Special Section

NAIOP Guide to the Market Control of the Control of

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

Accountants96
Architects97
Asset Manager 97
Broker 97
Building Amenities 98
Consultants98
Contractor/Construction 98
Design Build98
Developers99
Direct Lender100
Economic Development
Agencies 100
Engineer100
Environmental 100
Financial Intermediary 100
Interior Design 100
Investor 101
Owner 101
Railway101
REIT 101
Roof Servicing 102
Technology102
Tenant Services102

Accountants

BKD.

CPAs & Advisors BKD. LLP

Todd Hege thege@bkd.com

www.bkd.com

910 E Saint Louis St., Suite 400 Springfield, MO 65801 (417) 831-7283

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

WIPFLi

CPAs and Consultants Wipfli, LLP

John Schwab jschwab@wipfli.com

www.wipfli.com

10000 Innovation Drive, Suite 250 Milwaukee, WI 53226

Wipfli ranks among the top 20 CPA and business consulting firms in the nation, providing insights and solutions to over 7,300 construction and real estate companies to help them meet their goals and stay profitable. For more information, visit wipfli.com.

Architects



AE7

Tom White tom.white@ae7.com www.ae7.com 2840 Liberty Avenue Pittsburgh, PA 15222 (412) 932-2044

AE7 is an international architectural and engineering firm specializing in the planning and design of mixed-use developments.



eppstein uhen : architects

Eppstein Uhen Architects

Heather Turner Loth heathertl@eua.com

www.eua.com

333 E. Chicago Street Milwaukee, WI 53202 (414) 271-5350

Founded in 1907, Eppstein Uhen Architects' staff is passionate about bringing fresh ideas to complex problems. With our unique design skills, knowledge depth, and client-centered attitude, we partner with you to create designs that elevates your staff within their spaces.

KSS Architects LLF

Edmund P. Klimek eklimek@kssarchitects.com

www.kssarchitects.com

337 Witherspoon Street Princeton, NJ 08542 (609) 921-1131

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

> powers brown archit ecture

Powers Brown

Desta Kimmel kimmel@powersbrown.com

www.powersbrown.com

1314 Texas Avenue, Second Floor Houston, TX 77002 (832) 856-5306

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.

Asset Manager

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.

Brokers

AVISON YOUNG

Intelligent Real Estate Solutions

Avison Young

www.avisonyoung.com

1 S. Wacker Drive, Suite 3000 Chicago, IL 60606 (312) 957-7600

Avison Young is the world's fastestgrowing commercial real estate services firm. Headquartered in Toronto. Canada, Avison Young is a collaborative, global firm owned and operated by its principals. Founded in 1978, the company comprises 1,700 real estate professionals in 66 offices, providing value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-family properties.

CB RICHARD ELLIS CBRE

www.cbre.com

321 N. Clark Street Suite 3400 Chicago, IL 60654 (312) 935-1400

CBRE Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (in terms of 2015 revenue). CBRE offers strategic advice and execution for property

sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting.



Colliers International

www.colliers.com

200 S. Wacker Drive, Suite 700 Chicago, IL 60606 (312) 648-9150

Colliers International is a global leader in commercial real estate services, with more than 16,300 professionals operating out of 502 offices in 67 countries. Colliers delivers a full range of services to real estate occupiers, owners and investors worldwide. including global corporate solutions, brokerage, property and asset management, hotel investment sales and consulting, valuation, consulting and appraisal services, mortgage banking and insightful research.

CUSHMAN & WAKEFIELD **Cushman & Wakefield**

www.cushwake.com

200 S. Wacker Drive, Suite 2800 Chicago, IL 60606 (312) 470-1800

Cushman & Wakefield is the world's largest privately-held commercial real estate services firm. Founded in 1917, it has approximately 250 offices in 60 countries, employing more than 16,000 professionals. The firm represents a diverse customer base ranging from small businesses to Fortune 500 companies. It offers a complete range of services within five primary disciplines: Transaction Services, Capital Markets, Corporate Occupier & Investor Services, Consulting Services, and Valuation & Advisory.



www.hfflp.com

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

HFF operates out of 22 offices nationwide and is a leading provider of commercial real estate and capital markets services to the U.S. commercial real estate industry.



www.jll.com

200 East Randolph Street Chicago, IL 60601 (312) 782-5800

JLL (NYSE: JLL) is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying and investing in real estate. JLL has more than 200 corporate offices, operates in 75 countries and has a global workforce of approximately 53,000. For further information, visit www.ill.com.



Lee & Associates Commercial

Real Estate Services

lee-info@lee-associates.com

www.lee-associates.com 9450 W. Bryn Mawr Avenue,

Suite 550

Rosemont, IL 60018 (773) 355-3000

Lee & Associates is the largest broker-owned commercial real estate firm in North America. We combine superior tools, resources and outstanding market intelligence to meet the specialized needs of our diverse client group inclusive of industrial, office, retail investment and appraisal.



www.naiglobal.com

One Oakbrook Terrace, Suite 400 Oakbrook Terrace IL 60181 (630) 932-1234

NAI Global is the single largest, most powerful global network of owner-operated CRE brokerage firms. NAI Global has 375+ offices located throughout the Americas, Europe and Asia Pacific, with 6,700+ local market professionals, managing over 380 million SF of property.



Newmark Knight Frank

www.ngkf.com

500 W. Monroe Street, Suite 2900 Chicago, IL 60661 (312) 698-6700

Newmark Knight Frank is one of the world's leading commercial real estate advisory firms. With more than 16,300 professionals operating from nearly 420 offices, we provide a fully integrated platform of services to tenants, owners, investors and developers of office, industrial and all property types.



Ten-X

www.ten-x.com

One Mauchly Irvine, CA 92618 (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 Amenities

CAPTIVATE

Captivate

Andrea Upwood aupwood@captivate.com

www.captivate.com

180 N. Lasalle, Suite 2220 Chicago, IL 60601 (312) 283-4124

As the #1 digital media amenity in North America, Captivate is highly valued by tenants who engage with customized, relevant content and actionable information via a network of 12,000 elevator and multipurpose displays in premier office buildings.

Consultants



Capstan Tax Strategies

Bruce Johnson

bjohnson@capstantax.com www.capstantax.com

101 West Avenue, Suite 301 Jenkintown, PA 19106 (215) 885-7561

Capstan Tax Strategies collaborates with clients to identify tax savings opportunities related to Tangible Property and other Fixed Asset regulations. With a clear understanding of each client's business situation and goals, we deliver specialty tax strategies and engineering-driven solutions.

new day **New Day Underwriting** Managers, LLC

Jeff Slivka

jeff.slivka@newdayunderwriting.com

www.newdayunderwriting.com

2465 Kuser Road

Hamilton Township, NJ 08690 (609) 298-3516

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.

Contractor/ Construction



Clark Construction Group

Bill Magruder

bill.magruder@clarkconstruction.com

www.clarkconstruction.com

7500 Old Georgetown Road Bethesda, MD 20814 (301) 272-8100

Clark Construction Group is one of the most experienced and respected construction firms in the United States. For over a century, we have been transforming the ideas and visions of our clients into award-winning



Ductilcrete Technologies

Cheryl Cappelli cc@ductilcrete.com

www.ductilcrete.com

(224) 828-5986

Ductilcrete™ Technologies, provides, concrete slab systems utilized to create extraordinarily, durable floors and pavements that remain flat and level with virtually no curl. Our slabs have increased load capacities with reduced profiles, eliminating the need for additional reinforcing, all at cost competitive pricing. Up to 75% fewer joints translates into much lower lifetime maintenance costs. We provide all of our customers with the industry's most generous warranty.

Design Build

ARCO

DESIGN/BUILD NE ARCO Design/Build Midwest

Jim Vozar jvozar@arcodb.com

www.arcodb.com

1100 E. Hector Street Conshohocken PA 19418 (610) 234-0070

Arco Design/Build Ne Inc.is a turn-key design/build firm specializing in the industrial and commercial markets. Project types include warehouse distribution centers, office buildings, food processing facilities, tenant improvements, commercial renovation

Balfour Beatty

Balfour Beatty

Texas_marketing@balfourbeattyus.com

www.balfourbeattyus.com

3100 McKinnon Street Dallas, TX 75201 (214) 451-1000

Balfour Beatty US is an industryleading provider of general contracting, CMAR and design-build services for public and private sector clients. Performing heavy civil and vertical construction, the company is the US subsidiary of London-based Balfour Beatty plc (LSE: BBY)



FCL Builders, LLC

Michael J. Boro mboro@fclbuilders.com

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.

McShane ONSTRUCTION

OMPAN **McShane Construction**

Company Milt Elmer

melmer@mcshane.com

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.

PREMIER DESIGN + BUILD GROUP PREMIER Design + Build

Brian Paul

brian.paul@pdbgroup.com

www.pdbgroup.com

1000 W. Irving Park Road, Suite 200 Itasca, IL 60143

PREMIER Design + Build Group, LLC is a national design + build firm specializing in industrial, medical, commercial and adaptive re-use projects. We handle tenant improvements and large-scale new construction projects. providing due diligence, full construction and out-sourced design services.

Developers



CenterPoint Properties

Christine Grant cgrant@centerpoint.com

cgrant@centerpoint.cor www.centerpoint.com

1808 Swift Drive Oak Brook, IL 60523

CenterPoint is focused on the development, redevelopment, acquisition and management of industrial property and transportation infrastructure that enhances business and government supply chain efficiency. The company invests in major coastal and inland port logistics markets anchoring North America's principal freight lanes.

CONOR

REAL ESTATE Conor Commercial Real Estate

Sven Tustin stustin@conorcommercial.com

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.



Clarius Partners

Kevin Matzke info@clariuspartners.com

www.clariuspartners.com

200 W. Madison Street, Suite 3410 Chicago, IL 60606 (312) 386-7150

Clarius Partners, LLC is a commercial real estate investment and development management company head-quartered in Chicago with over \$950 million and approximately 8 million square feet of land, office, and industrial development projects completed or under management in Illinois, Pennsylvania, Arizona, California and South Carolina.



CRG

www.realcrg.com

2199 Innerbelt Business, Center Drive

St. Louis, MO 63114

CRG is a leading North American real estate developer headquartered in St. Louis, Missouri with offices in Chicago, Sacramento, Atlanta, Pittsburgh and Northern New Jersey. The CRG team has developed more than 5,000 acres of land and delivered over 160 million square feet of commercial, industrial, multi-family and institutional assets exceeding \$9 billion in value. For more information visit www.realcrg.com. CRG is the real estate service subsidiary of Clayco.

LEADER IN LAST MILE



Dalfen America Corp. is one of the nation's largest buyers of industrial real estate. Their investments focus is on stratigically located infill and last mile oriented warehouses, logistics centers, multi -tenant business parks and light industrial facilities.

Dalfen helps clients minimize the time between "click and knock", giving them the advantage to compete in today's online world.

www.dalfen.com

DALLAS | ORLANDO | CINCINNATI | MONTREAL

Max Gagliardi (972) 733- 6964 17304 Preston Road, suite 550 Dallas, TX 75252 mgagliardi@dalfen.com Jerry Benson (407) 384- 5800 5575 S. Semoran Blvd, suite 5012 Orlando, FL 32822 jbenson@dalfen.com Doug Lance (513) 816- 7412 10182 International Blvd Cincinnati, OH 45246 dlance@dalfen.com Mariam Ghoul (514) 938- 1045 4444 Ste. Catherine West, suite 100 Westmount, QC H3Z 1R2 mghoul@dalfen.com



Molto Properties

www.moltoproperties.com 18W140 Butterfield Road, Suite 750

Oakbrook Terrace, IL 60181

Molto Properties is a privately held real estate investment and management company specializing in the acquisition and development of industrial properties in the Chicagoland and Midwest areas. Molto has built a strong team of professionals with extensive backgrounds in operating, acquiring and developing industrial real estate, enabling them to pursue a broad investment strategy.



www.prologis.com

6250 N. River Road, Suite 1100 Rosemont, IL 60018 (847) 292-3900

Prologis is the leading global provider of industrial real estate, offering approximately 585 million square feet of distribution space in markets across the Americas, Europe and Asia, and is recognized for high-quality developments. The company's extensive land bank, construction expertise, and commitment to sustainable design are key reasons customers choose Prologis.



Tratt Companies

Jonathan Tratt JT@trattproperties.com

www.trattproperties.com

4715 N. 32nd Street, Suite 102 Phoenix, AZ 85018 (602) 468-3100

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



USAA Real Estate Company

www.usrealco.com

San Antonio, TX 78230

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.



Venture One Real Estate

Ryan Stoller rvans@ventureonere.com

www.ventureonere.com

9500 Bryn Mawr, Suite 340 Rosemont, II 60018 (847) 243-4300

Venture One is a real estate private equity fund manager, developer and operating company specializing in the industrial property sector. Venture One owns over 5.3 million square feet and controls over 1,100 acres of land in the greater Chicagoland area.



Wangard Partners, Inc.

Anne White

awhite@wangard.com

www.wangard.com

1200 N. Mayfair Road, Suite 310 Milwaukee, WI 53226 (414) 777-1200

Wangard Partners is a full-service commercial real estate company committed to excellence in development. investment brokerage and management, syndication as well as property and asset management.

envoynn

Envoy Net Lease Partners

Ralph Cram rcram@envovnnn.com

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.

Direct Lender

THE greater DES MOINES partnership

Greater Des Moines Partnership

Mike Swesey

mswesey@desmoinesmetro.com www.desmoinesmetro.com

700 Locust Street, Suite 100

Des Moines, IA 50309 (515) 286-4950

The Greater Des Moines Partnership is the economic and community development organization serving Central Iowa. Together with 21 Affiliate Chambers of Commerce and 5,700 business members, The Partnership drives economic growth and careers through innovation, strategic planning and global collaboration.



Lehigh Valley EDC

Michael Keller mkeller@lehighvalley.org

www.lehighvalley.org

2158 Avenue C, Suite 200 Bethlehem, PA 18017

Lehigh Valley is the 68th largest metropolitan region in the United States, with a \$34.3 billion GDP that is larger than that of 104 nations, and is located 60 minutes north of Philadelphia and 90 minutes west of New York City.



Team NEO/Cleveland Plus **Business**

Mary Cierebiej mcierebiei@teamneo.org

www.teamneo.org

1111 Superior Avenue E., Suite 1600 Cleveland, OH 44114 (216) 363-5411

Team Northeast Ohio (NEO) is an economic development organization focused on creating jobs and helping businesses thrive. We serve as the JobsOhio affiliate working with Northeast Ohio's economic development partners.

Economic Development Agencies



Allegheny County Airport Authority

David Storer

development@flypittsburgh.com www.flypittsburgh.com/development Pittsburgh International Airport Pittsburgh, PA 15231-0370 (412) 472-3880

The Allegheny County Airport Authority's role as an economic generator is two-fold: to provide high quality, competitive air service in and out of southwestern PA and to develop key properties which attract new industry

COMMERCE AUTHORITY **Arizona Commerce Authority**

Kevin Sullivan

kevins@azcommerce.com

www.azcommerce.com

333 N. Central Avenue, Suite 1900 Phoenix, AZ 85004 (602) 845-1261

The Arizona Commerce Authority is the leading economic development organization with a streamlined mission to grow and strengthen Arizona's economy. The ACA uses a three-pronged approach to advance the overall economy: recruit, grow, and create.



Wisconsin Economic Development Corporation

dobusiness@inwisconsin.com

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, call 855-INWIBIZ or email dobusiness@inwisconsin.com.



New Day Underwriting Managers, LLC

Jeff Slivka

Jeff.slivka@newsayunderwriting.com www.newdayunderwriting.com

3465 Kuser Road

Hamilton Township, NJ 08690

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.



RPS Gaia Tech

www.rpsgroup.com

135 LaSalle Street Chicago, IL 60604 (312) 541-4200

RPS provides environmental, engineering and science solutions across the globe. We offer a comprehensive range of consulting services and technology solutions to support our clients working in the built and natural environment.

Financial Intermediary



Jeffrey Weidell, President jweidell@northmarq.com

www.northmarq.com

500 American Blvd. W, Suite 500 Bloomington, MN 55431 P: (952) 356-0100 F: (952) 356-0099 NorthMarq Capital is the largest privately held commercial real estate financial intermediary providing debt, equity and commercial loan servicing through its 37 offices nationwide. The company has built lone-term

relationships with life companies.

of banks.

GSEs, CMBS platforms and hundreds

Engineer

Kimley » Horn

Expect More. Experience Better.

Kimley-Horn

www.kimley-horn.com

7740 N. 16th Street, Suite 300 Phoenix, AZ 85020

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

Environmental



National Car Charging

Jim Burness

jburness@nationalcarcharging.com www.nationalcarcharging.com

209 Kalamanth Street, Suite 3 Denver, CO 80223

National Car Charging has the widest selection and lowest prices for EV charging equipment in the country. Some of our brands include ChargePoint, AeroVironment, EV-Box, Siemens, Efacec, and more. Use our installer network or your own crew.



Interior Design



Tom White tom.white@ae7.com

www.ae7.com

2840 Liberty Avenue Pittsburgh, PA 15222 (412) 932-2044

AE7 is an international architectural and engineering firm specializing in the planning and design of mixed-use developments.

Investor

ENVOYNN

Envoy Net Lease Partners
Ralph Cram

rcram@envoynnn.com

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.



Sitex Group

Cary Goldman cgoldman@sitexgroup.com

www.sitexgroup.com

9525 W. Bryn Mawr Avenue, Suite 955

Rosemont, IL 60018

Sitex Group, LLC is a fully integrated private equity firm that specializes in industrial real estate investment and development. Our core objective is to acquire, redevelop and develop industrial real estate located in core markets across the United States.



Talos Capital

www.taloscapital.com

1 Westbrook Corporate Center, Suite 830 Chicago, IL 60154 (708) 593-3510

Talos Capital is a best-in-class national industrial real estate investment firm headquartered in Chicago with regional offices in California and New Jersey. Each and every Talos investment must stand on its own merit and be insulated from idiosyncratic market risk. Our mission is to maximize return for investors while providing unsurpassed service to our tenants.

Owner

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.

Railway



BNSF Railway

F.E. Kalb, Jr. Skip.kalb@bnsf.com

www.bnsf.com

2650 Lou Menk Drive Fort Worth, TX 76131-2830 (817) 867-6133

BNSF's rail network spans 32,500 route miles in 28 states and three

Canadian provinces. We transport the products and materials that help feed, clothe, supply and power communities. And, we move those goods more safely and efficiently, on significantly less fuel, and with fewer emissions than all-highway alternatives.

REIT



info@firstindustrial.com

www.firstindustrial.com 311 S. Wacker Drive, Suite 3900

311 S. Wacker Drive, Suite 3900 Chicago, IL 60606 (312) 344-4300

First Industrial Realty Trust, Inc. (NYSE: FR) is a leading fully-integrated owner, operator, and developer of industrial real estate with a track record of providing industry-leading customer service to multinational corporations and regional customers. With a 65-million-square-foot portfolio across the nation's top markets, our local market experts manage, lease, buy, (re)develop, and sell bulk and regional distribution centers and other industrial facilities.

Roof Servicing



Rooflifters

Marty Shiff mart@rooflifters.com

www.rooflifters.com

2525 Ponce De Leon Blvd, Suite 300 Coral Gables, FL 33134 (416) 631-6150

ROOFLIFTERS is an innovative company that rejuvenates older buildings by raising their existing roofs for vertical expansion. Increasing the value of commercial properties across North America for over 25 years. ROOFLIFTERS, efficient, fast, and affordable.



Jeff Allen jeff@rooflift.com

www.rooflift.com

626 RXR Plaza Uniondale, NY 11556 (631) 491-8500

Space Technology Inc. LIFTS THE EXISTING ROOF of an industrial building, intact, to two or three times its original height. Converts obsolete, low-clearance buildings into valuable, high-cube assets. Free estimates, nationwide.

Technology

Altus Analytics

Altus Analytics

info@argussoftware.com

www.altusanalytics.com

3050 Post Oak Blvd., Suite 900 Houston, TX 77056 (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

Fernando Calvo

fernando.calvo@altusgroup.com

www.altusgroup.com

910 Ridgebrook Road, Suite 200 Sparks, MD 21152 (410) 568-0764

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.



COMPSTAK

CompStak

sales@compstak.com

www.compstak.com

36 Cooper Square, 4th Floor New York, NY 10003 (646) 459-7008

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



info@honestbuildings.com www.honestbuildings.com 85 Broad Street, 29th Floor New York, NY 10004

Honest Buildings is the leading intuitive, data-driven project management and procurement platform built for commercial real estate owners and managers. Industry leaders like Brookfield, Vornado, Beacon Capital Partners, Invesco and Parkway Properties use Honest Buildings to streamline project management processes, increase revenue through faster project delivery, reduce project costs and increase efficiencies on projects portfolio-wide.



Investor Management Services

Lisa Henshaw Ihenshaw@imscre.com

www.imscre.com

11121 Carmel Commons Boulevard, Suite 250

Charlotte, NC 28226 (704) 753-7280

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.



Yardi Systems

sales@yardi.com

www.yardi.com

430 S. Fairview Avenue Santa Barbara, CA 93117 (805) 699-2040

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.

Tenant Services



National Car Charging

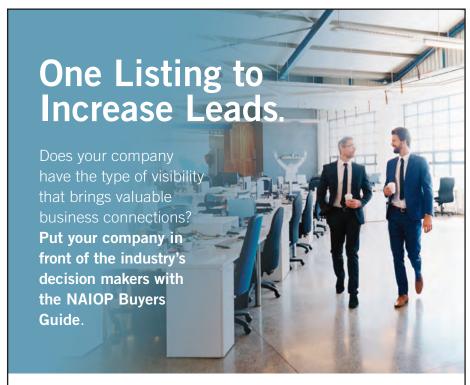
Jim Burness

jburness@nationalcarcharging.com www.nationalcarcharging.com 209 Kalamanth Street, Suite 3 Denver, CO 80223

National Car Charging has the widest selection and lowest prices for EV charging equipment in the country. Some of our brands include ChargePoint, AeroVironment, EV-Box, Siemens, Efacec, and more. Use our installer network or your own crew. ■

Want to see your company featured in our special directory listings?

Contact Joel Stecura at stecura@naiop.org or 800-666-6780, ext. 112 for more information.



Just \$395 per listing for one year. Reach over 80,000 readers in print and 330,000 online visitors annually across North America.

VISIT NAIOP.ORG/BUYERSGUIDE TO PURCHASE YOUR LISTING TODAY.