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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**BKD, LLP**

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

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.

**HMWC CPAs & Business Advisors**

Jeff Hipshman, CPA
jeffrey.hipshman@hmwccpa.com
www.hmwccpa.com
(714) 505-9000
17601 E. 17th Street, Suite 100

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.

**Architects**

**BTA**

John Tice
j.tice@bulltice.com
www.bulltice.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.com/

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rbutler@butlerdesigngroup.com
www.butlerdesigngroup.com
(602) 957-1800
5017 E. Washington Street
Phoenix, AZ 85008

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**DroneBase**

Mike Musi
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DroneBase provides high-quality aerial photography and video for commercial real estate teams, on-demand, anywhere in the world. We currently work with marketing teams at some of the largest CRE firms to get standardized outputs of all of their properties. Try us at Dronebase.com!
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**CUBE 3 Studio, LLC**
Nicholas A. Middleton
mmiddleton@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 maintaining 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.

**DLR Group**
Elaine Kanelos
elaine.kanelos@dlr-group.com
www.dlr-group.com
(720) 904-0440
1555 Blake Street, Suite 250
Denver, CO 80202

Every enterprise has a unique set of cultural, creative, and technical goals for their work environment. DLR Group’s 700+ employee owners in 24 offices worldwide are helping innovative companies around the world create unique, employee- retains, culturally-supportive business environments.

**EYP**
Laila Kamal
lkamal@eypae.com
www.eypae.com
470 Atlantic Avenue, 7th Floor
Boston, MA 02210
617-305-9800


**GTM Architects**
Nakia Wallace-Randall
nwallacerandall@gtmarchitects.com
www.gtmarchitects.com
7735 Old Georgetown Road, Suite 700
Bethesda, MD 20814
(301) 233-3000

Established in 1989, GTM Architects is an award-winning design firm that offers architecture, planning and interior design services; committing to place the needs of our clients and their projects first.

**Huitz-Zolarias**
Kevin Carlson
kcarnson@huitz-zolarias.com
www.huitz-zolarias.com
1717 McKinney Avenue, Suite 1400
Dallas, TX 75202
(214) 871-3311

Huitz-Zolarias is a full-service multi-discipline AE firm with expertise in planning, design, program and construction management for corporate, 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
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www.jacobs.com
1100 North Glebe Road, Suite 500
Arlington, VA 22201
(571) 218-1427

Jacobs is a full service global award winning design firm providing architecture, engineering, Interiors, planning, asset management, program management and construction support services for corporate, government, institutional, and other private sector clients. Our key markets include Corporate/Commercial, Science and Technology, Mission Critical, Aviation, Education, Healthcare, and Government. With 14,000 global buildings and infrastructure resources and 5,500 based in the US, we provide unparalleled depth of technical skills, subject matter expertise, and broad geographic reach to deliver innovative and sustainable projects across the world. Jacobs is a publicly held company with over 65,000 employees and 170 offices in 32 countries representing one of the largest annual volumes of professional services in the world.

**KGD Architecture**
Tsutomu Ben Kishimoto
Bkishimoto@kgdarchitecture.com
www.kgdarchitecture.com
1300 Wilson Blvd, Suite 250
Arlington, VA 22209

KGD Architecture celebrated 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 the public and private sectors.

**Powers Brown**
Desta Kimmel
kimmeld@powersbrowns.com
www.powersbrowns.com
1314 Texas Avenue, Second Floor
Houston, TX 77002
(832) 866-5306

Powers Brown Architecture is a professional services firm practicing architecture, interior design and urban design. The firm, with offices across
the county, has built a reputation for specialized design and technical superiority, producing award-winning work and gaining recognition from local, regional and national organizations.

**SMITHGROUP JJR**

SmithGroupJJR
Chad Schleicher
chad.schleicher@smithgroupjjr.com
www.smithgroupjjr.com
455 N. 3rd Street, Suite 250
Phoenix, AZ 85004
(602) 265-2200

SmithGroupJJR is one of the largest architecture, engineering, and planning firms in the U.S. With a staff of over 1,100, we specialize in the healthcare, workplace, higher education, urban design, and science and technology sectors.

**S2 Architecture**

S2 Architecture
Monica Silenzii
m.silenzii@s2architecture.com
www.s2architecture.com
110-12th Avenue SW, Suite 900
Calgary, AB Canada T2R-0G7

S2 is an established firm with over 20 years of history in design excellence. We are a full service architectural and interior design firm engaged in inspired and innovative design contributing to the built environment in our communities and cities.

**SAHURI + Partners Architecture Inc.**

Tim Sahuri
tim.sahuri@sahuri.com
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**

Katy Tassmer
ktassmer@tka-architects.com
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.

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architecture | planning | interiors
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Ware Malcomb
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www.waremalcomb.com
10 Edelman, Irvine, CA 92618
(949) 660-9128

Ware Malcomb is a leading international design firm offering architecture, planning, interior design, civil engineering, and graphic design services to clients. Ware Malcomb specializes in the design of office, industrial, distribution, public, education, healthcare, technology, retail, restaurant, and auto projects.

**CLARION PARTNERS**

Clarion Partners
Stacey Magee
Stacey.magee@clarionpartners.com
www.clarionpartners.com
1717 McKinney Avenue, Suite 1900
Dallas, TX 75202

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.

**THE RMR GROUP**

RMR Group
www.rmrgroup.com
Two Newton Place
255 Washington Street,
Newton, MA 02458
(617) 796-8390

The RMR Group (Nasdaq: RMR) is a leading alternative asset management company primarily providing management services to four publicly owned REITs and three real estate operating companies. As of June 30, 2016, RMR had $23.4 billion of real estate assets under management, including more than 1,300 properties across the U.S.

**HFF**

HFF
www.hfflp.com
9 E. Greenway Plaza, Suite 700
Houston, TX 77046
(713) 852-3500

HFF operates out of 23 offices nationwide and is a leading provider of commercial real estate and capital markets services to the U.S. commercial real estate industry.

**Brokers**

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Guy Gravett
www.farmsandacreageinc.com
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**Stan Johnson Company**

Sam Alison
salison@stanjohnsonco.com
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**Consultants**

**Heger Industrial**
Robert Thornburgh, SIOR, CCIM
info@hegerindustrial.com
www.hegerindustrial.com
3760 Kirkby Airport Way, Suite 130
Long Beach, CA 90806

Heger Industrial is a full-service industrial real estate company providing brokerage, property management, investment and consulting services. We have helped business owners, property owners and investors achieve the greatest value of industrial and special-use real estate throughout the West Coast.

**Pinnacle Engineering Group**
Don Hoeft
don.hoeft@pinnacle-engr.com
www.pinnacle-engr.com
2465 Kuser Road
Hamilton Township, NJ 08690
(609) 298-3516

Pinnacle Engineering Group is a specialty intermediary serving retail insurance brokers and their clients by delivering optimal risk management solutions in the areas of environmental liability and construction-related professional liability for all industry types.

**Alstonco**
Natalie Springfield
nspringfield@alstonco.com
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3500 Lenox Road, Suite 501
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(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

**Grunley Construction Company, Inc.**
Sonya Brown
sonyabrown@grunley.com
www.grunley.com
15020 Shady Grove Road, Suite 500
Rockville, MD 20850
(301) 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.

**Proverb, LLC**
Daren Bascone
info@thetruthmadessimple.com
www.thetruthmadessimple.com
543 Albany Street
Boston, MA 02118
(617) 266-0965

Proverb, a full-service branding agency, creates award-winning campaigns and brand identities for a broad cross-section of real estate projects, including residential, commercial, education, retail, office, and government projects. Our capabilities include brand strategy, advertising, identity/naming, interactive design, product development, and communications design.

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**March Associates Construction, Inc.**
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www.marchassociates.com
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Wayne, NJ 07470
(973) 904-0213

March is listed as one of the “Top 400 Contractors” according to the Engineering News Record nationwide. Access to the key principals, efficient planning and strict adherence to schedules throughout the process are just a few reasons we have consistently completed our projects on time, on budget and to the highest standards. It is why the majority of our business is awarded on negotiated terms or through referrals with a consistent group of repeat Triple A clients.
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FCL Builders, LLC
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www.fclbuilders.com
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Itasca, IL 60143
(630) 773-0050
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GRUNLEY
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www.grunley.com
15020 Shady Grove Road, Suite 500
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(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.

March Associates Construction, Inc.
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601 Hamburg Turnpike
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(973) 904-0213
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Martin-Harris Construction
Austin Kight
akight@martinharris.com
www.martinharris.com
3030 S. Highland Drive
Las Vegas, NV 89109
Martin-Harris Construction is an ENR Top 400 General Contractor founded in 1976. Headquartered in Las Vegas, Nevada, Martin-Harris operates throughout the southwest U.S. in a wide variety of market sectors and provides quality Design-Build, CMAR, Design-Asst and Design-Bid-Build services.

McShane Construction Company
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www.mcshane-construction.com
6720 N. Scottsdale Road, Suite 270

March Associates Construction, Inc.
McShane Construction Company is a nationally recognized general construction, design/build and construction management firm headquartered in suburban Chicago with offices in Phoenix, Arizona, Irvine, California and Auburn, Alabama. Named 2015 Contractor of the Year by NAIOP Chicago, the firm’s expertise includes the industrial, food processing, office, multi-family, senior and student housing, healthcare, recreational and mixed-use markets, among others.

Driven to deliver™, Opus operates as a full-service general contractor specializing in fully integrated solutions. With a mission to build lasting relationships, Ryan delivers full-service customized solutions based on their extensive knowledge to provide solutions and deliver the needed results of the clients. Organized into 3 divisions: Development, Brokerage, and Management.

Burns & Scalo Real Estate Services, Inc.
Jim Scalo
jscalo@burnsscalo.com
www.Burns-ScaloRealEstate.com
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Suite 570, Pittsburgh, PA 15220
412-250-3000
Since 1956, Burns & Scalo Real Estate Services, Inc. has been one of the region’s largest commercial real estate companies. Our team applies their extensive knowledge to provide a conservatively leveraged portfolio with dominant market share in select second- and third-tier investment markets.

Buzz Oates
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kevinramos@buzzoates.com
www.buzzoates.com
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Sacramento, CA 95814
(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.

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becky.hornack@weitz.com
www.weitz.com
2111 E. Highland Avenue
Suite 400, Phoenix, AZ 85016
Founded in 1855, The Weitz Company is a full-service general contractor, design-builder and construction manager, with a concentration in the commercial, industrial and heavy industrial construction markets. It is our mission to “build a better way.”

Conor Commercial Real Estate
Conor Commercial Real Estate
Sven Tustin
stustin@conormercial.com
www.conornercial.com
6720 N. Scottsdale Road, Suite 270
Scottsdale, AZ 85253
(602) 845-5200
Conor Commercial Real Estate, a member of The McShane Companies, is headquartered in Chicago with regional offices in Phoenix, Irvine and Houston. The firm is active on a national basis in the development of master-planned industrial and office parks, medical office developments, multi-family properties and build-to-suit projects for lease or purchase.

Ryan Companies US, Inc.
Rick Collins
rick.collins@ryancompanies.com
www.ryancompanies.com
3900 E. Camelback Road, Suite 100
Phoenix, AZ 85018
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Ryan is a national builder, designer, developer and real estate manager specializing in fully integrated solutions, industry expertise and collaboration — pairing customers’ expectations with a specialized team of contractors, architects, engineers, developers, property managers, and financiers.

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**Tratt Properties**
Jonathan Tratt
714.845.3460
jon@trattproperties.com
1070 Century Park East
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Tratt Properties is a full-service commercial real estate firm with a focus on designing, constructing, and managing commercial properties in Southern California.

**USAA Real Estate Company**
San Antonio, TX 78227
USAA Real Estate Company is one of the leading real estate services firms in the country, providing comprehensive real estate solutions to a variety of industries.

**Arizona Commerce Authority**
Kevin Sullivan
kevins@azcommerce.com
333 N. Central Avenue, Suite 1900
Phoenix, AZ 85004
(602) 845-1261
The Arizona Commerce Authority is the leading economic development organization in the state, focused on attracting and retaining businesses, creating jobs, and growing the economy.

**Envoy Net Lease Partners**
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rcram@envoynn.com
www.envoynn.com
1363 Shermer Road, Suite 309
Northbrook, IL 60062
(847) 239-7250
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**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.

**Envoy Net Lease Partners**
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1363 Shermer Road, Suite 309
Northbrook, IL 60062
(847) 239-7250
Envoy Net Lease Partners provides equity and high-leverage financing to developers of build-to-suit or redeveloped single tenant, net lease properties nationwide through four financing programs: Ground Lease A&D Loans, Construction Loans, Bridge Loans, JV Equity. Download program flyers at envoynn.com.

**City of Goodyear**
Harry Paxton
harry.paxton@goodyearaz.gov
develop.goodyearaz.com
14455 W. Van Buren Street
Suite D102, Goodyear, AZ 85338
(623) 882-7900
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 Peoria**
Paul Zampini
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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.

**GPEC**
Brad Smith
bsmith@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@phxeastvalle.org
www.phxeastvalle.org
535 W. Baseline Road, Suite 107
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(480) 834-8335
PHX East Valley is the premier business location in Arizona – fueled by world-class talent, excellent education systems and low operating costs. Visit with representatives of East Valley Partnership, Salt River Project (SRP) and communities like Chandler, Gilbert, Mesa, Tempe, Apache Junction and Queen Creek to discuss opportunities for your company.
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Karla Teixeira-Moran
karla.moran@srpnet.com
www.powertogrowphx.com

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SRP delivers reliable water, energy, dark fiber and data center capabil-
ties to the Greater Phoenix area. With some of the lowest electricity prices in
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Jefferson County Economic Development Corporation
Doug Bene
dbene@jeffcoedc.org
www.jeffcoedc.org
1667 Cole Boulevard, Suite 400
Golden, CO 80401
(303) 202-2965

Jefferson County Economic Development Corporation (Jeffco EDC) rep-
resents Jefferson County, Colorado-the western corridor of metropolitan
Denver. Jeffco EDC prepares individual proposals and services for domestic
and international companies looking for a premier business location in the
Colorado Rocky Mountains.

New Jersey Economic Development Authority
NJEDA
Patience Purdy
ppurdy@njeda.com
www.njeda.com
P.O. Box 990
Trenton, NJ 08625-0990

The New Jersey Economic Development Authority finances small and
mid-sized businesses, administers tax incentives to retain and grow jobs,
revitalizes communities through redevelopment initiatives, and sup-
ports entrepreneurial development by providing access to training and
mentoring programs.

New York

Economic Development
Operation Oswego County
John Henry King
jking@cityofbowie.org
www.cityofbowie.org
15901 Excalibur Road
Bowie, MD 20716
(301) 809-3042

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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 busi-
ness opportunities.

Maryland

City of Bowie Economic Development Office
www.cityofbowie.org
www.naiop.org
Buckeye Power Inc.
Dennis Mingvar
dmingvar@buckeyepower.com
www.buckeyepower.com/economic-development
6677 Busch Boulevard
Columbus, OH 43229
(800) 282-6962
Buckeye Power provides comprehensive regional 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 Mingvar at dmingvar@buckeyepower.com or (614) 430-7876.

The Columbus Region
Kenny McDonald
km@columbusregion.com
www.columbusregion.com
150 S Front St., Suite 200
Columbus, OH 43215
(614) 225-6063
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City of Hillsboro Economic Development
Mark Clemens
Mark.clemens@hillsboro-oregon.gov
www.ci.hillsboro.or.us
150 E. Main Street
Hillsboro, OR 97123
(503) 681-6229
Hillsboro, Oregon, in the Portland metro area, is the location for global technology companies including Intel, SolarWorld, Genetech/Roche USA, Laika Studios, Salesforce, and the Majestic Brookwood Business Park, a recently planned 73 acre commercial development by 2015 NAIOP developer of the year, Majestic Reality. The City of Hillsboro provides economic development services to developers and companies who’d like to grow with us.

Ohio

Pennsylvania

Pittsburgh Regional Alliance
David Ruppersberger
druppersberger@pittsburghregion.org
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.

The City of Dallas - Office of Economic Development
J. Hammond Perot
Joseph.Perot@DallasCityHall.com
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.

Greater Ft. Bend Economic Development Council
Jack Belt, Jeff Wiley
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