting Engineers

### Read Jones Christoffersen Ltd.

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tmooney@rjc.ca  
[www.rjc.ca](http://www.rjc.ca)  
500, 144 Front Street West  
Toronto, ON M5J 2L7  
(416) 977-5335

Read Jones Christoffersen Ltd. (RJC) delivers solutions in structural engineering, structural restoration, building science, parking facility design, and glass/façade engineering. Our network of offices in major centres across Canada provides superior client service at the local level backed by the depth and resources of a leading national firm that is committed to creative thinking and practical results.



### Wetland Studies and Solutions, Inc.

Amy Connelly  
aconnelly@wetlandstudies.com  
[www.wetlandstudies.com](http://www.wetlandstudies.com)  
5300 Wellington Branch Drive  
Gainesville, VA 20155  
(703) 679-5600

WSSI is the leading natural and cultural resources consultant in the Mid-Atlantic. Our professional staff assists developers and public works agencies with the permitting process for land development projects and creates innovative solutions to water quality issues affecting the Chesapeake Bay Region.



## Environmental



Complex Issues • Solid Solutions

### EFI Global, Inc.

Heather Suttle  
heather\_suttle@efiglobal.com  
[www.efiglobal.com](http://www.efiglobal.com)  
8811 FM 1960 Bypass Road West,  
Suite 400  
Humble, TX 77338  
(800) 334-0200

EFI Global provides environmental services for projects associated with real property. Services include Asbestos/Lead, Brownfields, Cleanup Monitoring, Environmental Site Assessments, Indoor Air Quality/Mold, Petroleum Management, & Regulatory Compliance.

## VERTEX

### The Vertex Companies

Scott Nathan  
snathan@vertexeng.com  
<http://vertexeng.com>  
One Congress Street, 10th Floor  
Boston, MA 02114  
(857) 263-2796

The Vertex Companies, Inc. (VERTEX) is an internationally recognized, full-service environmental, construction, energy and engineering services firm. Headquartered in Massachusetts, the company has 22 offices across the US, Mexico and Canada and a client base that includes some of the largest global Fortune 100 companies.



### Wetland Studies and Solutions, Inc.

Amy Connelly  
aconnelly@wetlandstudies.com  
[www.wetlandstudies.com](http://www.wetlandstudies.com)  
5300 Wellington Branch Drive  
Gainesville, VA 20155  
(703) 679-5600

WSSI is the leading natural and cultural resources consultant in the Mid-Atlantic. Our professional staff assists developers and public works agencies with the permitting process for land development projects and creates innovative solutions to water quality issues affecting the Chesapeake Bay Region.

## Financial Intermediary



### NorthMarq Capital, LLC

Lawrence Stephenson  
lstephenson@northmarq.com  
[www.northmarq.com](http://www.northmarq.com)  
3500 American Blvd West, Suite 500  
Minneapolis, MN 55431  
(952) 356-0100

NorthMarq Capital is a leading national mortgage banking firm headquartered in Minneapolis with 34 offices offering debt, equity and commercial loan servicing with an average of \$9.5 billion in annual production volume and services a loan portfolio of over \$42 billion.

## Interior Design



### Bullock Tice Associates

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j.tice@bulltice.com  
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BTA is a planning, architecture, and interior design firm serving commercial developers throughout the Southeast. ARE YOU CONTEMPLATING DEVELOPING IN THE NORTH GULF COAST REGION? For a guide to help you optimize your development yield and mitigate risk, go to [www.bulltice.archwebsite.com](http://www.bulltice.archwebsite.com)



### Clark Design Group PLLC

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info@clarkdg.com  
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We are a full service architectural firm providing site planning, program development, building design, construction administration, historic preservation and interior design. Our firm's ultimate goal is to meet our clients' needs and turn their visions into a viable reality.



### CUBE 3 Studio, LLC

Nicholas A. Middleton  
nmiddleton@cube3studio.com  
[www.cube3studio.com](http://www.cube3studio.com)  
360 Merrimack Street  
Building 5, Floor 3  
Lawrence, MA 01843  
(978) 989-9900

CUBE 3 Studio is a dynamic and responsive design firm with the vision and capability to produce innovative design solutions. The firm has emerged as one of the fastest growing design firms in the United States while establishing a national reputation as a powerful design force. Uncompromising attention to detail allows us to create buildings and interior spaces that have lasting value. Our commitment and dedication to our work enables us to consistently deliver design excellence while remaining firmly grounded in economic reality.



### Dekker/Perich/Sabatini

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D/P/S is an award-winning multidisciplinary design firm with a 55-year portfolio of commercial, healthcare, education, civic, and mixed-use projects. Our staff includes architects, interior designers, planners, structural engineers, and landscape architects, based in offices in Arizona, New Mexico, and Texas.



### GTM Architects

Nakia Wallace-Randall  
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[www.gtmarchitects.com](http://www.gtmarchitects.com)  
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### Kirksey Architecture

Scott Wilkinson  
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[www.kirksey.com](http://www.kirksey.com)  
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Houston, TX 77024  
(713) 426-7434

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### MG2

Ted Caloger  
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1101 Second Ave, Suite 100  
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MG2 partners with businesses around the world to create meaningful transformation through architectural services, planning, interior design, brand strategy, and consulting services. MG2 is consistently ranked among the largest architecture firms in the nation and among the top retail design firms in the world. MG2 serves clients around the globe from four offices: Seattle, WA; Irvine, CA; Washington, DC and Shanghai.



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Tim Sahuri  
tim.sahuri@sahuri.com  
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pankaj.duggal@jacobs.com  
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Rich Wagner, PE, RLS  
Rich.Wagner@jsdinc.com  
N22 W22931 Nancy Court, Suite 3  
Waukesha, WI 53186  
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JSD Professional Services, Inc. (JSD) was established in 1998. Today we employ professional engineers, stormwater management and water quality professionals, planners, landscape architects, land surveyors, construction managers, technicians, and support personnel. Our qualified staff enables us to provide complete services in planning & development, civil engineering, transportation engineering, municipal engineering, structural engineering, water resources, landscape architecture, construction services, and surveying & mapping for sustainable developments.

**Landscape  
Architects**



Larson Design Group\*

**Larson Design Group**

Brad Davis, PE, PMP  
tcraig@larsondesigngroup.com  
300 South Walnut Lane, Suite 202  
Beaver, PA 15009  
(724) 495-7020

Larson Design Group is a national, multi-disciplined brand architecture, engineering, and surveying firm, providing architectural, engineering, and surveying to academic, healthcare, industrial, municipal, retail, and transportation clients.

**Site Selection  
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**bmgzstrategies, llc**

rgiuditta@bmgzstrategies.com  
**www.bmgzstrategies.com**  
222 Mount Airy Road, Suite 200  
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Read Jones Christoffersen Ltd. (RJC) delivers solutions in structural engineering, structural restoration, building science, parking facility design, and glass/façade engineering. Our network of offices in major centres across Canada provides superior client service at the local level backed by the depth and resources of a leading national firm that is committed to creative thinking and practical results. ■

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