

# 2017 NAIOP Buyers Guide



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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.

## Accountants



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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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Tustin, CA 92780  
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.

## Aerial Photography



**DroneBase**  
Mike Musi  
mikemusi@dronebase.com  
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2800 Olympic Boulevard  
Santa Monica, CA 90404

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!

## Architects



### Bullock Tice Associates

John Tice  
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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)



Rick Butler  
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(602) 957-1800  
5017 E. Washington Street  
Phoenix, AZ 85008

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.



### CUBE 3 Studio, LLC

Nicholas A. Middleton  
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360 Merrimack Street  
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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.com  
[www.dpsdesign.org](http://www.dpsdesign.org)  
7601 Jefferson NE, Suite 100  
Albuquerque, NM 87109  
(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.



### Deutsch Architecture Group

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4600 E. Indian School Road  
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With 35 years of providing outstanding service, Deutsch Architecture Group draws on our extensive industrial and office experience to develop unique

solutions that will support your company's strategic future. Our commitment to our Clients' project and vision is our first priority.



### DLR Group

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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-retaining, culturally-supportive business environments.



### EYP, Inc.

Laila Kamal  
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Boston, MA 02210  
617-305-9800

EYP is an expertise-driven design firm nationally recognized for high-performance projects in the Corporate, Government, Higher Education, Healthcare and Science & Technology sectors. Our knowledge-based lifecycle approach leverages proprietary research and close client relationships – pre-design through occupancy – to inform innovation.



### GTM Architects

Nakia Wallace-Randall  
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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.



### Huitt-Zollars, Inc.

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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 Buildings & Infrastructure

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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

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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.



### Korb + Associates

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Korb + Associates Architects is driven by the principal of creating authenticity in our designs and relationships. We achieve this through an approach that is comprehensive and personalized. With every project, we embrace the opportunity to enhance communities and environments.



### KSS Architects LLP

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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.



### PDR

Mark Bellamy  
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PDR is a world-class creative design, consulting and architecture firm specializing in the delivery of high performance workplace solutions.



### Powers Brown

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Houston, TX 77002  
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Powers Brown Architecture is a professional services firm practicing architecture, interior design and urban design. The firm, with offices across

the country, 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

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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**  
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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  
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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.

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(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.

## WARE MALCOMB

architecture | planning | interiors  
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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.

## Asset Managers

### CLARION PARTNERS

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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.

## THE RMR GROUP

**The RMR Group**  
[www.rmrgroup.com](http://www.rmrgroup.com)  
Two Newton Place  
255 Washington Street,  
Newton, MA 02458  
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The RMR Group (Nasdaq: RMR) is an 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.

## Brokers



### Farms and Acreage, Inc.

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Farms and Acreage, Inc. - serving the Northern Virginia area since 1957. Proudly representing land entitled and ready for development in Fairfax, Loudoun and Prince William Counties in Virginia. Happy to receive your call.



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Hauger-Bunch, Inc. is a leading commercial, industrial and vacant land brokerage firm servicing Central Florida markets. The firm plays a major role in Polk County's growth, expanding or locating more than 800 businesses to the area and developing business parks.



### Heger Industrial

Robert Thornburgh, SIOR, CCIM  
info@hegerindustrial.com  
[www.hegerindustrial.com](http://www.hegerindustrial.com)  
3760 Kilroy 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.



[www.hfflp.com](http://www.hfflp.com)  
9 E. Greenway Plaza, Suite 700  
Houston, TX 77046  
(713) 852-3500

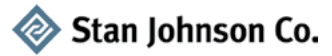
HFF operates out of 23 offices nationwide and is a leading provider of commercial real estate and capital markets services to the U.S. commercial real estate industry.



### Lee & Associates Arizona

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For 25 years, Lee & Associates Arizona has provided exceptional brokerage services to the industrial, office, investment and land sectors of the Phoenix commercial market. Our office is now recognized as one of the most successful brokerage firms in Arizona.



### Stan Johnson Company

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Stan Johnson Company is a privately held commercial real estate investment sales and advisory firm focused on single-tenant net lease. We go beyond expectations with tailored solutions, access to the right buyers and sellers, and 30 years of net lease experience.



### Ten-X

[www.ten-x.com](http://www.ten-x.com)  
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(949) 609-5376

Ten-X, the nation's leading online real estate marketplace, empowers consumers, investors and real estate brokers with unprecedented levels of flexibility, control, simplicity, and the convenience of transacting properties completely online - whenever they want and from wherever they are.

## Building Materials



Building a better future

### Cemex

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[www.cemexusa.com](http://www.cemexusa.com)  
5180 Golden Foothills Parkway,  
Suite 200  
El Dorado Hills, CA 95762

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.

## Consultants



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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.



### New Day Underwriting Managers, LLC

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New Day Underwriting Managers, LLC 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.



### Pinnacle Engineering Group

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(262) 754.8888

Pinnacle Engineering Group provides expert engineering services for a broad spectrum of private and public clients. Our engineering staff is experienced in a wide variety of professional services that allow us to provide creative engineering solutions to complex projects.

## Proverb

### Proverb, LLC

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543 Albany Street  
Boston, MA 02118  
(617) 266-0965

Proverb, a full-service branding agen-

cy, creates award-winning campaigns and brand identities for a broad cross-section of real estate projects, including residential, commercial, traditional neighborhood, and transit-oriented developments. Capabilities include brand/market strategy, advertising, identity/naming, interactive design, product development, and communications design.

## Contractors/ Construction



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(480) 345-8700

As one of the nation's top general contractors, Adolfson & Peterson Construction (AP) combines nearly 70 years of construction expertise with the newest technologies to provide our clients with the highest standards of workmanship, integrity and client care.



### Alston Construction

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nspringfield@alstonco.com  
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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.

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(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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Callahan Construction Managers is a full service construction management company that has served the New England and Northeast regions for more than 65 years. We provide a wide range of preconstruction and construction management services, and have completed projects in multi-family residential, senior housing, hospitality, retail, corporate office, life sciences, educational, and other markets. As one of the largest open shop construction firms in the Northeast, we work with a wide range of local, regional, and national clients.

## GRUNLEY

### Grunley Construction Company, Inc.

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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.



### hardison/downey construction, inc.

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6150 N. 16th Street  
Phoenix, AZ 85016

hardison/downey serves as an alternative for clients who need the expertise and financial stability of a large general contractor, but want the personal service and attention of a small one. We provide both ground up and tenant improvement construction services.



### Helix Electric

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[www.helixelectric.com](http://www.helixelectric.com)  
3078 East Sunset Road, Suite 9  
Las Vegas, NV 89120  
(702) 732-1188

Founded in 1985, Helix Electric is a full-service electrical contractor and Industry Leader specializing in all facets of construction including commercial, industrial, residential, renewable energy, government, transportation and healthcare with a 24-hour emergency service department.



### March Associates Construction Inc.

Bryan Murray  
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[www.marchassociates.com](http://www.marchassociates.com)  
601 Hamburg Turnpike  
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.



### Martin-Harris Construction

Austin Kight  
akight@martinharris.com  
[www.martinharris.com](http://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-Assist and Design-Bid-Build services.



CONSTRUCTION

**Perlo Construction**

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621 S. 48th Street, Suite 103  
Tempe, AZ 85281  
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Perlo Construction has a long and stable history as a general contractor throughout the Western United States. We deliver a higher standard built on team collaboration, accurate scheduling and highly refined budget analysis, with an elevated focus on safety and sustainability throughout the entire construction process.



RENAISSANCE COMPANIES

**Renaissance Companies**

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8925 E. Pima Center Parkway  
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Celebrating 25 years, The Renaissance Companies is a full service general construction firm based in Scottsdale, Arizona committed to constructing projects that consistently exceed expectations in cost, time and quality in the industrial, office, hospitality, medical and institutional markets.



**The Stewart Companies**

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[www.stewartcompanies.com](http://www.stewartcompanies.com)  
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(717) 771-3539

Stewart Properties is a real estate development and investment company serving the Mid-Atlantic region that offers forward-thinking approaches to site development and building design. Stewart & Tate is a quality driven, full-service building, sitework, industrial and general contractor.



**The Weitz Company**

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Suite 400, Phoenix, AZ 85016  
Founded in 1855, The Weitz Company is a full-service general contractor, design-builder and construction man-

ager, with a concentration in the commercial, industrial and heavy industrial construction markets. It is our mission to "build a better way."

**Design Build**



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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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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.



**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.



**LGE Design Build**

Swen Anderson  
swena@lgedesignbuild.com  
[www.lgedesignbuild.com](http://www.lgedesignbuild.com)  
740 North 52nd Street, Suite 200  
Phoenix, AZ 85008  
(480) 966-4001

From concept to completion, LGE handles your project every step of the way from architecture to construction management. With a solid process and 19 million square feet of experience, LGE consistently ranks among the top design/build firms in the Southwest.

**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.



**Helix Electric**

Victor Fuchs  
vfuchs@helixelectric.com  
[www.helixelectric.com](http://www.helixelectric.com)  
3078 East Sunset Road, Suite 9  
Las Vegas, NV 89120  
(702) 732-1188

Founded in 1985, Helix Electric is a full-service electrical contractor and Industry Leader specializing in all facets of construction including commercial, industrial, residential, renewable energy, government, transportation and healthcare with a 24-hour emergency service department.



**March Associates  
Construction Inc.**

Bryan Murray  
bryanm@marchassociates.com  
[www.marchassociates.com](http://www.marchassociates.com)  
601 Hamburg Turnpike  
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.



**Martin-Harris Construction**

Austin Kight  
akight@martinharris.com  
[www.martinharris.com](http://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-Assist and Design-Bid-Build services.



**McShane Construction  
Company**

Milt Elmer  
melmer@mcshane.com  
[www.mcshane-construction.com](http://www.mcshane-construction.com)  
6720 N. Scottsdale Road, Suite 270

Scottsdale, AZ 85253  
(602) 508-6166

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.



## MENARD

### Menard USA

Marty Taube  
lmcintosh@menardgroupusa.com  
[www.menardgroupusa.com](http://www.menardgroupusa.com)  
Vice President of Business Development  
150 E Main Street, Suite 500  
Carnegie, PA 15106  
412-620-6000

Menard is a design-build specialty geotechnical contractor offering expertise on ground improvement for sites with poor soil. We combine value-engineering and innovative techniques to deliver practical, sustainable solutions that can be attractive alternatives to deep (pile) foundations. Solutions that are faster, less expensive and less complicated.



### The Opus Group

[www.opus-group.com](http://www.opus-group.com)  
2425 East Camelback Road,  
Suite 220, Phoenix, AZ 85016  
(602) 648-5099

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.



Engineers

### Read Jones Christoffersen Ltd.

Tammy Mooney  
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 engi-

neering, 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.



### Ryan Companies US, Inc.

Rick Collins  
rick.collins@ryancompanies.com  
[www.ryancompanies.com](http://www.ryancompanies.com)  
3900 E. Camelback Road, Suite 100  
Phoenix, AZ 85018  
(602) 322-6142

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.



Apple Automotive Group  
Apple Outdoor Advertising  
Apple Retail Properties  
Heritage Concrete  
Lewis Contractors  
Riley Welding & Fabricating  
Stewart & Tate  
Stewart Properties  
York Building Products

### The Stewart Companies

Maureen Rutter  
mkr@stewartcompanies.com  
[www.stewartcompanies.com](http://www.stewartcompanies.com)  
950 Smile Way  
York, PA 17404  
(717) 771-3539

Stewart Properties is a real estate development and investment company serving the Mid-Atlantic region that offers forward-thinking approaches to site development and building design. Stewart & Tate is a quality driven, full-service building, sitework, industrial and general contractor.



### The Weitz Company

Becky Hornack  
becky.hornack@weitz.com  
[www.weitz.com](http://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."

## Developers



### Burns & Scalo Real Estate Services, Inc.

Jim Scalo  
jscalob@burnsscalo.com  
[www.Burns-ScaloRealEstate.com](http://www.Burns-ScaloRealEstate.com)  
750 Holiday Drive, Foster Plaza 9  
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 solutions and deliver the needed results of the clients. Organized into 3 divisions: Development, Brokerage, and Management.



### BUZZ OATES

#### Buzz Oates

Kevin F. Ramos  
kevinramos@buzzoates.com  
[www.buzzoates.com](http://www.buzzoates.com)  
555 Capitol Mall, Suite 900  
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 with dominant market share in select second- and third-tier investment markets.



### Conor Commercial Real Estate

Sven Tustin  
stustin@conorcommercial.com  
[www.conorcommercial.com](http://www.conorcommercial.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.



### EastGroup Properties

Bill Petsas  
bill.petsas@eastgroup.net  
[www.eastgroup.net](http://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](http://www.eastgroup.net).



### MAJESTIC REALTY CO.

#### Majestic Realty

[www.majesticrealty.com](http://www.majesticrealty.com)

Founded in 1948, Majestic Realty Co is the oldest and largest privately owned real estate developers in the country, providing a full range of development services from the initial land acquisition, entitlement, development and property management.



### OPUS

THE OPUS GROUP

#### The Opus Group

Dave Menke  
dave.menke@opus-group.com  
[www.opus-group.com](http://www.opus-group.com)  
2425 East Camelback Road,  
Suite 220, Phoenix, AZ 85016  
(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](http://www.ryancompanies.com)  
3900 E. Camelback Road, Suite 100  
Phoenix, AZ 85018  
(602) 322-6142

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 constructors, architects, engineers, developers, property managers and financiers.



**Tratt Companies**  
Jonathan Tratt  
JT@trattproperties.com  
[www.trattproperties.com](http://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](http://www.usrealco.com)  
San Antonio, TX 78230

USAA Real Estate Company, with approximately \$12 billion in assets under management, provides development, acquisition, and co-investment services for corporate and institutional investors. The USAA portfolio consists of office, industrial, multi-family, retail and hotel properties as well as investments in real estate operating companies. USAA Real Estate Company is a subsidiary of USAA, a leading financial services company, serving military families since 1922. For more information, visit [www.usrealco.com](http://www.usrealco.com).

**Direct Lenders**



**A10 Capital**  
John Rodiles  
jrodiles@a10capital.com  
[www.a10capital.com](http://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.

**ENVOYNNN**

**Envoy Net Lease Partners**  
Ralph Cram  
rcram@envoynnn.com  
[www.envoynnn.com](http://www.envoynnn.com)  
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 [envoynnn.com](http://envoynnn.com).

**Economic Development**  
**CANADA**

**MISSISSAUGA**  
**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**  
**Arizona Commerce Authority**  
Kevin Sullivan  
kevins@azcommerce.com  
[www.azcommerce.com](http://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 Goodyear**  
Harry Paxton  
harry.paxton@goodyearaz.gov  
[develop.goodyearaz.com](http://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  
Paul.zampini@peoriaaz.gov  
[www.peoriaaz.gov](http://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.

**PHOENIX IS HOT.**  
**City of Phoenix, Community & Economic Development**

Christine Mackay  
Christine.mackay@phoenix.gov  
[www.phoenix.gov](http://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.



**Sierra Vista**  
EXTRAORDINARY SKIES.  
UNCOMMON GROUND.  
**City of Sierra Vista**  
Simone McFarland  
Simone.mcfarland@sierravistaaz.gov  
[www.sierravistaazbusiness.com](http://www.sierravistaazbusiness.com)  
1011 N Coronado Dr.  
Sierra Vista, AZ 85635  
(520) 678-5608

Sierra Vista is home to Fort Huachuca encompassing technology missions; located near the Mexico border, the city is perfect for light manufacturing and assembly. With a higher than U.S. average educated workforce, Sierra Vista offers a low-cost, high-quality, cooler alternative.



**City of Surprise**  
Jeanine Jerkovic  
jeanine.jerkovic@surpriseaz.gov  
[www.surpriseaz.gov](http://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](http://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](http://www.phxeastvalley.org)  
535 W. Baseline Road, Suite 107  
Mesa, AZ 85210  
(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.



## Delivering more than power.<sup>™</sup> Salt River Project Economic Development

Karla Teixeira-Moran  
karla.moran@srpnet.com  
[www.powertogrowphx.com](http://www.powertogrowphx.com)  
1521 N. Project Drive  
Tempe, AZ 85281  
(602) 236-2396

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.

## CALIFORNIA



### City of Moreno Valley Economic Development

Mike Lee  
EDTeam@moval.org  
[www.moval.org](http://www.moval.org)  
14177 Frederick Street  
PO Box 88005  
Moreno Valley CA 92552-0805  
(951) 413-3460

Strategically located in Southern California's Inland Empire, Moreno Valley is aggressively pursuing warehouse and logistics development along with healthcare and wellness development to compliment the City's plan to be first to market and boost the economy.



### Town of Apple Valley

Orlando Acevedo  
oacevedo@applevalley.org  
[www.SelectAppleValley.com](http://www.SelectAppleValley.com)  
14975 Dale Evans Parkway  
Apple Valley, CA 92307  
(760) 240-7915

Apple Valley offers certified industrial sites and boasts a transparent 120-day permit process for large-scale facilities in its 6,600-acre industrial specific plan. Located in one of the top pro-business air districts in California, Apple Valley's growing industrial market provides a low-cost, less-hassle solution just 35-minutes north of the Inland Empire along Interstate-15.

## COLORADO



### Jefferson County Economic Development Corporation

Doug Bene  
dbene@jeffcoedc.org  
[www.jeffcoedc.org](http://www.jeffcoedc.org)  
1667 Cole Boulevard, Suite 400  
Golden, CO 80401  
(303) 202-2965

Jefferson County Economic Development Corporation (Jeffco EDC) represents 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.



### Town of Parker Economic Development

Weldy Feazell  
economicdevelopment@parkeronline.org  
[www.ParkerED.org](http://www.ParkerED.org)  
20120 East Main Street  
Parker, CO 80138  
(303) 805-6261

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 Office of Economic Development

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

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



### HOWARD COUNTY Economic Development Authority

Lawrence Twele  
LTwele@hceda.org  
[www.hceda.org](http://www.hceda.org)  
6751 Columbia Gateway Drive  
Suite 500, Columbia, MD 21046

The Authority is a public-private partnership promoting economic growth and stability by supporting existing businesses and those interested in locating in Howard County.

## NEW JERSEY



### NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY NJEDA

Patience Purdy  
ppurdy@njeda.com  
[www.njeda.com](http://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 supports entrepreneurial development by providing access to training and mentoring programs.

## NEW MEXICO



### Albuquerque Economic Development

Gary Tonjes  
gary@abq.org  
[www.abq.org](http://www.abq.org)  
851 University Blvd., S.E.,  
Suite 203, Albuquerque, NM 87106  
(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.

## NEW YORK



### Buffalo Urban Development Corporation (BUDC)

Peter M. Cammarata  
pcammarata@buffalourbandevelopment.com  
[www.buffalourbandevelopment.com](http://www.buffalourbandevelopment.com)  
95 Perry Street, Suite 404  
Buffalo, NY 14203  
(716) 362-8361

BUDC's mission is to support urban economic development efforts through acquisition, remediation and management of distressed properties, and to engage in real estate development activities for the purpose of attracting and/or retaining new and existing businesses to the City.



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

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) 225-6063

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.

**OREGON**



**City of Hillsboro Economic Development**

Mark Clemons  
 Mark.clemons@hillsboro-oregon.gov  
[www.ci.hillsboro.or.us](http://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, Genentech/Roche USA, Laika Studios, Salesforce, and the Majestic Brookwood Business Park, a recently planned 73 acre commercial development by 2015 NAIOP devel-

oper of the year, Majestic Reality. The City of Hillsboro provides economic development services to developers and companies who'd like to grow with us.

**PENNSYLVANIA**



**Pittsburgh Regional Alliance**

David Ruppberger  
 druppberger@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.



**Westmoreland County Industrial Development Corporation**

Jason Rigone  
 wcidc@wpa.net  
[www.westmorelandcountyyidc.org](http://www.westmorelandcountyyidc.org)  
 Fifth Floor, Suite 520  
 40 North Pennsylvania Avenue  
 Greensburg, PA 15601  
 (724) 830-3061

The WCIDC has developed 17 industrial parks, leads public/private partnerships, and provides companies with one-stop-shop economic development service. Located within 30 miles of Pittsburgh, Westmoreland County is located within a 500 mile radius of 70% of America's total population. One premier development is the Westmoreland Logistics Park Rail Freight Terminal. It is one of just a few in the United States that is served by three Class I railroads, and helps provide rail service to the entire region.

**South Carolina**



**Santee Cooper**

Annie Caggiano  
 annie.caggiano@santeecooper.com  
[www.santeecooper.com](http://www.santeecooper.com)  
 One Riverwood Drive  
 Moncks Corner, SC 29461-2901  
 (843) 761-7063

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, reloca-

tion incentives and an unparalleled quality of life graced with Southern hospitality, Santee Cooper powers South Carolina.

**TEXAS**



**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.



**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 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.



**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**



**Loudoun County Department of Economic Development**

Thomas Flynn  
 Thomas.Flynn@loudoun.gov  
[biz.loudoun.gov](http://biz.loudoun.gov)  
 1 Harrison Street, SE, MSC #63  
 5th Floor, Leesburg, VA 20175  
 (703)777-0426

Loudoun County is the home of Dulles International Airport and anchors Washington D.C.'s technology corridor. Loudoun is also home to one of the largest data centers hubs in the world. Named by NY's SmartAsset as having the highest quality of life of any major county in America, Loudoun is at the top of Virginia's counties for business investment. Loudoun Economic Development assists companies with locating and growing in Loudoun County. Find out how we can help you: 1-(800)-LOUDOUN | biz.loudoun.gov.

## Wisconsin



### Wisconsin Economic Development Corporation

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](mailto:inwisconsin.com), email [dobusiness@inwisconsin.com](mailto:dobusiness@inwisconsin.com) or call 855-INWIBIZ.

## Engineers



### Advantage Engineers

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

Advantage Engineers, a nationally-recognized specialty engineering firm, provides high level expertise, value, and responsiveness in geotechnical design and construction phase services to the industrial development market throughout the U.S.



### Cardno Haynes Whaley

Larry Whaley  
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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.



### Dunham

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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.



### EBI Consulting

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[www.ebiconsulting.com](http://www.ebiconsulting.com)  
21 B Street, Burlington, MA 01803  
781-425-5112

EBI Consulting provides environmental risk and compliance management, due diligence, energy efficiency, and engineering services. Combining technical expertise with deep industry knowledge, EBI solves challenging problems with a focus on creating business value.



### ECS Mid-Atlantic, LLC

Tracy Allen  
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Founded in 1988, ECS is a geotechnical engineering, environmental consulting, construction materials testing, and facilities engineering firm headquartered in Chantilly, Virginia, with seven subsidiaries operating in Washington, D.C., the Mid-Atlantic, Southeast and Midwest. ECS is ranked #86 by ENR (2015).



### EYP, Inc.

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470 Atlantic Avenue, 7th Floor  
Boston, MA 02210  
617-305-9800

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(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 Buildings & Infrastructure

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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.



### JSD Professional Services, Inc.

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Waukesha, WI 53186  
(262) 513-0666

JSD Professional Services, Inc. (JSD) was established in 1998. Today we employ professional engineers, storm-water management and water quality professionals, planners, landscape architects, land surveyors, construction managers, and environmental consultants.



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### McGinley and Associates

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[www.mcgin.com](http://www.mcgin.com)  
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Reno, NV 89511-0000  
(775) 829-2245

McGinley and Associates, Inc is a full-service environmental engineering company that can assist with your environmental due diligence needs. Core services include: Phase I ESAs, environmental permitting and compliance, soil and groundwater investigations, brownfields redevelopment, site remediation, and site closure.



### Pinnacle Engineering Group

Don Hoeft  
[don.hoeft@pinnacle-engr.com](mailto:don.hoeft@pinnacle-engr.com)  
[www.pinnacle-engr.com](http://www.pinnacle-engr.com)  
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 (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 has experience across 13 different market sectors both within the public and private sectors.



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 (416) 977-5335

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**Wetland Studies and Solutions, Inc.**  
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 (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**



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**EBI Consulting**  
 Amanda Colby  
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**www.ebiconsulting.com**  
 21 B Street, Burlington, MA 01803  
 781-425-5112

EBI Consulting provides environmental risk and compliance management, due diligence, energy efficiency, and engineering services. Combining technical expertise with deep industry knowledge, EBI solves challenging problems with a focus on creating business value.



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New Day Underwriting Managers LLC 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.



**Roux Associates, Inc.**  
 Tanya Bissell  
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 209 Shafter Street  
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Roux Associates provides a broad range of consulting/project management services to solve complex environmental issues associated with air, water and land. For over 35 years, we have been providing these services to an impressive list of Fortune 500 and public sector clients nationwide.



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 j.tice@bulltice.com  
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 (850) 434-5444

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**CUBE 3 Studio, LLC**  
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 nmiddleton@cube3studio.com  
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 360 Merrimack Street, Building 5,  
 Floor 3, Lawrence, MA 01843  
 (978) 989-9900

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### Dekker/Perich/Sabatini

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



### GTM Architects

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

## JACOBS

### Jacobs Buildings & Infrastructure

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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

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1300 Wilson Blvd, Suite 250  
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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.



### Korb + Associates

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### PDR

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PDR is a world-class creative design, consulting and architecture firm specializing in the delivery of high performance workplace solutions.



### SAHURI + Partners Architecture Inc.

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123 Forge Road SE, Suite 201  
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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.



### S2 Architecture

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## ENVOYNNN

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### Heger Industrial

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### JSD Professional Services, Inc.

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#### JSD Professional Services, Inc.

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JSD Professional Services, Inc. (JSD) was established in 1998. Today we employ professional engineers, storm-water management and water quality professionals, planners, landscape architects, land surveyors, construction managers, and environmental consultants.

## Owners

### CLARION PARTNERS Clarion Partners

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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

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## Property Managers



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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.

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Reterro offers expertise in soil remediation. Our patented Evaporative Desorption Technology (EDT) was designed as a method to remove a wide range of contaminants in soil. EDT is a mobile, all-electric, ex-situ vapor extraction system designed for high throughput.

## Technology

### Altus Analytics

#### Altus Analytics

info@argussoftware.com  
[www.argussoftware.com](http://www.argussoftware.com)  
 750 Town & Country Boulevard, Suite 800, Houston, TX 77024  
 (713) 621-4343

Altus Analytics is the leading provider of software solutions for analyzing and managing the value of real estate investments. Our project feasibility analysis program enables users to model cash flows, conduct sensitivity analysis and create complex financing structures to gain a complete understanding of the risks and returns of each development project.



### Altus Group

#### Altus Group

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 fernando.calvo@altusgroup.com  
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 7900 Westpark Drive, Suite T600  
 Tysons, VA 22102  
 (703) 245-9722

Altus Group's State & Local Tax and Advisory experts serve as trusted tax advisors, helping our clients to proactively manage their tax liabilities, recover overpayments, address exposure risks and implement strategies that deliver ongoing, meaningful benefits.



## BuildingEngines

Kaylea Parkin  
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[www.buildingengines.com](http://www.buildingengines.com)  
460 Totten Pond Road, Suite 500  
Waltham, MA 02451  
(781) 290-5300

Building Engines SaaS (software-as-a-service) property management platform for web and mobile devices is designed to help property teams transform tenant service delivery and engagement, mitigate operational risk, and maintain their properties, using data-driven insights gathered from daily tasks.



## COMPSTAK

### CompStak

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36 Cooper Square, 4th Floor  
New York, NY 10003  
(646) 926-6707

CompStak delivers complete and accurate commercial lease comps. Our data is crowd-sourced from our qualified network of commercial brokers, appraisers, and researchers. Our data science team validates our data and we sell it on a subscription-basis to lenders, landlords, and investors.



Commercial Real Estate Exchange

## CREXi

Ashley Tate  
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[www.crexi.com](http://www.crexi.com)  
2809 Ocean Avenue  
Venice, CA 90291  
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## EstateMaster

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2800 Post Oak Blvd., Suite 4100  
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(832) 390-2387

Since 1991 EstateMaster has been developing powerful, easy-to-use property development, valuation and investment products. Used by over 20,000 professionals worldwide for feasibilities, financial management, and investment analysis. Globally, EstateMaster also provides consulting, implementation, support and training services



## Investor Management Services, LLC

Lisa Henshaw  
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11121 Carmel Commons Boulevard,  
Suite 250, Charlotte, NC 28226  
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Investor Management Services, LLC is a member of the QuietStream Financial family of commercial real estate services and technology companies. Investor Management Services offers cutting-edge software that helps commercial real estate owners attract, engage, and manage their investors and projects. The platform features investor dashboards, document management, investor communications, electronic document execution, and live customer service with more features and enhancements on the way.



## Realogic Analytics, Inc.

Brad Karfeld  
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230 W. Monroe, Suite 1000  
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Realogic provides software & consulting to the commercial real estate industry. Products include Realogic Tools®, an Excel add-in for analysis & reporting of ARGUS data, Realogic Budget® (web-based budgeting & reforecasting), and Realogic Abstract® (web-based abstracting & lease administration).



## SiteREADY

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SiteREADY is a professional services firm focused on the integration of technology within the workplace. Utilizing our unique Solutions Delivery Model, we challenge the routines

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## VTS

Andrew Rains  
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VTS is the leading leasing and asset management platform for commercial real estate, enabling the world's top landlords and brokers to increase revenue, drive productivity and reduce risk. In November 2016, VTS and Hightower merged, bringing together owners, investors and brokers from around the globe.



## Yardi Systems, Inc.

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(800) 866-1144

Yardi@ develops and supports industry-leading investment and property management software for all types and sizes of real estate companies. Established in 1984, Yardi is based in Santa Barbara, California, and serves clients worldwide. For more information, visit [www.yardi.com](http://www.yardi.com).

## Tenant Services



## Burns & Scalo Real Estate Services, Inc.

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## National Car Charging

Jim Burness  
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Engineers

## Read Jones Christoffersen Ltd.

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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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## First American Title Insurance Company

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