



# NAIOP Guide to the Mid-Atlantic

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

Accountants.....	90
Architects .....	90
Asset Manager .....	91
Banks.....	91
Brokers.....	91
Contractor/Construction ..	92
Design Build .....	92
Developers.....	92
Economic Development	
Agencies.....	93
Engineers .....	94
Environmental.....	94
Financial Intermediary ....	94
Railway .....	94
REIT .....	94
Service Provider .....	95
Roof Servicing.....	95
Technology.....	96
Title .....	96

## Accountants



Accountants and Advisors  
**Baker Tilly**  
[bakertilly.com/real-estate](http://bakertilly.com/real-estate)

A full-service accounting and advisory firm whose specialized professionals connect with you and your business through refreshing candor and clear industry insight. Experienced professionals who know your world, Baker Tilly brings skill, integrity and energy to every client relationship.



**Wipfli, LLP**  
John Schwab  
[jschwab@wipfli.com](mailto:jschwab@wipfli.com)  
[www.wipfli.com](http://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](http://wipfli.com).

## Architects



**Huitt-Zollars, Inc.**  
Kim Kemper  
[krkemper@huitt-zollars.com](mailto:krkemper@huitt-zollars.com)  
[www.huitt-zollars.com](http://www.huitt-zollars.com)

6501 America Parkway NE,  
Suite 550  
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.

# KSS

## KSS Architects LLP

Edmund P. Klimek, AIA, NCARB  
 eklimek@kssarchitects.com  
[www.kssarchitects.com](http://www.kssarchitects.com)  
 337 Witherspoon Street  
 Princeton, NJ 08542  
 (609) 921-1131

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  
archi  
tecture

## Powers Brown

Desti Kimmel  
 kimmel@powersbrown.com  
[www.powersbrown.com](http://www.powersbrown.com)  
 2100 Travis St, Suite 501  
 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.

## WARE MALCOMB

ARCHITECTURE | PLANNING | INTERIORS  
 BRANDING | CIVIL ENGINEERING

### Ware Malcomb

Lawrence R. Armstrong  
 mktg@waremalcomb.com  
[www.waremalcomb.com](http://www.waremalcomb.com)  
 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.

## Asset Manager

## CLARION PARTNERS Clarion Partners

Stacey Magee  
 Stacey.magee@clarionpartners.com  
[www.clarionpartners.com](http://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.

## Banks

### BMO Harris Bank

We're here to help.

#### BMO Harris Bank

[www.bmoharris.com/realestate](http://www.bmoharris.com/realestate)

Real estate firms need a banking partner with extensive products/services, a strong capital base, and the ability to fund their needs through economic cycles. Our experts help developers, REITs, private equity funds and institutionally sponsored firms achieve their goals.

### PNC REAL ESTATE FINANCE PNC Real Estate

[www.pnc.com](http://www.pnc.com)  
 249 Fifth Avenue  
 Pittsburgh, PA 15222  
 (877) 762-7775

PNC Real Estate is a leading provider of banking, financing and servicing solutions for commercial real estate clients across the country.

## Brokers

### CBRE

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

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.

### CUSHMAN & WAKEFIELD

#### Cushman & Wakefield

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

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

[www.hfflp.com](http://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.

### LEE & ASSOCIATES COMMERCIAL REAL ESTATE SERVICES

#### Lee & Associates Arizona

[www.lee-associates.com/arizona](http://www.lee-associates.com/arizona)

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.



**Marcus & Millichap**  
www.marcusmillichap.com

With offices throughout the US and Canada, and the largest sales force of investment specialists, Marcus & Millichap is a leading commercial real estate brokerage. We provide unparalleled services to clients, including the largest pool of private and institutional investors.



**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.

## Contractors/ Construction



**Alston Construction**  
www.alstonco.com

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



**GCP Applied Technologies –  
Ductilcrete Technologies**  
https://gcpat.com/en

Ductilcrete®'s slab systems by GCP Applied Technologies encompasses a family of concrete flatwork systems that include slabs, pavements, and toppings. Ductilcrete®'s patented system creates high performance, extended jointed slabs, with higher load bearing capacity providing the end user with more flexibility and lower maintenance costs.



**Grunley Construction Company, Inc.**  
Sonya Brown  
sonyabrown@grunley.com  
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.



**HITT**  
www.hitt.com  
2900 Fairview Park Drive  
(703) 846-9000

With more than seven decades of providing service above expectation, our portfolio of award-winning construction encompasses all aspects of the commercial built environment. From mixed-use industrial campuses to office spaces of the future, we deliver projects that are defining commercial real estate across America.



**Kinsley Construction**  
www.kinsleyconstruction.com

Since our foundation as a general contractor and construction manager in the early 1970s, Kinsley has evolved to become the highly-diversified master builder that we are today.



**The Korte Company**  
www.korteco.com

The Korte Company, founded in 1958, is headquartered in St. Louis, Missouri with offices in Highland, Illinois; Norman, Oklahoma; and Las Vegas, Nevada. The company manages, on average, an excess of \$250 million in annual construction volume.

## Design Build



**Alston Construction**  
Natalie Springfield  
nspringfield@alstonco.com  
www.alstonco.com  
3500 Lenox Road, Suite 501  
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



**ARCO**  
DESIGN/BUILD NE  
**Arco Design | Build Industrial  
Baltimore | DC, Inc.**

Aaron Weir  
aweir@arcodb.com  
www.arcodbindustrial.com  
5950 Symphony Woods Road,  
Suite 609  
Columbia, MD 21044  
(443) 917-4900

We are industrial facility experts, and we serve this market exclusively. As a consulting, design and construction company we serve owners and operators of industrial facilities that support logistics and supply chain operations.



**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 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.



**Menard USA**  
Marty Taube  
lmcintosh@menardgroupusa.com  
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.

## Developers



**CenterPoint Properties**  
Christine Grant  
cgrant@centerpoint.com  
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.



**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.



**PROLOGIS**  
**Prologis**  
[www.prologis.com](http://www.prologis.com)

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.



**ROCKEFELLER GROUP**  
**Rockefeller Group**  
[www.rockefellergroup.com](http://www.rockefellergroup.com)

The Rockefeller Group is a global property owner, developer and investment manager focused on office and industrial assets in major cities, port markets and inland distribution hubs. The company and its subsidiaries operate from nine offices in the U.S. and London.



**TRADEPOINT ATLANTIC**  
**Tradepoint Atlantic**  
[www.tradepointatlantic.com](http://www.tradepointatlantic.com)

Tradepoint Atlantic, the 3,100-acre multimodal global logistics center in Baltimore, Maryland, offers a gateway to markets around the United States and the world, featuring an unmatched combination of access to land, deep-water berths, rail, and highways.



**TRATT PROPERTIES LLC**

**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.



**TRANSWESTERN**  
**Transwestern**  
[www.transwestern.com](http://www.transwestern.com)

Transwestern is a privately held, full-service real estate firm delivering a higher level of personalized service – the Transwestern Experience. Based in Houston, Transwestern has 35 U.S. offices and reaches 180-plus offices globally in alliance with BNP Paribas Real Estate.



**USAA**  
 REAL ESTATE  
**USAA Real Estate**  
[www.usrealco.com](http://www.usrealco.com)  
 San Antonio, TX 78230

USAA Real Estate, with over \$21 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](http://www.usrealco.com)



**Wonderful Real Estate**  
[www.wonderfulrealestateco.com](http://www.wonderfulrealestateco.com)


Bronze Industry Partner Real Estate is a professional real estate development and property management company owned by the Wonderful Company. We develop, manage and invest in a diversified portfolio of real estate, including Wonderful Industrial Park, a 1,625-acre, fully entitled Class A logistics park located in Shafter, California.

## Economic Development Agencies



**Ballston Business Improvement District**  
[www.ballstonbid.com](http://www.ballstonbid.com)

The Ballston Business Improvement District is 25-block neighborhood of commercial and residential properties. The BID specializes in creating a sense of place and community through public/private partnerships dedicated to the maintenance, development and promotion of the Ballston, Arlington neighborhood.



**Maryland**

**OPEN FOR BUSINESS**

Congratulations to St. John Properties, Inc. on being recognized as NAIOP's 2018 Developer of the Year. Discover a limitless future at [Open.Maryland.gov](http://Open.Maryland.gov)



**CRYSTALCITY**  
**Crystal City Business Improvement District**

[www.crystalcity.org](http://www.crystalcity.org)  
 The Crystal City BID is committed to showcasing the area through strategic marketing initiatives, world-class events, and strategic initiatives. Together with Pentagon City and Potomac Yard-Arlington, the area's 19 million square feet of mixed-use development represents Virginia's largest walkable downtown.



**Frederick County Business Development & Retention**

Helen Propheter  
[hpropheter@frederickcountymd.gov](mailto:hpropheter@frederickcountymd.gov)  
[www.discoverfrederickmd.com](http://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.

**Engineers**



**Bohler Engineering**

[www.bohlerengineering.com](http://www.bohlerengineering.com)  
 Bohler Engineering provides site civil engineering and consulting services for land development projects. We integrate multiple disciplines of civil engineering to simplify the development process and provide our clients the information they need to make smart decisions.

**HUITT-ZOLLARS**

**Huitt-Zollars, Inc.**

Kim Kemper  
[krkemper@huitt-zollars.com](mailto:krkemper@huitt-zollars.com)  
[www.huitt-zollars.com](http://www.huitt-zollars.com)  
 6501 America Parkway NE,  
 Suite 550  
 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.

**Environmental**



**HILLMANN CONSULTING**  
**Hillmann Consulting, LLC**  
[www.hillmannconsulting.com](http://www.hillmannconsulting.com)  
 Nationwide Environmental Consulting, Construction Services, Risk Management/Loss Control, and Construction Risk Management. Your Property. Our Priority.



**RT New Day**  
 Jeff Slivka  
[jeff.slivka@newdayunderwriting.com](mailto:jeff.slivka@newdayunderwriting.com)  
[www.newdayunderwriting.com](http://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.



**RPS Group**

[www.rpsgroup.com](http://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**



Lawrence Stephenson  
[lstephenson@northmarq.com](mailto:lstephenson@northmarq.com)  
[www.northmarq.com](http://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.

**Railway**



**BNSF Railway**

Darrell Coffey  
[darrell.coffey@bnsf.com](mailto:darrell.coffey@bnsf.com)  
[www.bnsf.com](http://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**



**Brandywine Realty Trust**

[www.brandywinerealty.com](http://www.brandywinerealty.com)  
 Brandywine Realty Trust is one of the largest, publicly traded, full-service, integrated real estate companies in the United States. Organized as a real estate investment trust (REIT), we own, develop, lease and manage an urban, town center and transit-oriented portfolio.



**Columbia Property Trust**

[www.columbia.reit](http://www.columbia.reit)  
 Columbia Property Trust (NYSE: CXP) owns and operates Class-A office buildings concentrated in New York, San Francisco, and Washington, D.C. Columbia has a portfolio of over nine million total square feet and is investment-grade rated.



**Duke Realty**

[www.dukerealty.com](http://www.dukerealty.com)  
 Duke Realty Corporation owns and operates approximately 146 million rentable square feet of industrial assets in 21 key U.S. logistics markets. Duke Realty is publicly traded on the NYSE under the symbol DRE and is listed on the S&P 500.



**First Industrial Realty Trust**

[info@firstindustrial.com](mailto:info@firstindustrial.com)  
[www.firstindustrial.com](http://www.firstindustrial.com)  
 One North Wacker Drive, Suite 4200  
 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.



**Liberty Property Trust**  
www.libertyproperty.com

Liberty Property Trust is an \$8.5 billion real estate investment trust with 100 million square feet of industrial and office space in the United States and the United Kingdom. Founded in 1972, Liberty develops, acquires, leases and manages properties.

**Service Provider**



**JK Moving Services**  
www.jkmoving.com/commercial-moving

JK Moving Services is the 2nd-largest independent moving company in the USA and the largest in the DC metro

area, with over 200 vehicles and 600 professional relocation experts. We earn our reputation for professional, low stress relocation services.

**MINER**  
**YOUR FACILITY EXPERT**  
**Miner Houston**  
www.MinerCorp.com

Miner Facility Services is North America's premier provider of warehouse solutions and services. Miner Facility Services provides full warehouse design, installation and service within client's facilities.

**Roof Servicing**

**E-Z Riser Roof Raising**



**ROOFLIFT.COM**  
**E-Z Riser Roof Raising**

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.



**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.

**2018 NAIOP/CEL COMMERCIAL REAL ESTATE COMPENSATION AND BENEFITS REPORT**  
OFFICE-INDUSTRIAL-RETAIL

# Planning 2019 Compensation?

**This valuable report includes** current data provided by approximately **400 companies** on **over 200 positions** reflecting **more than 100,000 distinct jobs** in **office, industrial and retail**, including **executive to administrative jobs** in the fields of **acquisitions, development, leasing, management, financing and more.**

**ALSO INCLUDED ▶ Salary ▶ Bonus ▶ Incentives ▶ Benefits**

<b>DATA PRESENTED BY:</b>	Four levels of <b>company size</b>	<b>Company type</b> (private and public)	Seven <b>real estate specializations</b>	Seven <b>U.S. regions</b> and up to 28 <b>metro areas</b>
---------------------------	------------------------------------	--	--	---

Order today at [naiop.org/compensation2018](http://naiop.org/compensation2018)

**NAIOP**  
COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

**NAIOP MEMBERS** — Order by October 31 and save \$300 off of \$1,500!



**VERSICO**  
BUILDING VALUE 25 YEARS 1993 - 2018  
**ROOFING SYSTEMS**  
**Versico Roofing Systems**  
[www.Versico.com](http://www.Versico.com)

Versico Roofing Systems has the ability to solve all roofing needs with our VersiGard EPDM, VersiWeld TPO, VersiFlex PVC membranes, and a full line of insulation and accessories, in addition to warranty options ranging from five to 30 years.

**Technology**



**2-D**  
← AS-BUILT →  
**FLOOR PLANS**  
**2-D As-Built Floor Plans**  
[www.2dfloorplans.com](http://www.2dfloorplans.com)  
We provide nationwide 2-D and 3-D building measurement services.



**biproxi**  
[www.biproxi.com](http://www.biproxi.com)  
biproxi is a global online commercial real estate marketplace for brokers, buyers, and tenants. biproxi will focus on the middle market (property sizes up to \$25 million) and connect local commercial agents with global buyers and tenants. biproxi has identified an underserved market segment in the commercial real estate industry and has designed a technology-based real estate marketplace specifically tailored to the needs of the commercial real estate middle market.



**DIGITAL MAP PRODUCTS**  
**Digital Map Products**  
[www.digmap.com](http://www.digmap.com)  
Digital Map Products is the leading provider of cloud-based location technology and data solutions that bring the power of spatial technology to mainstream business, government and consumer users.



**e-Builder**  
A TRIMBLE COMPANY  
**e-Builder, A Trimble Company**  
[www.e-Builder.net](http://www.e-Builder.net)  
e-Builder, A Trimble company, is a construction program management solution for capital projects that improves project outcomes by delivering trusted insight, improved process control and reduced cycle times across the entire project lifecycle, resulting in cost savings up to 4 percent.



**Ravti**  
[www.ravti.com](http://www.ravti.com)  
Ravti is an online platform to track, manage and purchase HVAC equipment for commercial real estate. Ravti is currently saving sophisticated REITs over 20 percent per HVAC project, and giving owners and managers powerful tenant compliance data for triple-net leases.



**YARDI Systems**  
Melissa Dempsey  
[Melissa.dempsey@yardi.com](mailto:Melissa.dempsey@yardi.com)  
[www.yardi.com](http://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](http://www.yardi.com).

**Title**



**stewart title**  
**Stewart Title Commercial Services**  
[www.stewart.com/commercial](http://www.stewart.com/commercial)  
In partnership with our growing network of offices around the globe, Stewart Title Commercial Services has the flexibility and capacity to service national and multinational customers. We have specialized teams ready to respond quickly with solutions tailored to your needs. ■



**One Listing to Increase Leads.**

Does your company have the type of visibility that brings valuable business connections? **Put your company in front of the industry's decision makers with the NAIOP Buyers Guide.**

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](http://NAIOP.ORG/BUYERSGUIDE) TO PURCHASE YOUR LISTING TODAY.

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

**Contact Joel Stecura at [stecura@naiop.org](mailto:stecura@naiop.org) or 800-666-6780, ext. 112 for more information.**