NAIOP 2016 Guide to the Southwest

Are you planning a project in the Southwestern U.S.? Whether you seek an investment partner, an interior designer, a contractor or a great location, you’ll find a contact here.

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CPAs & Advisors
Todd Hege
tthege@bkd.com
www.bkd.com
910 E Saint Louis St., Suite 400
Springfield, MO 65801
(417) 831-7283

BKD works with real estate investors, developers, brokers, agencies and owner associations. Whether your company owns a single piece of rental property, operates an agency or has vast commercial holdings in several states, our team has the expertise and experience to help accomplish your goals.

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Jeff Hipshman, CPA
Jeffrey.hipshman@hmwccpa.com
www.hmwccpa.com
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Tustin, CA 92780
(714) 505-9000

Since 1968, HMWC CPAs & Business Advisors has been comprised of highly experienced accountants, real estate consultants and tax specialists. The firm has a special focus on clients involved in real estate development, management, investment, financing and construction.

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www.dronebase.com
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Rick Butler
rbutler@butlerdesigngroup.com
www.butlerdesigngroup.com
5017 E. Washington Street
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(602) 957-1800

Butler Design Group, founded in 1996 by the Firm’s Principals, Rick Butler and Jeff Cutberth, has a talented group of 25 professionals specializing in office, industrial, retail and specialty projects. Commitment and passion fuel the Firm’s success, including being awarded the local NAIOP Architect of the Year 11 times.

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(505) 761-9700

Dekker/Perich/Sabatini is an award-winning, multidisciplinary design firm with expertise in architecture, interior design, planning, structural engineering, and landscape architecture with offices in Albuquerque and Phoenix. D/P/S has a 55-year portfolio of commercial, healthcare, education, civic, and mixed-use projects.

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3760 Kilroy Airport Way, Suite 130
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www.cemexusa.com

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CEMEX is a global building materials company that provides high-quality products and reliable service to customers and communities in more than 50 countries throughout the world. Its U.S. network includes 13 cement plants, 46 strategically located distribution terminals, 80 aggregate quarries and more than 350 ready-mix concrete plants.

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راعي يتناول خبرات المقاولين بشهادة عالية في حل المشكلات الاستدامة والبناء، وهو مصمم للاستدامة في كل تطوير المجمعات السكنية والتجارية واللازمة. يوفر الخدمات التصميمية والإدارية المتعددة، بما في ذلك التصميم والتسويق والتحليل الإداري والتعاون المتعدد، مع تقديمه للعملاء وال klientون في مجال الصناعات المختلفة في جميع أنحاء البلاد.

يقدم مكتب دولتي دارغارد & ريتشاردز التصميم الإداري، وهو واحد من الأكاديميات العليا للعمليات الإدارية في العالم. يركز على تقديم خدمات التصميم الإداري في مجالات الصناعات المختلفة، بما في ذلك الصناعات الصغيرة و الكبيرة، وفي جميع أنحاء البلاد.

الصحافة الاستقلالية هي شركة بحثية تقدم حلول التصميم الإداري المتعددة في مجالات الاستدامة والتكنولوجيا الحديثة. تقدم خدماتها في مجالات الاستدامة والتكنولوجيا الحديثة في جميع أنحاء البلاد.

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العمليات الإدارية في مجالات الاستدامة والتكنولوجيا الحديثة، وتشمل خدماتها في مجالات الاستدامة والتكنولوجيا الحديثة في جميع أنحاء البلاد.

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Developers

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Buzz Oates
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(916) 379-3800

Buzz Oates is one of the largest privately held industrial developer/owner organizations in the country, with a primary geographic focus in California’s Central Valley. Through seven decades and several economic cycles, Buzz Oates has consistently developed millions of square feet of buildings for a wide range of local, regional and national customers, differentiating itself as a strong, long-term owner of a conservatively leveraged portfolio with dominant market share in select second- and third-tier investment markets.

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Majestic Realty
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The Opus Group

Dave Menke
dave.menke@opus-group.com
www.opus-group.com
10350 Bren Road West, Minnetonka, MN 55343
(952) 656-4444

The Opus Group® is a family of commercial real estate development, construction and design companies. Driven to deliver™, Opus operates as an integrated, multidisciplinary team of design-build experts, collaborating with clients to maximize value through both time and budget efficiencies.

Ryan Companies US, Inc.

Rick Collins
rick.collins@ryancompanies.com
www.ryancompanies.com
6720 N. Scottsdale Road, Suite 100
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(602) 845-5200

Ryan is a national builder, designer, developer and real estate manager specializing in fully integrated solutions. With a mission to build lasting relationships, Ryan delivers full-service customized solutions based on industry expertise and collaboration – pairing customers’ expectations with a specialized team of contractors, architects, engineers, developers, property managers, and financiers.

EastGroup Properties

Bill Petasas
bill.petasas@eastgroup.net
www.eastgroup.net
2200 E. Camelback Road, Suite 210
Phoenix, AZ 85016

EastGroup Properties is a publicly traded real estate investment trust (NYSE: EGP) focused on development, acquisition and operation of industrial properties in major Sunbelt markets with an emphasis on Florida, Texas, Arizona, California and North Carolina. EastGroup’s portfolio includes approximately 36 million square feet. Additional information regarding EastGroup is available at www.eastgroup.net.

Tratt Companies

Jonathan Tratt
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www.trattproperties.com
4715 N. 32nd Street, Suite 102
Phoenix, AZ 85018
(602) 468-3100

Tratt Properties, LLC, headquartered in Phoenix, Arizona, is a dedicated and experienced real estate and financial team engaged in the acquisition and development of institutional grade logistics properties in key markets throughout the United States. We are focused on delivering flexible and scalable global supply chain real estate solutions that go beyond basic transportation, warehousing and distribution.

USAA Real Estate Company

www.usrealco.com
San Antonio, TX 78230
800-531-8182

USAA Real Estate Company was founded in 1982 as the real estate investment arm of USAA. With approximately $15 billion in assets under management, the company provides co-investment asset management services to U.S. pension funds, as well as to foreign and domestic institutional investors. USAA Real Estate Company also provides capital to partners for development. The portfolio consists of office, medical office, industrial, multi-family, retail and hotel properties as well as investments in real estate operating companies. Our commitment to service and integrity reflects the core values put in place 93 years ago by our parent company, a trusted worldwide insurance and financial services organization. More information available at www.usrealco.com.
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John Rodiles
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www.a10capital.com
800 W. Main Street, Suite 1100
Boise, ID 83702
(208) 577-5074
A10 Capital is a balance-sheet lender providing a broad menu of commercial mortgage products to satisfy both value-add and long-term investors. Specializing in middle-market 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.

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www.envoynnn.com
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Albuquerque Economic Development
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(505) 246-6200
Albuquerque Economic Development, Inc., is focused on the recruitment of new employers to the Albuquerque metro area, as well as assisting with the retention and expansion of existing industry. AED provides assistance for your company’s location or expansion needs.

Arizona Commerce Authority
Kevin Sullivan
kevins@azcommerce.com
www.azcommerce.com
333 N. Central Avenue, Suite 1900
Phoenix, AZ 85004
(602) 845-1261
The Arizona Commerce Authority is the leading economic development organization with a streamlined mission to grow and strengthen Arizona’s economy. The ACA uses a three-pronged approach to advance the overall economy: recruit, grow, and create.

City of Peoria
Paul Zampini
Paul.Zampini@peoriaaz.gov
www.peoriaaz.gov
9875 N. 85th Avenue
Peoria, AZ 85345
(623) 773-7735
Peoria is a growing city with a quality workforce, a large portfolio of biomedical startups, premiere sites for investors and developers, and public-private partnership opportunities. With a supportive city council driving the economic development strategies, Peoria is taking control of its future.

City of Phoenix, Community & Economic Development
Christine Mackay
Christine.mackay@phoenix.gov
www.phoenix.gov
200 W. Washington Street, 20th Floor
Phoenix, AZ 85003
(602) 262-5040
The Phoenix Community and Economic Development Department connects commercial real estate professionals to the city’s most valuable assets. Contact us to learn more about our talented workforce, competitive operating advantages and ways we can add value to your transaction.

City of Goodyear
Harry Paxton
harry.paxton@goodyearaz.com
develop.goodyearaz.com
14455 W. Van Buren Street, Suite D102, Goodyear, AZ 85338
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Located in the country’s #2 workforce market, Goodyear is one of the fastest growing cities in the United States. Our location, transportation assets, abundant land, high capacity power and fiber and low cost environment combine to create strategic opportunities for business.

City of Surprise
Jeanine Jerkovic
Jeanine.jerkovic@surpriseaz.gov
www.surpriseaz.gov
16000 N. Civic Center Plaza
Surprise, AZ 85374
(623) 222-3300
The City of Surprise Economic Development Department is focused on creating a robust business environment that attracts employment, capital investment, and enhanced opportunities for investors and residents.

Greater Phoenix Economic Council
Brad Smidt
bsmidt@gpec.org
www.gpec.org
2 North Central Avenue, Suite 2500
Phoenix, AZ 85004
(602) 262-8612
Since 1989 the Greater Phoenix Economic Council has successfully attracted quality businesses to the region. With a mission to attract and grow quality businesses and advocate for Greater Phoenix’s competitiveness, GPEC is creating the place where businesses go to scale.

PHX East Valley Partnership
info@phxeastvalley.org
www.phxeastvalley.org
535 W. Baseline Road, Suite 107
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(480) 834-8335
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Salt River Project Economic Development
Karla Teixeira-Moran
Karla.moran@srpnet.com
www.powertogrowphx.com
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SRP delivers reliable water, energy, dark fiber and data center capabilities to the Greater Phoenix area. With some of the lowest electricity prices in the Southwest and as a national leader in water planning, SRP and Arizona have the resources your business needs to grow and thrive.

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Salt River Project Economic Development

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Phoenix, AZ 85020
(602) 906-1364
Kimley-Horn is a full-service consulting engineering firm with over 80 offices nationwide offering a range of services to our private and public sector clients. Our land development services include office, commercial, retail, industrial, mission critical facilities, residential, athletic facilities, higher education, hospitality, healthcare, and mixed-use projects.

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Jim Burness
jburness@nationalcarcharging.com
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Investors

BH Properties
info@bhproperties.com
www.bhproperties.com
11111 Santa Monica Blvd, Suite 600
Los Angeles, CA 90025
(310) 820-8888
BH Properties is a privately held, national commercial real estate investment firm focused on acquiring value-added industrial, retail, office, and multifamily properties. The company’s aggressive acquisition strategy targets under-performing properties with optimal growth potential in select markets.

PK Associates
Cliff Paul
cpaul@pkastructural.com
www.pkastructural.com
7434 East MacDonald Drive
Scottsdale, AZ 85250
(480) 922-8854
PK Associates provides a full range of Structural Engineering Services with extensive experience in structural design, renovation, and condition assessment analysis. PK Associates is registered in 46 states across the nation and has experience across both private and public Market Sectors.

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Interior Design

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daide@dpsdesign.com
www.dpsdesign.org
7601 Jefferson NE, Suite 100
Albuquerque, NM 87109
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Owners
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1717 McKinney Avenue, Suite 1900
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A leader among U.S. industrial portfolio operators, the Clarion Partners Industrial Group is focused exclusively on the logistics sector, with particular emphasis on bulk warehouse/distribution facilities. The Group manages a 644-property portfolio (consisting of more than 126 million square feet and currently valued at more than $10.4 billion), located in 43 markets across the United States and Brazil. Besides closely monitoring the performance of existing assets with more than 1,300 diverse tenants, the Group has the expertise to develop new warehouse space on well-located land parcels held in its portfolio.

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Diversity in the workplace leads to increased creativity, productivity, an enriched talent pool and better understanding of the global business community. Make sure your company is taking a leading role in fostering diversity in the industry by accessing the tools and information available in the NAIOP Diversity Resource Center.

Visit naiop.org/diversity