

2018 NAIOP Buyers Guide



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

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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 a n 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**

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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

AMO **ARCHITECTURE** **AMO Architecture**

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AMO aspires to create environments with an intentional awareness of essential human, urban, and environmental contexts. We strive to balance the use of advanced, innovative design techniques with a cost-conscious approach to meet the unique requirements of each project.

ae7

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

BERNARDON

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

BTA **Bullock Tice Associates**

Bullock Tice Associates
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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.bullocktice.com

cbt

CBT

David Hancock
hancock@cbtarchitects.com
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Boston, MA 02114
(617) 262-4354

CBT is a 50-year old firm working nationally and internationally on projects that range from urban district master planning to large-scale mixed-use developments, multi-family residential, hospitality interiors, corporate workplace, civic and academic projects.



CUBE 3 Studio, LLC

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Building 5, Floor 3
Lawrence, MA 01843
(978) 989-9900

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



CUNNINGHAM GROUP

Cunningham Group

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Minneapolis, MN 55414
(612) 379-3400

Cunningham Group has earned a reputation for delivering excellence in architecture, interior design, landscape architecture and urban design in places where people live, work, play, heal and grow. Our more than 375 employees in ten offices are dedicated to creating design solutions that Uplift the Human Experience.

We see design as an opportunity to help our clients succeed in areas that matter most to them. Through a crafted design experience, we invest time to understand organizations – their vision, culture and goals – to craft meaningful spaces that perform at an exemplary level.



eppstein uhen : architects

Eppstein Uhen Architects

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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.



EYP, Inc.

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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 life-cycle approach leverages proprietary research and close client relationships – pre-design through occupancy – to inform innovation.



GTM Architects

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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.



Kirksey Architecture

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We're Kirksey — passionate about great architecture and all things sustainable. We've been shaping the Houston skyline since 1971 and in the past 10 years alone, Kirksey has completed over 80 office buildings totaling more than 18 million square feet. We are a group of designers and planners committed to our clients, our community, and our planet.



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.



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Through great architecture, KSS creates meaningful and lasting change, for our clients, our firm, and our world. KSS Architects is an award-winning full-service architecture, planning, and interior design firm with offices in Princeton, NJ and Philadelphia, PA. As architects for commerce, our clients are leaders in their fields, representing the best in business, industry, education, development,

community, and innovation. Founded in 1983, KSS has grown to a team of over 60 dedicated design professionals, passionate about creating built environments that stimulate the intersections of learning, commerce, and community.



Powers Brown

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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.



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.



Ware Malcomb

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Ware Malcomb is an international design firm providing planning, architecture, interior design, branding and civil engineering services to commercial real estate and corporate clients. With office locations throughout the United States, Canada, Mexico and Panama, the firm specializes in the design of commercial office, corporate, industrial, science & technology, healthcare, retail, auto, public/educational facilities and renovation projects.

Asset Manager

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 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

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Avison Young is the world's fastest-growing 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.



CBRE

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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

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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

www.cushwake.com
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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.



HFF

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9 E. Greenway Plaza, Suite 700
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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.



JLL

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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.jll.com.



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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.



NAI Global

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Newmark Knight Frank

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Building Amenities



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Consultants



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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 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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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.

Contractors/ Construction

Balfour Beatty

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(214) 451-1000

Balfour Beatty US is an industry-leading 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)



Clark Construction Group

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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 projects.



Ductilcrete Technologies

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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.

GRUNLEY

Grunley Construction Company, Inc.

Sonya Brown
sonyabrown@grunley.com
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15020 Shady Grove Road, Suite 500
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(240) 399-2000

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



March Associates Construction Inc.

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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.



McShane Construction Company

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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.



Millie & Severson

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(562) 493-3611

Millie and Severson is a licensed General Contractor in California serving clients since 1945. Our expertise spans Healthcare, Medical Office Buildings, Industrial, Institutional, Commercial Office Buildings and other niche markets, via offices in both Southern and Northern California.



PREMIER
DESIGN + BUILD GROUP
PREMIER Design + Build
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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.



Russell

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4600 E. 53rd Street
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(563) 459-4600

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Design Build



AMO Architecture

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AMO aspires to create environments with an intentional awareness of essential human, urban, and environ-

mental contexts. We strive to balance the use of advanced, innovative design techniques with a cost-conscious approach to meet the unique requirements of each project.



DESIGN/BUILD NE ARCO Design/Build Midwest

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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 and more.



FCL Builders, LLC

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



Grunley Construction Company, Inc.

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March Associates Construction Inc.

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Developers



CenterPoint Properties

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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.



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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

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 Clarius Partners, LLC is a commercial real estate investment and development management company headquartered 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

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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.



Molto Properties

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 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.



Prologis

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 6250 N. River Road, Suite 1100
 Rosemont, IL 60018
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 Prologis is the leading global provider of industrial real estate, offering ap-

proximately 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 Properties

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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

www.usrealco.com
 San Antonio, TX 78230

USAA Real Estate, with over \$20 billion in assets under management, provides co-investment, acquisition, build-to-suit and development services for corporate and institutional investors and arranges commercial mortgage loans on behalf of affiliates. The portfolio consists of office, medical office, industrial/logistics, multifamily, retail and hotel properties. USAA Real Estate is a subsidiary of USAA, a leading financial services company, serving military families since 1922. For more information, visit www.usrealco.com.



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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.



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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.

Direct Lender



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Economic Developers

CANADA



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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



County of Brant

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Providing a competitive business edge, the County of Brant is your ideal investment choice. Our serviced land availability, low cost of doing business, skilled labour force and a highly accessible location provides unparalleled strategic advantages.

ARIZONA



Kevin J. Sullivan, Senior Vice President Business Attraction and Expansion
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The Arizona Commerce Authority is the state's leading economic development organization tasked with growing and strengthening Arizona's economy. The ACA attracts companies to the state, helps Arizona companies expand, and works with talented entrepreneurs to facilitate the creation of new technologies.

CALIFORNIA



City of Hesperia Economic Development

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Located in California's Inland Empire, Hesperia offers miles of available I-15 frontage, lucrative Enterprise Zone benefits, rail accessible property, and lower acquisition costs.



City of Moreno Valley Economic Development

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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
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.

IOWA



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.

MARYLAND



City of Bowie Economic Development Office

John Henry King
jhking@cityofbowie.org
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.

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Frederick County Business Development & Retention

Helen Prophter
hprophter@frederickcountymd.gov
www.discoverfrederickmd.com
12 East Church Street
Frederick, MD 21701
(301) 600-1058

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



Operation Oswego County

L. Michael Treadwell
ooc@oswegocounty.org
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.

PENNSYLVANIA



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 and jobs.

SOUTH CAROLINA



Santee Cooper

Josh Kay
josh.kay@santeecooper.com
www.santeecooper.com
One Riverwood Drive
Moncks Corner, SC 29461-2901
(843) 761-7010

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

NEW MEXICO



Albuquerque Economic Development, Inc.

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

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

OHIO



Ohio's Electric Cooperatives

Dennis Mingyar
dmingyar@ohioec.org
www.ohioec.org
6677 Busch Boulevard
Columbus, OH 43229
(800) 282-6962

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



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.

TEXAS



Allen Economic Development

Harry Whalen
hwhalen@allentx.com
www.allentx.com
700 Central Expressway South,
Suite 210
Allen, TX 75201
(972) 727-0250

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.

NEW YORK



Buffalo Urban Development Corporation (BUDC)

Peter M. Cammarata
pcammarata@buffalourbandevelopment.com
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.



Team NEO/Cleveland Plus Business

Mary Cierebiej
mcierebiej@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



Westmoreland County Industrial Development Corporation

Jason Rigone
wcidc@wpa.net
www.westmorelandcountyidc.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.



Cedar Hill Economic Development Corporation

Allison J. H. Thompson, CECD, EDFP
allison.thompson@cedarhilltx.com
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, aggres-

sive 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

Robert Lung
rlung@sugarlandtx.gov
www.sugarlandcodev.com
2700 Town Center Blvd. N
Sugar Land, TX 77479
(281) 275-2229

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



The Colony Economic Development Corporation

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

It's hot in The Colony, where the Nebraska Furniture Mart/400-acre Grand-scape is open. Named one of the Top 20 Places to Live in the U.S. and Top 10 for Most Affordable Housing in the U.S. by CNN/ Money Magazine, The Colony has plenty of prime light industrial, office-flex and office space including mixed-use centers like The Cascades and Austin Ranch. All just 25 minutes north of Downtown Dallas and close to DFW Airport.



Dallas/Fort Worth International Airport

Mark Witte
mwitte@dfwairport.com
www.dfwairport.com/landhere
PO Box 619428
DFW Airport, TX 75261
(972) 973-4657

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



Greater Ft. Bend Economic Development Council

Jack Belt, Jeff Wiley
jbelt@fortbendcounty.org
www.fortbendcounty.org
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, Virginia Economic Development

Buddy Rizer, Executive Director
DED@Loudoun.gov
www.LoudounPossible.com
43777 Central Station Dr., Suite 300
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WISCONSIN



Wisconsin Economic Development Corporation

Reed Hall
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.

Engineers



Advantage Engineers

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(717) 458-0800

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www.dunhameng.com
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Minneapolis, MN 55402
(612) 465-7550

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



EYP, Inc.

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www.eypae.com
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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 life-cycle approach leverages proprietary research and close client relationships – pre-design through occupancy – to inform innovation.

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www.hcea.com
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(410) 880-4788
Hillis-Carnes is a Mid-Atlantic based, multi-disciplined consulting engineering firm specializing in Geotechnical Engineering, Construction Materials Testing/Inspections, Drilling/Subsurface Investigations, Environmental Consulting/Industrial Hygiene Services, Geotechnical Engineering, Deep Foundations, Specialty Geotechnical Construction, Facilities Consulting, Construction Consulting/Third Party Inspections, Geoscience, and Laboratory Testing.

HUITT-ZOLLARS

Huitt-Zollars, Inc.

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Albuquerque, NM 87110
(505) 883-8114

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



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Since 1984 KEA has been dedicated to providing MEP engineering services to its vast list of clients. We are committed to excellence, reliability, performance, accountability, and responsiveness. Our projects have included commercial, office, pharmaceutical, data centers, warehouses, retail, high rise, industrial, and residential projects. Our team of LEED certified and Revit trained professionals help our clients meet their objectives while staying within their financial goals. We are licensed and serve clients along the entire eastern coast as well as major metropolitan cities in the United States.



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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, health-care, and mixed-use projects.



Pinnacle Engineering Group

Adam Artz
adam.artz@pinnacle-engr.com
www.pinnacle-engr.com
15850 W. Bluemound Road
Suite 210
Brookfield, WI 53005
(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.



RJC Engineers

Monica Silenzi
msilenzi@rjc.ca
www.rjc.ca
1816 Crowchild Trail NW, Suite 500
Calgary, AB T2M 3Y7
(403) 338-5819

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



Wetland Studies and Solutions, Inc.

Amy Connelly
aconnelly@wetlands.com
www.wetlands.com
5300 Wellington Branch Drive
Gainesville, VA 20155
(703) 679-5600

WSSI is the leading natural and cultural resources consultant in the Mid-Atlantic. Our professional staff assists developers and public works agencies with the permitting process

for land development projects and creates innovative solutions to water quality issues affecting the Chesapeake Bay Region.

Environmental



EFI Global, Inc.

Heather Suttle
heather_suttle@efiglobal.com
www.efiglobal.com
411 N. Sam Houston Parkway,
Suite 350
Houston, TX 77060
(800) 334-0200

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



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Jim Burness
jburness@nationalcarcharging.com
www.nationalcarcharging.com
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Denver, CO 80223

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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.



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.

Financial Intermediary



NorthMarq Capital

Lawrence Stephenson
lstephenson@northmarq.com
www.northmarq.com
3500 American Blvd West, Suite 500
Minneapolis, MN 55431
(952) 356-0100
NorthMarq Capital is a leading national mortgage banking firm headquartered in Minneapolis with 34 offices offering debt, equity and commercial loan servicing with an average of \$9.5 billion in annual production volume and services a loan portfolio of over \$42 billion.

Interior Design



abSketches

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York, PA 17402
abSketches is a visual creative studio developing conceptual environments. We work closely with our clients to create high-quality visual marketing products that will help sell ideas. Using state-of-the-art software enables us to bring your vision to reality.



AE7

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

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



Bullock Tice Associates

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



CUBE 3 Studio, LLC

Nicholas A. Middleton
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www.cube3studio.com
360 Merrimack Street
Building 5, Floor 3
Lawrence, MA 01843
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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.



CUNNINGHAM GROUP

Cunningham Group

Chad Clow, AIA, NCARB
cclow@cunningham.com
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201 Main Street, SE, Suite 325
Minneapolis, MN 55414
(612) 379-3400

Cunningham Group has earned a reputation for delivering excellence in architecture, interior design, landscape architecture and urban design in places where people live, work, play, heal and grow. Our more than 375 employees in ten offices are dedicated to creating design solutions that Uplift the Human Experience.

We see design as an opportunity to help our clients succeed in areas that matter most to them. Through a crafted design experience, we invest time to understand organizations – their vision, culture and goals – to craft meaningful spaces that perform at an exemplary level.



Korb + Associates

Jason Korb, AIA
jkorb@kaa-arch.com
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648 N. Plankinton Avenue, Suite 240
Milwaukee, WI 53203
(414) 273-8230

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.



S2 Architecture

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e.staniszewski@s2architecture.com
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110-12th Avenue SW, Suite 900
Calgary, AB Canada T2R-0G7
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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.

WARE MALCOMB

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Ware Malcomb

Lawrence R. Armstrong
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10 Edelman
Irvine, CA 92618
(949) 660-9128

Ware Malcomb is an international design firm providing planning, architecture, interior design, branding and civil engineering services to commercial real estate and corporate clients. With office locations throughout the United States, Canada, Mexico and Panama, the firm specializes in the design of commercial office, corporate, industrial, science & technology, healthcare, retail, auto, public/educational facilities and renovation projects.

ENVOYNN

Envoy Net Lease Partners

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1363 Shermer Road, Suite 309
Northbrook, IL 60062
(847) 239-7250

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Sitex Group

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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

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.

Land Planners



JSD Professional Services, Inc.

Rich Wagner, PE, RLS
Rich.Wagner@jdsinc.com
www.jdsinc.com
N22 W22931 Nancy Court, Suite 3
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, technicians, and support personnel. Our qualified staff enables us to provide complete services in planning & development, civil engineering, transportation engineering, municipal engineering, structural engineering, water resources, landscape architecture, construction services, surveying & mapping, ecological/environmental services for sustainable developments.

Landscape Architects



CUNNINGHAM GROUP

Cunningham Group

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Cunningham Group has earned a reputation for delivering excellence in architecture, interior design, landscape architecture and urban design

in places where people live, work, play, heal and grow. Our more than 375 employees in ten offices are dedicated to creating design solutions that Uplift the Human Experience.

We see design as an opportunity to help our clients succeed in areas that matter most to them. Through a crafted design experience, we invest time to understand organizations – their vision, culture and goals – to craft meaningful spaces that perform at an exemplary level.

Owner



Clarion Partners

Stacey Magee
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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

Darrell Coffey
darrell.coffey@bnsf.com
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2650 Lou Menk Drive
Fort Worth, TX 76131-2830
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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



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www.firstindustrial.com
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



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Marty Shiff
mart@rooflifters.com
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Technology

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Terri Lineberry
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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
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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
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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.



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