

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

ARIZONA CHAPTER

2020



# Congratulations Lauren Fisher and Ashley Brenden Nye – 2020 NAIOP CRE Scholarship Program Recipients



Prologis proudly supports the  
NAIOP CRE Scholarship Program  
celebrating and empowering  
emerging talent.

**Prologis – Phoenix**  
2525 E. Camelback Road,  
Suite 400  
Phoenix, AZ 85016  
Main: +1 602 474 8350  
[www.prologis.com](http://www.prologis.com)  
Twitter: @Prologis





# EQUIPPED FOR SUCCESS.



In construction, having the right tools at the right time makes all the difference. For over forty years, Sunstate has provided our customers with a wide selection of powerful equipment, tools and accessories—on time, every time. No matter how big or small the job, we stand beside you from start to finish with fast, responsive service and delivery.

Let's grow together >> **(888) 456-4560** | [SunstateEquip.com](http://SunstateEquip.com)

*People*  
**Rental Equipment** you can depend on.



# MOVING FORWARD



The long, hot summer of 2020 just added to the misery index in Arizona. The state has managed to still move forward with many new developments, and the pace of building has remained steady. There are signs all around the Phoenix market that this COVID-19 induced economic downturn will be a short-lived one when compared to what occurred in Arizona just over ten years ago.

Leading that recovery will likely be the industrial and office markets. As companies return to normal operations in the post-COVID era, there are indications that more space will be needed for office workers, not less, which could create opportunities for office developers. Industrial developers never really stopped launching new projects, even in the midst of a historic pandemic, and there are still companies actively looking to move and build new operations centers in Arizona.

AZRE Magazine posed questions to a roundtable of NAIOP Arizona members, looking for their thoughts on the market, how it will look coming out of the pandemic and where the

opportunities are for those ready to take the lead in our economic recovery.

**DF:** **Derek Flottum**, Vice President of Development, Irgens

**JW:** **Jim Wentworth**, Principal, Wentworth Property Company

**JWo:** **Jeremy Womack**, Senior Managing Director, Capital Markets, JLL

**KM:** **Kate Morris**, Senior Vice President, Healthcare Services, Transwestern

**DP:** **Darren Pitts**, Executive Vice President, Velocity Retail Group, LLC

**CR:** **Candace Rosauro**, Director of Business Development, Layton Construction

**AZRE: What do you think the economic recovery will look like, and how long will it take? What sectors do you expect to recover first, and which will lag?**

**DP:** We expect the remainder of 2020 to have continued overall uncertainty. We are still in the thick of COVID-19, civil unrest, and an election year — which all mix together to create a level of uncertainty for

many corporate decision-makers. In 2021, we are anticipating more stability. This will be fueled by the hope that a vaccine for the virus gets closer to the finish line. As far as our commercial sectors are concerned, industrial and multi-family sectors, which have experienced very little slow down during the COVID shut-down will remain the strongest coming into 2021. Single-family residential is also maintaining a strong performance in Arizona as the lack of resale inventory is driving new home sales even higher. Through April, new housing permits were up 24 percent on a year-over-year basis. Office will be looking for innovation to help pave the way as office occupiers find their business models shifting with many employees working remote part time and full time. For retailers, we will continue to see more consolidations of concepts, as well as opportunities which focus on drive-thru models to expand.

**JWo:** The U.S. economic recovery will remain disjointed in nature with starts and stops until a meaningful COVID-19 vaccine and therapeutics are



**DF - Derek Flottum**, Vice President of Development, Irgens



**KM - Kate Morris**, Senior Vice President, Healthcare Services, Transwestern



**DP - Darren Pitts**, Executive Vice President, Velocity Retail Group, LLC



**CR - Candace Rosauro**, Director of Business Development, Layton Construction



**JW - Jim Wentworth**, Principal, Wentworth Property Company



**JWo - Jeremy Womack**, Senior Managing Director, Capital Markets, JLL

developed and distributed widely.

Unfortunately, there will continue to be market winners and losers along the way. Medical, healthcare, food and beverage, re-shored manufacturing, eCommerce, 3pl's and other "essential" industries will sustain or flourish while non-business travel, crowd-centric public activities and related events will remain challenged.

**KM:** Once a vaccine is in place, we expect pent up demand for health services and surgeries to keep providers busy until the backlog is caught up, estimated at 9–12 months.

**CR:** I think the recovery speed will be in phases, but will also depend on how long the shutdown lasts. From a construction standpoint, recovery will lag similar to what happened after the Great Recession. The market segments we expect to recover more quickly include data centers, due to the increase of employees working from home, as well as distribution centers such as "last-mile" facilities. The sectors that will lag are those that are dependent on tourism, such as hospitality, retail, and entertainment.

**JWe:** I think industrial, self-storage and medical will be more recession resistant this downturn. Office and retail will lag by a year or more due to the amount of vacancy and timeline for normal behavior to recover. Unfortunately, a vaccine will dictate the timeline for recovery and when people will feel comfortable getting back to normal.

I think the recovery will take time with starts and stops as we have seen

with the COVID response. Despite our current trends related to the virus, I believe over the long run the United States will remain the most attractive international location to invest capital. Nationally, I think there will be geographic winners and losers. Markets that are conducive to lower density, affordable living and quality of life will experience an expansion following the inflow of workforce capital, while some of the more traditional dense urban markets will experience a contraction.

The US economy is largely built on consumers. And it is consumers who have the most immediate impact on the retail and hospitality markets. These sectors have carried a lot of the burden over the past six months and will take time to recover. I think other sectors that provide goods and services to those markets will lag but still experience the effect of that slowdown. If consumers are not pushing dollars through the economy because of job loss, fear of job loss, or inflation, it could have a precipitous effect on the timing and flow of our recovery.

**AZRE: How would you compare our Metro Phoenix commercial real estate market to other major markets throughout the nation, and specifically the Western U.S.?**

**JWe:** Phoenix should perform better than many of the dense gateway markets in the Western U.S. Unlike most prior cycles, we have not overbuilt office or industrial product. Phoenix was much slower to rebound from the last recession than many of the other

major markets and we have done a good job keeping inventory in check. We have also greatly diversified our economy and have not been as reliant on homebuilding and real estate as an economic driver.

**DP:** No metro market has been spared the effect of this event, however long term I absolutely believe in Phoenix. Phoenix's modern infrastructure, educated work force, business friendly environment and affordable cost of living makes it an ideal choice for corporate expansion or relocation. Phoenix has added thousands of jobs during this cycle in financial/insurance, healthcare and biomedical, e-commerce and distribution and continues to be a leader in the semiconductor and advanced manufacturing fields. This has created a more dynamic economic base than we have had in the past and leaves us well positioned to grow in the future.

**JWo:** The metro Phoenix market is fortunate to have robust population growth, a pro-employment political environment and a strategic location to the ports of Los Angeles, Long Beach and Mexico. Additionally, Phoenix offers a high quality of living to low- and middle-income families, which is something more difficult to achieve in the coastal markets.

**DP:** Despite the effects of COVID-19, Phoenix is one of the strongest growth markets in the nation and remains considerably less expensive compared to the coastal markets of Seattle, Portland, San Francisco, Los Angeles and San Diego and inland markets of Las Vegas

**THE BEAM ON FARMER:** Arizona's first cross-laminated timber office building. The Beam on Farmer will be a marriage of solid timber, concrete, steel and glass, giving it a natural wood aesthetic with a modern yet vintage vibe.

and Denver. In comparison, the market in Phoenix on both the residential and commercial side remains very affordable. This coupled with a strong labor pool make Phoenix an attractive choice for corporate expansions or relocations. The Phoenix area offers a desirable lifestyle and affordability.

**AZRE: What are the biggest opportunities that exist in the Phoenix market over the next three to five years?**

**JWo:** Phoenix has a tremendous opportunity to become a major western U.S. hub for technology, manufacturing and related global supply chain logistics due to its deep, qualified, affordable workforce; reasonably priced and reliable energy; and direct access to Mexico and the ports of Los Angeles and Long Beach. With an influx of new residents looking to reside in a lower tax, pro-business state, we see an opportunity for many sectors to grow. Arizona provides a high quality of life which attracts people for its climate, recreational opportunities, low taxes and employment opportunities. With population growth comes the need for housing, essential service real estate and new and upgraded infrastructure.

**KM:** We expect to see Phoenix's growth continuing over the next 3-5 years. Because the Valley is already stretched for medical services, we anticipate continued strategic placement of new services and medical providers during this period.

**DP:** We anticipate strong retail shopping cores to get stronger, such as Kierland, Desert Ridge, Fashion Square, San Tan, Chandler Fashion and the Biltmore corridor. Humans are social by nature and despite COVID we expect these centers to perform well and fill any large box vacancies that may occur. Look for more mixed-use redevelopments of defunct retail centers. A great example is Park Central



Mall, which transformed with higher education, office, medical and retail space within the central Phoenix location. Metrocenter and Fiesta Mall, though several years away, will be the ones to watch over the next 36 – 48 months. The grocery sector continues to get more efficient as value and low price leaders disrupt the market. With Aldi entering the market near the end of 2020 we see continued downward pressure on prices in this highly competitive arena, as all of the players will compete for their market share.

**CR:** The Phoenix market will benefit from the manufacturing companies seeking to reshore their operations. We continue to attract new residents, thus increasing our workforce, and have been successful in promoting our business-friendly environment. Our manufacturing footprint will continue to grow as more data centers and highly-technical manufacturing industries, such as semiconductor and life sciences, expand in the Valley.

**DF:** I think Phoenix has become a financial services/insurance, biomed, and technological manufacturing hub and this will continue. Both State and City government has been committed

to being open to new technology and innovation and has done a good job in promoting its business-friendly environment through its political leadership, economic development departments, and wonderful metro organizations like GPEC.

**JWe:** I expect the office market to offer the biggest discount and value add opportunity. Some current owners don't have the right kind of debt in place to handle the disruption we are seeing with COVID. There will be higher than normal vacancy in both suburban and urban submarkets. There will be opportunity to buy and then push occupancy once social behavior starts to return to normal.

**AZRE: How has the increase in last-mile delivery impacted how investors and developers view industrial opportunities? Is the metro Phoenix market positioned to take advantage of these changes?**

**CR:** One of the most important aspects to last-mile facilities is the requirement for parking and delivery van queuing. Site coverage has always been one of the key factors for industrial developers. The emerging

# BUILT TO STRENGTHEN THE ECONOMY

T2,  
Tempe

**CANDOR**

COMMUNICATING  
THROUGH AUTHENTICITY  
& TRANSPARENCY.

**SUNTEC**  
CONCRETE

[suntecconcrete.com](http://suntecconcrete.com)

AZ | CO | UT | ID | NV

ROC #138389



last mile model has very little building coverage and enormous amounts of surface parking / van queuing. Developers should always be studying how truck courts and trailer parking can be converted into vehicle parking.

**JWo:** Last-mile delivery service is the next step in the comprehensive multichannel eCommerce paradigm. An industry that was once growing at 12 percent to 15 percent annually is expected to double in 2020. Phoenix has a significant amount of older, infill, inefficient industrial building stock that will offer unique, urban last-mile solutions. Amazon's large metro Phoenix footprint validates the dynamic nature of this type of commerce.

**AZRE: How have the needs of industrial occupiers changed with the acceleration of the e-commerce trend?**

**JWo:** Many of today's modern industrial occupiers require more energy for climate control (both HR recruitment and products) as well as equipment and IT within their facilities. Additionally, car parking, truck trailer drops and building clear heights have all increased. Site security is also paramount for employers who mandate technology propriety as well as easy access to interstate and major highway systems.

**CR:** The supply chain model has changed drastically in the last few years as e-commerce has become

the virtual brick and mortar stores. Industrial occupiers are requiring buildings and sites that allow for efficient product movement, where the design of new buildings are larger in size and height. Industrial buildings have evolved by growing taller to allow mezzanines throughout the building, becoming more technologically advanced to break down the bulk packaging, and more user-friendly with higher occupancy levels to provide same-day or two-day delivery.

**AZRE: What is the current state of the retail market in metro Phoenix? What changes do you expect to see for retail over the next few years?**

**DP:** The vacancy rate has risen only slightly from 7.5 percent at the second quarter 2020, compared to 7.3 percent at year-end 2019. Absorption is negative for the first time since 2011, with less than 153,000 square feet. COVID has had an impact on retailers who already were struggling with high debt, or a large number of lower performing stores. They found that the quick shut down caused irreparable damage, and some may not reopen. On the other spectrum some retailers have used COVID as a pretext to enter Chapter 11 reorganization without the normal stigma attached. They have been renegotiating leases and eliminating non-performing stores all without taking a hit to their brand

**PARK 303:** A major industrial master-planned development that at build-out will accommodate up to 4.5 million square feet of ultra-modern, freeway-fronting Class A industrial space in Glendale, Arizona.

identity. The benefit of this is that the retail market should be stronger and more efficient than it has been in the last decade. We fully expect to get to the other side of this with better logistics, technology, delivery platforms and healthier retailers.

**AZRE: In light of social distancing measures, what are the prospects for co-working over the next several years?**

**JWo:** Unsurprisingly, most new office deals are lease-expiration-driven transactions, as companies attempt to preserve cash and cut discretionary spending.

Large occupiers have rapidly adopted agile space strategies. Although freelancers are more likely to shed coworking space as the COVID-19 outbreak stalls business, 67 percent of CRE decisionmakers are increasing workplace mobility programs and incorporating flexible space as a central element of their agile work strategies.

After the initial wave of uncertainty has passed, some of the larger, well-capitalized flexible space operators will

**ESTRELLA  
BROKERS, LLC**

# LIFE IN EVERY IRECTION

**ESTRELLA.COM**



There's something to satisfy every lifestyle at Estrella, the community where modern living meets the natural thrills of the High Sonoran Desert. Explore today from the comfort of your home by taking a virtual tour of our model homes and amazing amenities like the **StarSplash WaterPark, Presidio Residents Club, Star Tower, and more.**

Your virtual Estrella experience starts here: [Estrella.com/Virtual](http://Estrella.com/Virtual)



**New homes from the low \$200,000s to over \$400,000s**

Beazer Homes • D.R. Horton • Gehan Homes • Lennar • Mattamy Homes

Pulte Homes • Rosewood Homes • Taylor Morrison

The New Home Company • Terrata Homes • William Ryan Homes

**CantaMia® by Taylor Morrison 55+**

Coming Soon: Landsea Homes

Custom Home Sites from the \$40,000s



@EstrellaAZLife

For more information or questions you can call or live chat with us daily between 10 am - 5 pm.  
Exit I-10, south on Estrella Parkway, then turn right on Hillside Drive 623.386.1000

 **NEWLAND**

Newland is the largest private developer of planned residential and urban mixed-use communities in the United States. We believe it is our responsibility to create enduring, healthier communities for people to live life in ways that matter most to them.  
[newlandco.com](http://newlandco.com)

**ESTRELLA  
BROKERS, LLC**

NP III – EMR 3, LLC and NNP III-EMR 4, LLC ("Fee Owner") is the owner and developer of Estrella Community ("Community"). Fee Owner has retained Newland Real Estate Group, LLC ("Newland") solely as the property manager for the Community. Homebuilders, unaffiliated with Fee Owner, Newland, or their affiliates (together, the "Released Parties") are building homes at the Community. The Released Parties are not co-developing, co-building, guarantors of, or otherwise responsible for, nor shall they incur any liability as a result of, any of the obligations or representations made to buyers by any Builder or other third-party. Fee Owner's responsibility with respect to the Community is limited to the development of certain infrastructure improvements (e.g., roads, sewer, etc.) and such obligations run solely to persons buying real property directly from Fee Owner. Buyers of homes and Builders waive, to the fullest extent allowed under the law, any and all rights, claims, causes of action and other rights whatsoever against the Released Parties arising out of their purchase of a home or services, respectively, in the Community from Builders or any other third-party. Fee Owner may seek to qualify real property located in the Community for offering and sale in those states where prior qualification is required before such interests in out-of-state real property may be offered for sale or lease to its residents. Fee Owner has notified Builders of such qualification requirements and it is the obligation of such Builders to comply with any and all federal or state land sales laws as mandated by their contractual relationships with Fee Owner and to distribute all required disclosures, including but not limited to, disclaimers and reports to prospective purchasers prior to or at execution of a contract of sale for real estate. Any prices, sketches, renderings, and specifications contained herein are proposed only and subject, without notice, to change or withdrawal at any time. All, or a portion, of CantaMia in Estrella is designed for Housing for Older Persons pursuant to the Housing for Older Persons Act. The community has established policies and procedures which demonstrate intent to provide housing for persons 55 years of age or older. EQUAL HOUSING OPPORTUNITY.



restart their expansion drive, picking up assets and market share from those unable to weather the storm. Market consolidation will yield a healthier marketplace, with strong flexible space operators remaining. At the same time, we will expect growth to shift from leases to fee-based management agreements, white-labeling or self-perform concepts by landlords.

In a revived post-pandemic market where flexibility is high on the corporate agenda and the purpose of the office is centered around collaboration, flexible space should emerge stronger than ever and growth could quickly return to its impressive pre-COVID rates.

#### **AZRE: Is the Phoenix market still ripe for spec building? If so, where and what type of buildings?**

**CR:** Yes. Speculative industrial buildings will continue to be a part of the Phoenix market and all the surrounding markets. As the need for last mile distribution continues to increase, the need for speculative industrial buildings in every market in the Valley will continue to rise. The industrial market is not just about the 500K – 1M SF buildings. The market for smaller 150K – 300K SF buildings will need to fill the last mile demands of e-commerce.

**JWo:** Over the next five to six years,

we will witness the Phoenix West Valley/Loop 303 submarket double or even triple in size from its current 15 million square feet, leveraging significant population growth, new Loop 202 extension and expanded Northern Parkway. The submarket offers operators 30 percent or more in cost savings while maintaining accessibility to Southern California's ports and large population.

**KM:** Speculative medical buildings are unheard of in the Phoenix market; we do not expect this to change.

**JWe:** Definitely for industrial. We will have to wait and see what the office sublease market looks like and how long it takes to absorb that space. Spec office development will be much more selective in the next couple years. Once the tenants can start touring space again, Phoenix should continue to see large tenants expanding and relocating here from other markets and we could have a shortage of large blocks of space in no time.

**DF:** I think certain submarkets can support spec building. Financing them is another question. Building along the transit infrastructure where you have seen consistent demand for a particular type of product is the safest for spec, for example distribution warehouses in the West Valley, large floorplate offices in the East Valley and class A office in North Tempe, North Scottsdale and

**MERCY MEDICAL COMMONS II:** The building offers 58,647 square feet of space within its three floors, including the largest block of contiguous space in the submarket on the third floor with 19,565 square feet available.

Downtown Phoenix. There have been a significant number of projects in the past five years that secured credit tenancy because there was product to meet an immediate need. This needs to be balanced with the risk of fronting capital for an undetermined amount of time into a potentially changing economic cycle as you move through the construction process.

#### **AZRE: Do you expect suburban office to regain appeal due to the COVID-19 pandemic? If so, for what reasons?**

**KM:** Healthcare companies had already been expanding their services to outlying areas. They want their patients to have easy access to their physicians, testing, surgery centers, etc. This trend will only accelerate as suburbs gain popularity.

**DF:** I do. I think, in general, larger floorplates, fewer floors reducing the need for elevators and confined spaces, and absence of required mass transit are all conducive to a post COVID market. People that want to have the ability to distance from others can do so in that setting. I think people will want to spend less time commuting, work in their own general neighborhoods and can spend more time with friends/family. I think you will see more community clusters where people can meet all their needs without spending considerable time in their cars.

**JWe:** Yes, though I'm not sure that it ever lost its appeal. We have seen strong absorption in suburban markets like Chandler, Tempe and Scottsdale in recent years. The desire to be in the suburban markets will continue as large tenants relocate to Phoenix from more dense markets. Large tenants will be attracted to these markets for many of the same reasons such as proximity to labor and cost. They will also be attracted to large floor plates that allow them efficiency and flexibility in layout. ■■■

# EMPOWERED

## Women in Commercial Real Estate

### ARIZONA

Whether it's becoming a world-class multifamily broker, leading a nationwide team of retail brokers, or developing creative business development strategies and resources for all brokers, Colliers International gives you the power to be the professional that you want to be.

[colliers.com/arizona](http://colliers.com/arizona)

Phoenix +1 602 222 5000  
Scottsdale +1 480 596 9000



**Colliers**  
INTERNATIONAL

Accelerating success.

# STAYING CONNECTED

## NAIOP's Developing Leaders program adapts amid pandemic

By ALYSSA TUFTS

**N**etworking and mentorship have perhaps never been more important in these challenging times. Making connections and having an industry mentor who can offer guidance and advice can make all the difference in a positive outlook given the state of the job market. However, NAIOP's Developing Leaders (DL) program has adapted and is providing their members with virtual offerings to stay connected during this time.

Chelsea Porter, treasurer, NAIOP Developing Leaders and director of marketing, Renaissance Companies, said the DL steering committee came up with ideas to engage the DLs that depend on their events each year since they can't gather due to the pandemic.

"We challenged the programs and education group to discuss some ideas of how we could combine all of these processes to still engage our group and that resulted in the Virtual Fireside Chats," Porter said.

Stirling Pascal, associate at Lee & Associates Arizona, worked with the DL's to launch the Virtual Fireside Chat Series in July. This program is a digital discussion for DLs to meet in an interactive format on Zoom with experienced professionals to get career advice and exchange ideas. Each chat features two Market Leaders and is limited to 15 DLs. So far, the Virtual Fireside Chats have focused on office, industrial and retail segments.

"We're covering topics including advice for a DL going through a downturn in the market," Porter said. "We also talked about work-life balance, that's something a lot of people our



**Micheal Strittmatter**



**Chelsea Porter**



**Jenna Harrison**

age tend to struggle with potentially launching their career as a whole."

Porter said the Chat's goals are to engage DLs and support them through this time. "We understand that during this time a lot of jobs have been cut and a lot of the DLs could lose their job if they haven't already so we're also brainstorming tips to get them in touch with people so they're able to find a new job or what can they do during this time when they may not have one, to prepare themselves when the market starts to come back to be on the top of the list for someone to bring back onto a team."

Thomas Maynard, vice president of business development at Greater Phoenix Economic Council, has been coordinating the DL Ask NAIOP series, where DLs discuss topics with seasoned professionals in a quick video that covers work life balance, family dynamics at work, job searching and networking.

In addition to engaging members in professional development and career

guidance, Porter said the DL Steering Committee and committee heads are striving to be positive by reaching out to their membership by email or a phone call to check in.

"We're asking them how they're doing; 'Are you okay? What's going on? Do you need help or need us to put you in touch with anyone to help you?' Or hopefully they're doing great; if anything it's more of a fun chat like, 'Hey, want to have a Zoom call and a White Claw and touch base?' because obviously the mental side of COVID-19 is something that everyone is very conscious of too."

Porter said one of the goals of the DL program is to connect young people with top leaders in the industry and hopefully foster potential mentors who can guide them. "Another goal is to educate especially during this time there may be those who are out of a job or who maybe are still in their job," Porter said.

# HIGHEST FLOORS AVAILABLE IN CHANDLER - UP TO 102,842 RSF

The Offices At



CHANDLER VIRIDIAN



UNPARALLELED WALKABLE AMENITIES  
AT CHANDLER VIRIDIAN  
**SICILIAN BUTCHER, THIRSTY LION &  
PANERA BREAD NOW OPEN!**



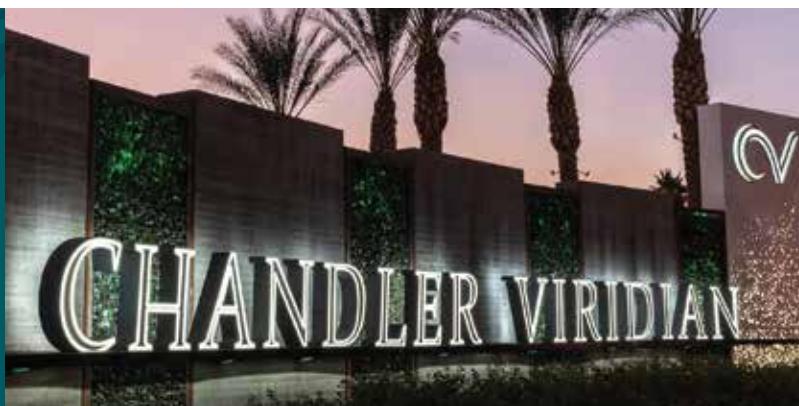
FOR LEASING INFORMATION:

JERRY ROBERTS  
+1 602 229 5829  
jerry.roberts@cushwake.com

PAT BOYLE  
+1 602 229 5828  
pat.boyle@cushwake.com

Hines

CUSHMAN &  
WAKEFIELD



**ENGAGING EVENTS:** NAIOP's annual golf tournament held on November 7, 2019 at Talking Stick Golf Club in Scottsdale.



One way to do that was by taking some of NAIOP's courses that were offered for free. "In your free time, you could be educating yourself in specific topics that you may not be strong in; so education is a huge way to get yourself ahead or to build a resume so you are at the top of the list when we do come out of this and there's an opportunity to get a new job," Porter said.

Micheal Strittmatter, NAIOP Developing Leaders Steering Committee chair and first vice president, CBRE, said the Developing Leaders Steering Committee found out a way to provide value to the membership without having in-person events.

"Our four pillars for our events are education, networking, fun and giving back to the community — so we're trying to cover all those things in a virtual world," Strittmatter said. Part of that includes a virtual back to school drive via Amazon in coordination with St. Vincent de Paul; the Virtual Fireside Chat series and the NAIOP Ask DL series.

By adapting how they're providing value to DLs amid the pandemic, Strittmatter thinks working from home, telecommuting, and technologies including video conferencing will have a role moving forward. "I can't wait to get back to our in person events, however, we can still have virtual events, programs, interviews and chats. It's a time commitment to go to work and our in

person events, however, I think moving forward we'll have the best of both worlds and offer virtual and in person events and programming."

Strittmatter said the networking aspect of the DL program is very beneficial. "I think something that's pretty unique in the commercial real estate industry is how willing a lot of the veterans and senior leaders and experts are willing to give their time in a mentorship role to come to these events and interact with the younger generation and the people that have just gotten into the industry," Strittmatter said.

"That's why I am so committed to the DLs because when I first joined and started working at CBRE and joined the NAIOP DLs, it was a fantastic way for me to meet people in the industry very quickly at events and use that as a springboard to spend more time with them and create some relationships, but there's no way I would have been able to meet so many senior leaders as quickly without NAIOP."

The Developing Leaders also have a philanthropy committee that facilitates quarterly volunteer opportunities with St. Vincent de Paul. Jenna Harrison, NAIOP Developing Leaders Philanthropy chair and associate with Harrison Properties, said they "wanted to provide a way for younger people within the real estate community to get involved in the community and get to know one another."

Harrison said they gravitated towards St. Vincent de Paul because it provides great volunteer opportunities through pizza making, packing lunches or working in the community garden. "It's a great way to give back with a social aspect as well so everyone can network and get to know each other. It also takes the pressure off of going to a strictly networking event, I think that can be pretty nerve wracking if you're not already familiar with people there so it's a good way to make everybody feel comfortable."

Harrison said it's beneficial for younger people to get involved in the community with charitable organizations early on because "hopefully some will be living in the Valley for a long time and will continue to support whatever organizations we're working with, so I hope we're starting those lifelong habits."

"A goal of these programs is simply to connect with each other," Porter said. "Developing Leaders has developed people who through NAIOP support become some of the top leaders to this day, so we know when we get involved with the programs, DLs and NAIOP as a whole, we are amongst peers we will be working with for years to come. So it's not only connecting to the larger group and who are leaders in the industry, but it's also connecting with each other and helping support each other for years to come." ■■■

# TRUE Design-Build.



The HUB, Goodyear AZ, 793,000 SF

**LGE** | DESIGNBUILD

To us, there is design-build and then there's LGE Design Build. Having been in business for over 26 years, we've learned a few things about how architects, estimators and contractors work together.

480.966.4001 | [www.lgedesignbuild.com](http://www.lgedesignbuild.com)

# GREAT UNKNOWN

## Pandemic's effect on office market slowly coming into focus

By STEVE BURKS

There was a general feeling of prosperity and buoyancy in the Phoenix office market a long, long time ago (circa February 2020), but those days are now only fond memories. What has occurred in the proceeding months in the office sector in Arizona and across the United States has profoundly changed how office spaces are utilized and sent the industry into unknown territory.

"The (COVID-19) pandemic has presented new and incredible challenges for millions of workers around the globe," said NAIOP Arizona member Rory Carder, studio director and workplace leader for Gensler. "In just a matter of weeks, the workforce at large has quickly navigated the sudden shift to remote working, while maintaining the relationship between

business continuity and employee well-being."

For office users, the initial effects of the pandemic created a new reality and new ways of working. The pandemic forced an overwhelming majority of workers to do their jobs from home, and currently, companies are gradually and carefully welcoming their staff back to the office as the spread of COVID-19 slows. NAIOP Arizona members have utilized new tools to continue showing properties to potential tenants, and office designers, tenants and landlords are contemplating just how long this new reality will last into the future.

Carder said that her company had some insight into what was coming down the road in the early part of 2020 as the Coronavirus spread through Asia

and Europe. Carder said Gensler used the experience of their international colleagues to make the move to work from home beginning late March.

NAIOP Arizona member Jeff Emmons also sent everyone home from his Immedia Integrated Technologies offices in late March, but that wasn't the final move.

"We brought everyone back and at the end of June we had someone contract COVID and we sent everyone back home and told them we believed it would be sometime next year before they returned," said Emmons, who is the founder and CEO of Immedia. "Since our business focuses on audio visual communication tools, this hasn't been a huge impact for us."

"Approximately 75 percent of our offices nationwide are still



Rory Carder



Jeff Emmons



Nate Franke



Michael Hsiung



Eric Whitehurst



working 100 percent remotely, said Eric Whitehurst, an associate at Kimley-Horn, which had everyone in its Arizona offices working from home in March. "The offices that have been granted in-person access have all been re-opened on a reduced capacity basis. The reduction factor is being calculated individually based on a per square foot occupancy target along with staff's personal appetites to return. Masks and appropriate distancing are mandatory in all offices that have been reopened."

As more workers are returning to the office, they are returning to a different environment.

"There is a prevalence of sanitizers and signage," said Michael Hsiung, owner of Valley-based development firm Phoenix Rising Investments. "There's an awareness of physical distance between people and an extensive use of flexible schedules and attempting to stagger schedules to ensure a healthy amount of physical distance between people."

Nate Franke, senior manager of

real estate development at The Opus Group, said his company had divided staff into two teams that rotate weeks in the office, with everyone working remotely on Fridays to ensure a three-day window of no one being in the office. Other changes in office protocols include no guests allowed in the office, no handshakes or other forms of contact greeting, health screening protocols and daily disinfecting of the office.

"All associates situated in cubes have been moved to private offices as much as

possible," added Franke. "And people are encouraged to work from home even when they are allowed back into the office."

Carder said that the biggest challenge is that there is no single approach that works for everyone. She said that Gensler has helped formulate some methodologies that can help companies in their quest to make the office safer for the employees. Those methods include rethinking density to prioritize physical distancing, planning phased scenarios for returning to work, reconfiguring flex spaces and free address spaces, introducing shift work, screening for admittance to the office, and of course, enforcing cleaning regimens to both support services and employees.

While the changes and new policies in place have helped allow more people to return to the office, it is unclear what the longer-term ramifications of the pandemic will be on the office market. The market entered the pandemic in strong shape, with positive net absorption in 32 straight quarters, including Q1 of 2020, which included the early stages of the COVID-19 pandemic. Rental rates were increasing and construction was (and is) very robust, with more than 3.3 million square feet under construction.

The second quarter of 2020 was the first negative absorption quarter in several years in the Phoenix market, which prompted some fears of a major downward spiral.

"I think we are going to see a slight decrease in demand, but I believe the Phoenix market won't feel the pinch because of the number of "out of state" companies that are considering relocating to Arizona," said Emmons.

Those words appear to fall in line with industry forecasts. According to the NAIOP 2020 Second Quarter Office Space Demand Forecast, quarterly net absorption is expected to decrease rapidly through the end of 2020. The NAIOP forecast predicts a turnaround occurring in early 2021, led by markets like Phoenix, and quarterly net absorptions will rebound into the positive side of the ledger in Q3 of 2021. The report states, "Workers across multiple industries are staying home, and it is unclear how or when

they will return to their workplaces. Due to the turmoil in the national economy, rising unemployment and continued uncertainty about future work arrangements, the U.S. office market absorption is forecast to decline into negative territory through the second quarter of 2021."

"I believe that office space demand over the medium to long term per company will continue to be consistent," said Hsiung. "The bigger issue is the macroeconomic conditions

private offices vs. open space floor plans. He also noted that suburban office submarkets may benefit as companies potentially seek out less dense office buildings and spaces.

"I believe some offices will offer staff the ability to permanently work remotely or do so on a part time basis now that the digital infrastructure has been established," Whitehurst said. "The less emphasis on large scale gatherings moving forward may also be a factor for some. But ultimately, assuming the pandemic passes and a reliable vaccine is developed, things will eventually go back to something close to the 'old normal' similar to how the travel industry rebounded from 9/11. It may take a few years for some, but in my opinion, no force is stronger than human behavior/natural tendencies."

While how much space will be used in the future is unknown, it is certain that some of what goes into those spaces will be impacted by the pandemic.

"No doubt the coronavirus has raised everyone's level of awareness about the potential for their surroundings to serve as breeding grounds for communicable viruses or disease," said Carder. "As a response to the pandemic, offices are implementing building-wide cleaning protocols, focusing on indoor air quality and access to fresh air where possible, incorporating biophilic design that mimics the outdoors to alleviate stress in the office, and rethinking floor plans."

"We have seen a few of our large clients cancel expansion plans because they believe that 'work from home' will be a big part of their future," said Emmons. "I am convinced that work from home will be a big part of our everyone's future, but I don't believe that it is going to have the substantial impact that others believe. The majority of our clients want to have the staff back in the office."

"We are already having conversations with clients about the need to outfit all rooms with video conferencing systems. It used to be 20 to 30 percent of rooms were outfitted with video conferencing capabilities and we are confident these numbers are going to climb to 90 to 100 percent in the future." ■■■

**"I think we are going to see a slight decrease in demand, but I believe the Phoenix market won't feel the pinch because of the number of "out of state" companies that are considering relocating to Arizona."**

—Jeff Emmons

that determines the number of companies that exist to drive the demand per company."

As the market moves forward, there are a number of unknown factors that will go into how far office absorption will rebound. Franke cited several elements that could play a role in just how much space companies will need in the future. He said there is potential for more square feet per employee to allow for distance between employees, and there may be a return to more



# **SCALABLE, SHOVEL-READY RAIL CAPABLE, INDUSTRIAL SUPPLY CHAIN LAND**

**WITHIN 1-HOUR OF  
2.1 MILLION PEOPLE**



INLAND  
PORT  
ARIZONA

[SAINTHOLDINGS.COM](http://SAINTHOLDINGS.COM)



CENTRAL  
ARIZONA  
COMMERCE  
PARK

- **JOIN THESE OTHER SUCCESSFUL COMPANIES:  
TRACTOR SUPPLY, LUCID MOTORS & NIKOLA**
- **LOW NATURAL DISASTER RISK**
- **DYNAMIC DEMOGRAPHIC GROWTH**
- **PRO-BUSINESS STATE WIDE LEGISLATION**
- **AZ IS A RIGHT-TO-WORK STATE**
- **FOREIGN TRADE ZONE (FTZ) CAPABLE  
UP TO 72% REAL & PERSONAL PROPERTY  
TAX REDUCTION**
- **CAZCP - OPPORTUNITY ZONE LAND**
- **MEGA-SITE TO SMALL PARCELS AVAILABLE**
- **MIDPOINT BETWEEN MEXICO & PHOENIX**

LAND AND BUILD-TO-SUIT  
OPPORTUNITIES FOR:

- **ADVANCED MANUFACTURING**
- **HEAVY INDUSTRIAL**
- **DATA CENTER**
- **RAIL-SERVED**

**+1 602 282 6300**



Saint Holdings, LLC

Jackob Andersen  
Bill Honsaker

Anthony J. Lydon, CSCMP  
Marc D. Hertzberg, SIOR



# Pandemic proof

Key factors play role in resiliency of Arizona's industrial market

By STEVE BURKS



The commercial real estate industry in Arizona entered 2020 with a full head of steam and ran head-on into a pandemic. While other market sectors were stopped in their tracks, the industrial sector proved to be very resilient. In fact, as recent announcements of major industrial developments will attest, the sector may have accelerated out of the COVID-19 curve.

"Despite the challenges that COVID-19 has presented to our community, and the world for that matter, the Arizona industrial market has continued to be very healthy," said Rusty Kennedy, secretary of the NAIOP Arizona Board of Directors and a senior Vice President with CBRE. "We continue to see development moving forward, new companies locating here and values and lease rates increasing. The work that our collective community has put in since the Great Recession has paid off and we anticipate continued growth moving forward."

According to the CBRE Q2 2020 Marketview report for Phoenix Industrial & Logistics, there is 13,096,560 square feet of industrial space underway in the Phoenix market, and those numbers do not reflect the activity just south of the Valley in Pinal County, which has the 720,000 square foot Lucid Motors production

plant close to completion and the 1 million square foot Nikola Motors manufacturing plant already underway.

"The Arizona industrial market has shown tremendous resiliency through 2020 despite COVID, geopolitical upheaval, trade wars and other uncertainty," said Saint Holdings president Jackob Andersen, whose company is the developer for both new vehicle production facilities in Pinal County. "The state enjoys robust demographic growth, reasonable, pro-employment legislation and strategic location proximate to both Mexico and Southern California ports. The recently enacted United States-Mexico-Canada Agreement (USMCA) is accretive to Arizona more than \$25 billion export trade sector. The state has seen significant capital investment from high-tech manufacturers like Lucid Automotive, Nikola Trucking and others."

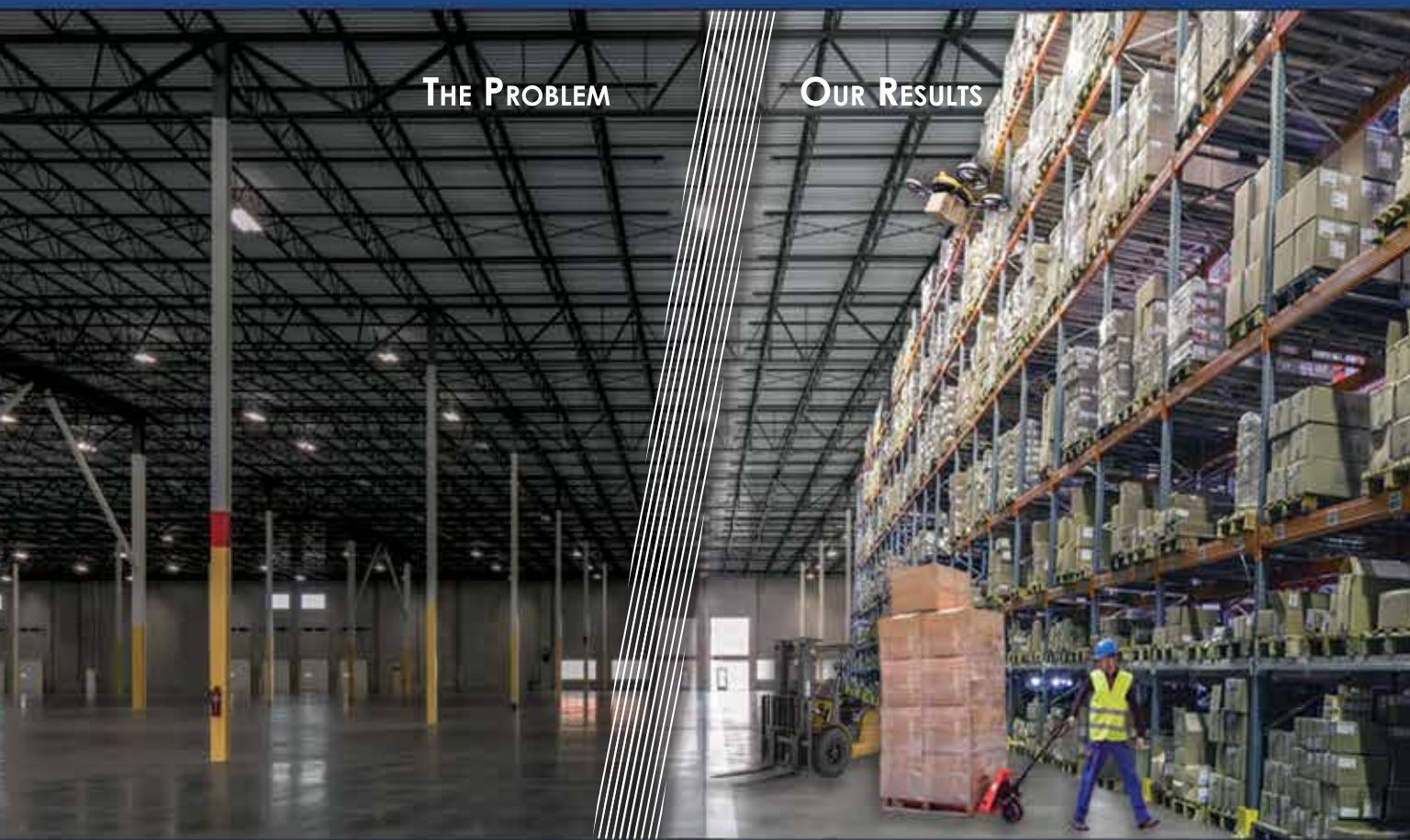
More recently, more industrial developments have been announced. The largest project in terms of dollars is the \$12 billion Taiwan Semiconductor Manufacturing Company (TSMC) plant that the company announced was to be built in Arizona at a yet-to-be-determined site. Also announced, was the \$1.5 billion Camelback 303, which is located along the Loop 303 in Glendale. Merit Partners, in a

joint venture with First Industrial Realty Trust Inc. and Diamond Realty Investments, is building a logistics park that has the potential to be 10 million square feet when it's all filled in. And, less than a mile away and across the Loop 303, VanTrust Real Estate is expected to break ground on a 660,000 square foot speculative industrial facility in October.

"Our fundamentals as an industrial market are strong with a growing workforce, affordable real estate and utility costs," said Jeanine Jerkovic, economic development director for the City of Surprise, which has hundreds of acres of land ready for development along the Loop 303. "As we anticipate businesses diversifying away from China and nearshoring to Mexico, and given significant transportation corridor infrastructure investments statewide, West Valley communities like Surprise with capacity for growth are extraordinarily well-positioned."

The reasons for the continued success of the industrial market in Arizona are varied. Like Andersen noted, the state has continued to grow in population, which in turn creates the need for goods to be delivered into the state. Also, Arizona communities like Surprise, Glendale and Pinal County have worked aggressively to create pro-development policies that

# Have You Leased or Sold Your Commercial Space Yet?



When we tell local commercial investors and tenants we're experts in leasing and sales, they might think it's all talk at first. **However, the proof is in our results.** In 2019 alone, the team at Commercial Properties Inc. (CPI) completed an average of **six transactions per day** for our clients.

---

**Meet with a local expert today! Call 480.966.2301 or visit [www.cpiaz.com](http://www.cpiaz.com)**



**COMMERCIAL PROPERTIES INC.**

Locally Owned. Globally Connected. CERFAC International

**Jackob Andersen****Jeanine Jerkovic****Rusty Kennedy**

make building in these areas much more streamlined for companies.

"The City of Surprise and its surrounding areas are still positioned for growth offering a pro-business climate and rail-served and highway-adjacent land with infrastructure and available workforce," Jerkovic noted. "We're a community that grew almost overnight, and for investors on the outside looking in, it takes time to piece together whether a fast-growth market is growing in quality or in just quantity. Arizona overall is a business-friendly, right-to-work state situated to capture growth, and Surprise is a market hospitable to that growth."

The effects created by the pandemic have also played a role in the industrial market in Arizona. Early in the lockdown across the country, some goods became scarce and politicians and leaders saw that the country was heavily reliant on foreign goods. This realization forced companies to look at improving and expanding their supply chain network, and Arizona is a prime spot due to its proximity to the coastal ports and the population in Southern California.

"The COVID-19 pandemic actually increased demand in the industrial sector as online shopping has drastically increased, companies are demanding higher levels of inventory and the overall shift to omni-channel supply chain which is the merging of industrial and retail approaches," Kennedy said, noting that Phoenix is ideal for a company that wants to have the ability to distribute to over 30 million people in a single day's truck haul. "We have actually seen an uptick in development over the past several months in the industrial sector. Remarkably, there have been very few developments sidelined due to COVID-19."

"Companies recognize that they can produce and facilitate their goods and services at a 30 to 40 percent lower cost compared to California," Andersen said. "Additionally, Arizona enjoys a competitive advantage over other western states spatially with our California and Mexico adjacencies. Additionally, our state leaders have eliminated more than 1300 unnecessary regulations which have enhanced operating efficiencies and employment."

The Southwest Valley, led by Goodyear, continues to be a hot market for industrial development, but the Northwest Valley (Glendale and Surprise) is beginning to gain a

struggle to grow due to the lack of available land to build on.

"The only challenges we see on the horizon are municipalities that do not have land available for industrial development," Kennedy said. "This said, creative re-use of existing buildings or strategic acquisitions will continue to play a role in the health of those submarkets."

Jerkovic also noted how the pandemic has created more awareness of how critical healthcare is to developers when looking at where they should locate.

"Access to healthcare facilities and other critical services will be increasingly important considerations for employer site selection and growth, and communities without immediate access to those will likely struggle," Jerkovic said. "Suburban communities like Surprise and the West Valley Greater Phoenix area overall are positioned to be successful offering critical service accessibility in addition to workforce and transportation infrastructure."

What the pandemic put on full display for the Phoenix market was how critical diversification has been to the overall economic health of the region. In the past, with single-family housing playing such a large role in the Arizona economy, the effects of the pandemic would have been felt for several years. Now, the market appears ready to rebound quickly due to a wider base of industries creating jobs for the growing population base.

"The region has always been blessed with a higher quality of living," Andersen said. "Now, we have significant economic diversity from various industries and have become a key player in the North American and global supply chain ecosystem." ■■■

**We have actually seen an uptick in development over the past several months in the industrial sector. Remarkably, there have been very few developments sidelined due to COVID-19.**

lot of traction since the completion of the Loop 303. The Southeast Valley is also expanding its industrial footprint, just at a slightly slower pace than out in the western part of the Valley. Pinal County remains a wild card for industrial development in the state, with two huge draws in Nikola and Lucid that could attract many suppliers who need manufacturing or warehouse space near those plants.

Kennedy pointed out that the well-established submarkets, such as the Sky Harbor Airport area and North Phoenix, are doing well in terms of vacancy and rental rates, but will



*"Build With Confidence"*

**SUN STATE BUILDERS**  
is an award-winning General Contracting corporation with the diverse portfolio of excellence in Design-Build construction. Since 1973, our influential projects have changed the landscape of metropolitan Phoenix.

1050 West Washington Street Suite 214  
Tempe, Arizona 85281

Makaus 67th Ave, Phoenix AZ



Phone: 480-894-1286  
Web: sunstatebuilders.com  
Email: info@sunstatebuilders.com  
Instagram: @sunstatebuilders  
Twitter: @ssb\_az

# NAIOP

## member projects

From the 10,000 square foot shared offices of DMB and DFE to the more than 1 million square foot Elwood Logistics Center, NAIOP Arizona members are the driving force behind some of the most impactful projects in the state. NAIOP members are continuing to deliver better looking, better functioning products to the market, and doing it at a time when efficiency and effectiveness have never been more important. The following projects are just a sampling of the work being done by NAIOP members in Arizona:

### 100 MILL

**DEVELOPER:** Hines/Cousins a Joint Venture Partnership

**GENERAL CONTRACTOR:** Gilbane Building Company

**ARCHITECT:** DAVIS

**LOCATION:** 100 Mill Ave., Tempe

**SIZE:** 315,515 SF of office space

**BROKERAGE FIRM:** CBRE

**VALUE:** \$75 million

**START/COMPLETION:** 2/2020-12/2021

**SUBCONTRACTORS:** HACI Mechanical Contractors Inc.; Kovach Enclosure Systems, LLC; McCain Construction, LLC; RKS Plumbing & Mechanical; Suntec Concrete Inc.; Wilson Electric

**PROJECT DESCRIPTION:** The 100 Mill office tower is an urban 17-story podium office building situated as the gateway to Tempe at the intersection of Mill Ave and Rio Salado Parkway. Overlooking Tempe Beach Park and the lake, the project makes a significant urban gesture at the street level by elevating the parking podium to create a pedestrian connection to downtown Tempe and light rail. The minimalist building design is functionally articulated as interlocked architectural forms clad in sleek glass curtain wall and metal fins, reinforcing its verticality and creating a bold, iconic statement on the Tempe Skyline.



## 17300 PERIMETER

**DEVELOPER:** Irgens

**GENERAL CONTRACTOR:** RSG Builders

**ARCHITECT:** Vertical Design Studios

**LOCATION:** 17300 N. Perimeter Dr., Scottsdale

**SIZE:** 48,514 SF

**BROKERAGE FIRM:** Cushman & Wakefield

**VALUE:** \$20 million

**START/COMPLETION:** Q2/2019-Q1/2020

**SUBCONTRACTORS:** TCK A/C Pinder Nation Electric; Sun Valley Masonry

**PROJECT DESCRIPTION:** Located just north of TPC Scottsdale and Scottsdale Airport along Loop 101 with two on/off ramps, 17300 N. Perimeter Drive is easily accessible for both tenants and their clients. With its new modern design, spacious lobby, two balconies and views of the McDowell Mountains, the building offers amenities unique to the submarket.



## AVONDALE 101 LOGISTICS

**DEVELOPER:** Seefried Industrial Properties, Inc.

**GENERAL CONTRACTOR:** Wespac Construction, Inc.

**ARCHITECT:** DLR Group

**LOCATION:** 10205 & 10209 W. Roosevelt St., Avondale

**SIZE:** 652,146 SF

**VALUE:** \$27,189,175

**START/COMPLETION:** 7/2019-5/2020

**SUBCONTRACTORS:** Keystone Concrete; Suntec; S&S Paving; Torrent; Beecroft; Abco West; Milam Glass; AME Landscaping; Integrated Masonry; Holly Steel; JJ Sprague; Diversified Roofing; Desert Structures; The Ultimate Plumber.

**PROJECT DESCRIPTION:** 101 Logistics Park totals 652,146 SF in two buildings, the first 240,844 square feet and the second 411,302 square feet.

Together the project can accommodate multiple industrial users needing space from 40,000 to 411,302 square feet. Buildings feature 32- to 36-foot clear heights, generous full concrete truck courts and a total of 155 dock high doors, 12 grade level doors, 534 auto parking stalls and 107 trailer parking stalls on a secure fenced site. It will have eight points of ingress and egress and is minutes from the Interstate 10/Loop 101 stack.



**AXIS RAINTREE**

**DEVELOPER:** Trammell Crow Company  
**GENERAL CONTRACTOR:** Willmeng Construction, Inc.

**ARCHITECT:** RSP Architects  
**LOCATION:** 8501 E. Raintree Dr., Scottsdale  
**SIZE:** 175,000 SF

**BROKERAGE FIRM:** CBRE Phoenix  
**VALUE:** \$60 million

**START/COMPLETION:** 11/2019-1/2021

**PROJECT DESCRIPTION:** Axis Raintree is a 175,000 square-foot, three-story, Class A speculative office building with a structured garage, located on an 8.24-acre site in Scottsdale. The office building will feature 16' deck-to-deck volume, expansive glazing, large efficient floorplates, several tenant amenity areas, structured parking, and an outstanding view of the McDowell Mountains. This speculative office space is the first, Class A building to be delivered in the Scottsdale Airpark submarket since the completion of Scottsdale Quarter Block M in 2015.

**AZ 202 COMMERCE PARK-PHASE II**

**DEVELOPER:** ViaWest Group

**GENERAL CONTRACTOR:** Nitti Builders

**ARCHITECT:** McCall & Associates

**LOCATION:** 1600 S. Hamilton, Chandler

**SIZE:** 2 buildings totaling 140,372 SF (65,892 SF & 74,480 SF)

**BROKERAGE FIRM:** Andy Markham, Mike Haenel, & Phil Haenel from Cushman & Wakefield

**VALUE:** \$8,600,000

**START/COMPLETION:** 9/2019-8/2020

**SUBCONTRACTORS:** Crown Electric; Adobe Drywall; Compton Plumbing Services, LLC, TRI-MEGA Mechanical

**PROJECT DESCRIPTION:** Two speculative general industrial buildings, 65,892 SF and 74,480 SF, divisible to 16k-35k SF, will feature 28' clear heights, ESFR sprinklers, a mix of dock-high and grade doors, and a 180' shared concrete gated truck court. The property is located just south of Willis Road east of Arizona Avenue and is less than half a mile from a full-diamond interchange on Santan 202 Freeway. The project will complete Phase II of the AZ 202 Commerce Park.

**BALL CORPORATION  
CANNING FACILITY**

**DEVELOPER:** Merit Partners, Inc.

**GENERAL CONTRACTOR:** Layton Construction Company

**ARCHITECT:** Butler Design Group

**LOCATION:** 15101 W. Peoria Ave., Waddell

**SIZE:** 500,000 SF

**VALUE:** \$69 million

**START/COMPLETION:** 3/2020-1/2021

**SUBCONTRACTORS:** Suntec Concrete; AME Electrical; TDIndustries; Ricor

**PROJECT DESCRIPTION:** Ball Canning Facility broke ground in late March and serves as the expansion building from Ball Corporation's first cannery facility. Their rapid growth in the market has yielded an additional need for more space to bottle and manufacture canned beverages for companies like Red Bull and Rauch Fruit Juices.





## SUCCESS STARTS WITH PARTNERSHIP.

We couldn't have accomplished \$1 billion of financing in 5 years without the people who trust us to put their best interest first and foremost, every time.

5227 N 7<sup>TH</sup> STREET,  
PHOENIX, AZ 85014  
480.426.0560  
[TOWERCAPLLC.COM](http://TOWERCAPLLC.COM)



BUILDING SUCCESSFUL  
ARIZONA PROJECTS  
FOR 33 YEARS

# 33 EXCELLENCE.

Not only will Bjerk Builders perform at the top of their game, but well above the competition. Consistently on target in completing your project on time, within budget and with the utmost level of quality.

License B1-088897



**BjERK BUILDERS, Inc.**

480.497.2300 • fax: 480.497.9610  
[www.bjerkbuilders.com](http://www.bjerkbuilders.com)

**BLOCK 23 AT CITYSCAPE**

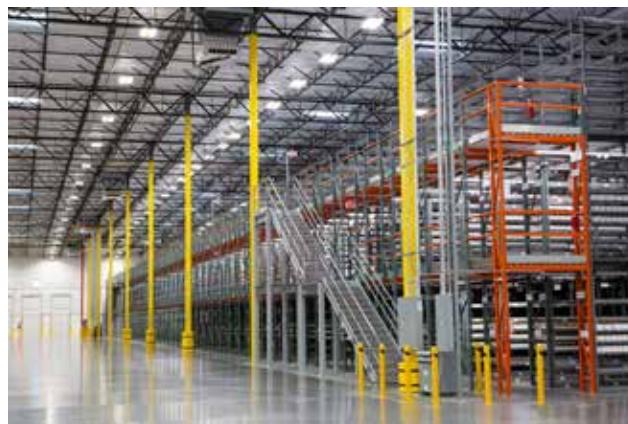
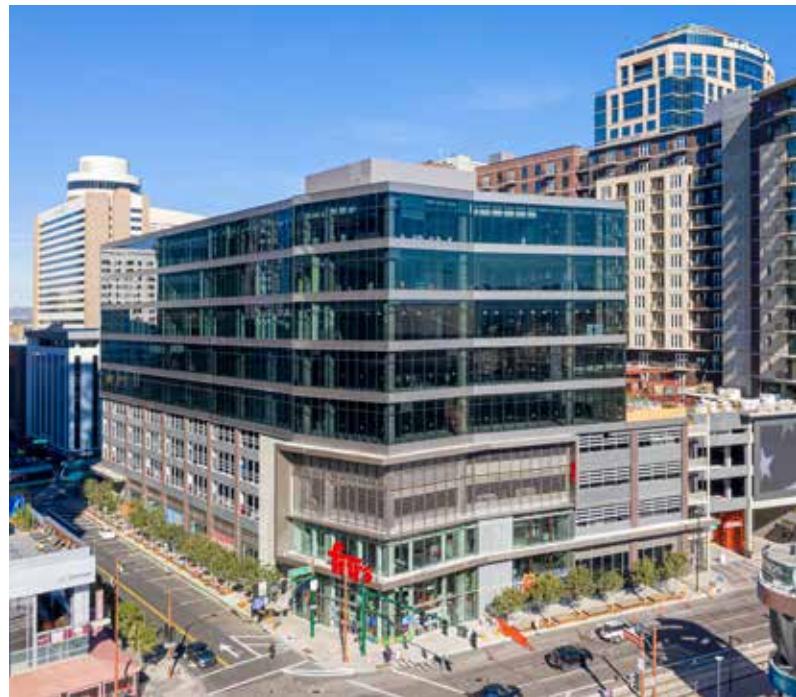
**DEVELOPER:** RED Development, StreetLights Residential  
**GENERAL CONTRACTOR:** Whiting-Turner Contracting Co.

**ARCHITECT:** Omniplan  
**LOCATION:** 125 E. Washington, Phoenix  
**SIZE:** 1,145,000 SF  
**VALUE:** \$160 million

**START/COMPLETION:** Q2/2017-Q2 2020

**SUBCONTRACTORS:** PK Associates; Suntec Concrete; David Evans & Assoc.; Energy Systems Design (ESD); Graelic, LLC

**PROJECT DESCRIPTION:** The mixed-use redevelopment project in Downtown Phoenix, Block 23 at CityScape, does not disappoint. The 1,145,000 SF development includes "The Ryan," a 17-story high-rise residential tower with 332 units. The 9-story office/retail building includes Office, Retail/Restaurant, and the area's first Fry's Food Store. This building provides retail space on the ground and first level; a parking structure is located on levels 2-4, and office space occupies levels 5 through 9. Parking is provided for 1200 vehicles. An outdoor amenity deck is located between the two buildings on the 5th level, on top of a portion of the parking structure.

**BOEING/XPO**

**DEVELOPER:** Merit Partners, Inc.

**GENERAL CONTRACTOR:** Stevens-Leinweber Construction Inc.

**ARCHITECT:** Winton Architects

**LOCATION:** 16560 W. Wells Dr., Goodyear

**SIZE:** 643,793 SF

**VALUE:** \$9 million

**START/COMPLETION:** 1/2019-1/2020 (main building) and Q3/2020 (additional improvements)

**SUBCONTRACTORS:** Brown & Sons Electrical; Ryan Mechanical; Adobe Drywall

**PROJECT DESCRIPTION:** The Boeing/XPO Global Services building has industry-leading features including a mix of Class A office space, a high-density pick module and 40-feet clear height, fully air conditioned warehouse/distribution space with state-of-the-art racking/conveyors and mission-specific product handling equipment. Logistics are supported by 25 automated dock doors and a custom 25 feet by 20 feet overhead door with a 5-ton crane to manage Boeing's oversized inventory.

**CARVANA HQ3**

**DEVELOPER:** Carvana

**GENERAL CONTRACTOR:** Wespac Construction, Inc.

**ARCHITECT:** RSP Architects

**LOCATION:** 1930 W. Rio Salado Pkwy., Tempe

**SIZE:** 48,954 SF

**START/COMPLETION:** 1/2019-2/2020

**SUBCONTRACTORS:** Sierra Glass; Door Works; AZ Hardwood; Castaldi Custom Millwork; Meyer Borgman Johnson; MSA Engineering Consultants; Forward Tilt; EdgeQuarters

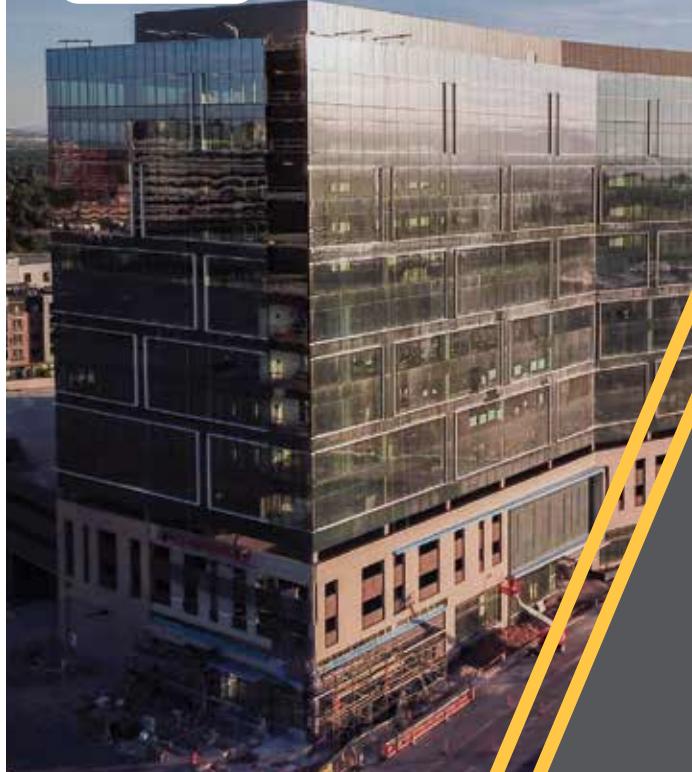
**PROJECT DESCRIPTION:** Calm, comfort, clarity and craft are the guiding principles that shape the distinctive identity for Carvana's third headquarters. A quiet palette, light wood tones, soft patterns, and smooth transitions foster a sense of serenity. Natural materials, glass, and living trees give the space a transparent, hand-crafted feel.



## Butler Design Group

Architects & Planners  
[www.butlerdesigngroup.com](http://www.butlerdesigngroup.com)

NAIOP ARCHITECT OF THE YEAR

**NAIOP MEMBER**

**SUPERIOR CONSTRUCTION QUALITY & CLIENT SATISFACTION**

**OFFICE. MIXED USE.  
DATA CENTERS. INDUSTRIAL.**

WEITZ.COM / 602.225.0225 / ROC165033 

2111 E. Highland Avenue, Suite 400, Phoenix, AZ 85016

**/// BUILD A BETTER WAY.™**

## CENTRAL ARIZONA COMMERCE PARK (CAZCP)

**DEVELOPER:** Saint Holdings

**GENERAL CONTRACTOR:** Multiple

**ARCHITECT:** Multiple

**LOCATION:** SWC Peters Rd./Thornton Rd.,  
Casa Grande

**SIZE:** 820,000 SF

**BROKERAGE FIRM:** JLL

**VALUE:** ±\$300 million

**START/COMPLETION:** 2011-Ongoing

**PROJECT DESCRIPTION:** Central Arizona Commerce Park (CAZCP) in Casa Grande is a shovel-ready industrial park located in the heart of Casa Grande / Pinal County. The park is home to Lucid Motors and is in close proximity to Inland Port Arizona, home to Nikola Motor Company. CAZCP offers Opportunity Zone status, FTZ capability, and is also Union Pacific served. With sites from 1 – 50 acres, CAZCP is ideal for small to mid-sized industrial uses requiring heavy-industrial zoning. CAZCP is centrally located at the convergence of Interstates 10 and 8, in the middle of the Mexico-Southwest U.S. trade transportation route. From the park, California and Mexico are within a one-day turnaround trip.



## CHANDLER AIRPORT COMMERCE PARK PHASE 1

**DEVELOPER:** Ryan Companies US, Inc.

**GENERAL CONTRACTOR:** Ryan Companies US, Inc.

**ARCHITECT:** Ware Malcomb

**LOCATION:** SEC McQueen Rd. & Queen Creek Rd., Chandler

**SIZE:** 337,880 SF

**BROKERAGE FIRM:** Lee & Associates

**VALUE:** WND

**START/COMPLETION:** 6/2019-4/2020

**SUBCONTRACTORS:** Specified Electrical Contractors, Inc.; G & G Enterprises; Riggs Companies; RKS Plumbing & Mechanical

**PROJECT DESCRIPTION:** Phase one of this project includes three buildings with two, 28' clear height structures and a 30' clear height warehouse. The project also offers secure, concrete loading courts and high-quality design aesthetics. These buildings are designed to accommodate tenants by providing a very efficient layout to single building users.



## CHANDLER CORPORATE CENTER II

**DEVELOPER:** VanTrust Real Estate

**GENERAL CONTRACTOR:** Stevens-Leinweber Construction Inc.

**ARCHITECT:** Butler Design Group

**LOCATION:** 4100 W. Chandler Blvd., Chandler

**SIZE:** 118,000 SF

**BROKERAGE FIRM:** Colliers International

**VALUE:** \$11.8 million (construction value only)

**START/COMPLETION:** 2/2019-9/2020

**SUBCONTRACTORS:** Riggs Contracting; Bell Steel; Scotts Diversified Construction; McKinney Glass; 3d pipelines

**PROJECT DESCRIPTION:** Chandler Corporate Center II is being developed following the successful construction and lease up of the first building at Chandler Corporate Center to Allstate Insurance. Designed to attract similar, Fortune 500-level corporate entities, building II features a two-story glass entrance with stone and wood accents, 10 to 14-foot floor-to-floor interior heights and premier Class A suburban office features and finishes with a high 6/1,000 parking ratio.



# Earl & Curley

ZONING & LAND USE LAW

Representing developments across Arizona Since 1991



Stephen C. Earl  
Founding Partner



Rodney Q. Jarvis  
Partner



Taylor C. Earl  
Partner



Ric Toris  
Principal Planner



Hillary Turby  
Senior Planner



Gary King  
Planning Consultant

(602) 265-0094 | [www.earlcurley.com](http://www.earlcurley.com)

## ENGAGE. BUILD. DELIVER.



We are a team of problem solvers who aren't just building a building. We become part of your culture while you join ours. Construction is what we do, collaboration is how we thrive.

At the end of the day, it's not about the project, it's about the experience.



**CONCORD HEADQUARTERS**  
NAMED ONE OF THE COOLEST OFFICES  
IN THE VALLEY FOR 2019



**MISTER CARWASH HEADQUARTERS**  
TUCSON, AZ



**MOUNTAIN PARK HEALTH CENTER**  
TEMPE, AZ

Mesa | Tucson | Statewide

ROC 72403 B-01

P: 480.962.8080

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



## DMB / DFE

**DEVELOPER:** DMB

**GENERAL CONTRACTOR:** Southwest Architectural Builders (SAB)

**ARCHITECT:** Krause – Architecture + Interiors  
**LOCATION:** 6263 N. Scottsdale Rd., Suite 330, Scottsdale

**SIZE:** 10,000 SF

**BROKERAGE FIRM:** Lee & Associates

**VALUE:** \$1.8 million

**START/COMPLETION:** 11/2019-4/2020

**SUBCONTRACTORS:** LIR metals; Mirror works; Todek; Interior Works; Adobe Paint; Reeves Paperhanging; Accent Marble & Granite; Norcon; Climatec; ATS; Sierra Fire; IOC Systems

**PROJECT DESCRIPTION:** This corporate office, just under 10,000 SF, combines a major developer and their partner foundation. As two separate companies under one roof, the challenge was creating one seamless space that still allowed privacy, with a high-end, transitional aesthetic. The solution became a bifurcated floor plan with shared central communal spaces, and a finish palette influenced by designers like Ralph Lauren. A large investment at \$140/SF, virtual reality via 3D modeling ensured clarity and aided in approval of the final design. Undulating lights in the reception area contrast with the rigidity of wood and stone surfaces.

## ELWOOD LOGISTICS CENTER

**DEVELOPER:** Tratt Properties, LLC

**GENERAL CONTRACTOR:** The Renaissance Companies

**ARCHITECT:** Deutsch Architecture Group

**LOCATION:** 16155 W. Elwood St. Goodyear

**SIZE:** 1,302,434 SF

**BROKERAGE FIRM:** JLL

**VALUE:** \$110 million

**START/COMPLETION:** 12/2019-12/2020

**SUBCONTRACTORS:** Suntec Concrete; D&O Contractors; Progressive Roofing; Alpine Mechanical; RMJ Electrical

**PROJECT DESCRIPTION:** Elwood Logistics Center is the largest industrial building

ever built on spec in Arizona. The cross dock facility meets all the needs for the modern distribution center, e-commerce, light manufacturing, and other logistics users. It features 40' clear height, ESFR fire protection system and high-performance slab allowing for high density, very narrow aisle, robotic access material handling systems. The building will have 6,000 amps electrical service and provision to add another 6,000 amps. The site layout allows for efficient truck traffic patterns and ample trailer parking, with additional area for expanded employee or trailer parking depending on tenant needs.



## FERRERO

**DEVELOPER:** Merit Partners Inc.

**GENERAL CONTRACTOR:** Layton Construction Company

**ARCHITECT:** Butler Design Group

**LOCATION:** NWC 3600 N. Cotton Ln., Goodyear

**SIZE:** 644,000 SF

**BROKERAGE FIRM:** Matt Mulvihill CBRE Chicago Tenant Rep, Feeney / Callahan / Kennedy CBRE Phoenix Landlord Rep

**VALUE:** Confidential

**START/COMPLETION:** Q2/2019-Q1/2020

**SUBCONTRACTORS:** Suntec Concrete; Ikon Steel; Desert Structures; L&H Mechanical; Deer Valley Plumbing; Olympic West Fire Sprinkler

**PROJECT DESCRIPTION:** Project consists of an approximately 640,000 SF cross dock warehouse with 40-feet clear height. This building has been designed for expansion capabilities per tenant requirements for up to 1.8 million SF. The building will be designed with load bearing concrete tilt-up exterior walls and steel joist and girder/wood panelized roof system. Development is consistent with the PV303 design guidelines & PAD and is intended to parallel the design of the recently completed buildings A & B-17 to the east across Loop 303 as part of a complex of large distribution facilities on either side of the 303.



## More Than Just Landscaping, A Partnership.

DBL specializes in landscaping for professionally managed offices, retail, medical, and industrial spaces. We have customized our skills to exclusively serve this client which has helped DBL become an industry leader in commercial landscape through innovation and client care.

[dblaz.com](http://dblaz.com)



LANDSCAPE  
MANAGEMENT



ENHANCEMENTS



TREE  
SERVICE



PLANT  
HEALTHCARE



WATER  
MANAGEMENT

Millennium Park Central PHOENIX, ARIZONA  
*CURRENTLY UNDER CONSTRUCTION!*



CUNNINGHAM  
G R O U P



[cunningham.com](http://cunningham.com)

Architecture Interior Design Urban Design Landscape Architecture  
MINNEAPOLIS LOS ANGELES LAS VEGAS DENVER SAN DIEGO PHOENIX BEIJING DOHA



### FIRST PARK PV303 WEST 2

**DEVELOPER:** Merit Partners Inc

**GENERAL CONTRACTOR:** Stevens-Leinweber Construction Inc.

**ARCHITECT:** Butler Design Group

**LOCATION:** 3350 N. Cotton Ln., Goodyear

**SIZE:** 644,000 SF

**BROKERAGE FIRM:** CBRE

**START/COMPLETION:** Q1/2020-Q4/2020

**SUBCONTRACTORS:** Suntec; Brown & Sons; Olympic West; IKON; Panelized Systems; Roofing Southwest; Denny Clark

**PROJECT DESCRIPTION:** This project is located at SWC cotton lane and Osborn road on the loop 303 in Goodyear. Project and consists of an approximate 640,000 SF cross dock warehouse with 40 feet clear height with painted load bearing concrete tilt-up exterior walls and steel joist and girder/wood panelized roof system. Development is consistent with the PV303 design guidelines & PAD and is intended to parallel the design of the recently completed buildings A & B-17 to the east across Loop 303 as part of a complex of large distribution facilities on either side of the 303.



### GLENDALE 303 (G303)

**DEVELOPER:** Hines

**GENERAL CONTRACTOR:** Graycor Construction Company Inc.

**ARCHITECT:** Ware Malcomb

**LOCATION:** Fronting the Loop 303 between Glendale Ave. and Bethany Home Rd., Glendale

**SIZE:** 570,000 SF

**BROKERAGE FIRM:** JLL (Bill Honsaker, John Lydon)

**START/COMPLETION:** 7/2020-Q1/2021

**SUBCONTRACTORS:** SDC

**PROJECT DESCRIPTION:** Glendale 303 (G303) is a Class A industrial project that, at build-out, will offer up to 1.2 million SF in the booming Loop 303 corridor in Glendale, Arizona. Fronting the Loop 303, G303 will run between Glendale Avenue and Bethany Home Road. It will be constructed in two phases – with two buildings each totaling 569,520 SF, or the unique ability to combine those buildings into a single, 1.2 million SF facility. Industry-leading amenities at G303 include direct freeway frontage, 40-feet clear height, 60-feet speed bays and 80 dock-high loading doors. Phase I alone has the ability to park more than 550 cars.



### GRAND2

**DEVELOPER:** Lincoln Property Company

**GENERAL CONTRACTOR:** Whiting-Turner Contracting Company

**ARCHITECT:** DAVIS

**LOCATION:** 1033 W. Roosevelt Way, Tempe

**SIZE:** 358,800 SF

**BROKERAGE FIRM:** Lincoln Property Company

**VALUE:** \$195 million

**START/COMPLETION:** Q2/2018-Q1/2020

**SUBCONTRACTORS:** Holder Construction; Hardrock Concrete Placement Co.; Coreslab Structures; Delta Diversified; Haci Mechanical Contractors

**PROJECT DESCRIPTION:** Grand2 is the second Class A office building developed at The Grand at Papago Park Center by Lincoln Property Company, NAIOP Arizona's 2018 Owner/Developer of the Year. The landmark building fronts the Loop 202 between

downtown Tempe, Papago Park and Sky Harbor. One of Arizona's largest-ever purely speculative office buildings, Grand2 targets the most contemporary companies with a massive indoor-outdoor lobby with lounge, TV viewing area and conference facilities. Office space has floor-to-ceiling glass overlooking a major central water feature, landscaped core and multi-use paths.

# BRINGING YEARS OF EXPERIENCE TO A NEW DECADE



17300 NORTH PERIMETER | Scottsdale



999 PLAYA DEL NORTE | Tempe



ASCEND | Chandler

866.443.0701 | [irgens.com](http://irgens.com)

 IRGENS®

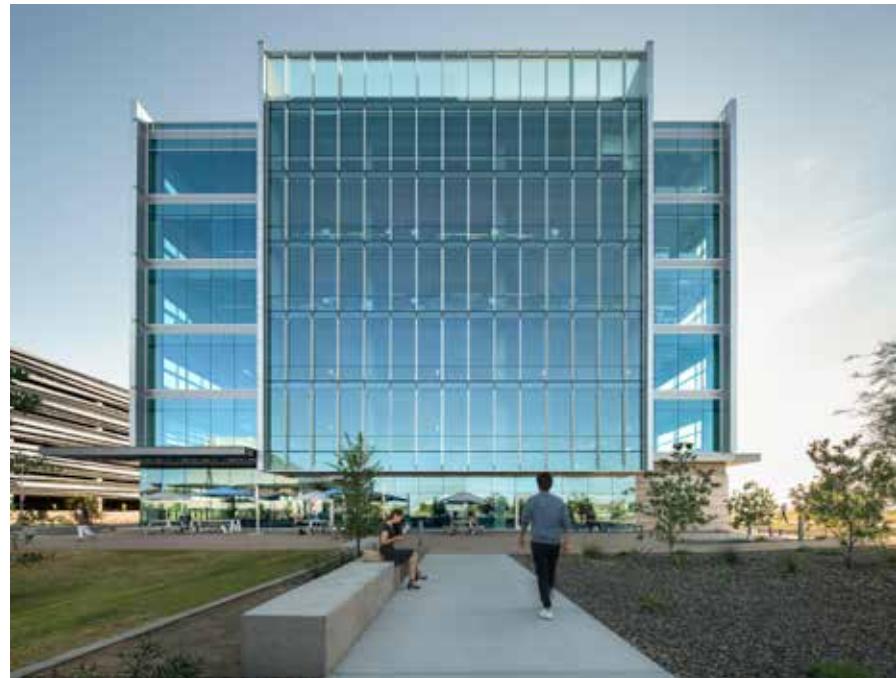
## WHAT'S NEXT IN RECOVERY READINESS

Cushman & Wakefield leads the development of best practices, products and partnerships to prepare clients for post-COVID-19 recovery and return to the workplace.

[cushmanwakefield.com](http://cushmanwakefield.com)

2555 E Camelback Rd, Suite 400 | Phoenix, AZ 85016

 CUSHMAN & WAKEFIELD

**I.D.E.A. CAMPUS****DEVELOPER:** The Boyer Company**GENERAL CONTRACTOR:** Oakland Construction, Coreslab Structures**ARCHITECT:** SmithGroup**LOCATION:** 850 W. Rio Salado Pkwy., Tempe  
**SIZE:** 1.5 million SF**BROKERAGE FIRM:** Transwestern**PROPERTY MANAGEMENT GROUP:** CBRE**VALUE:** \$56 million**START/COMPLETION:** 10/2018-3/2020**SUBCONTRACTORS:** Suntec Concrete; Kovach Enclosure Systems; Gen3; SECON; Hayes Mechanical; Spectrum Mechanical; AirPark Signs & Graphics; Speedie & Associates; Buesing; Amber Steel Fabrication; C.D.S., Roofing Southwest; IES Communications; Dibble Engineering; PK Associates**PROJECT DESCRIPTION:** Five multi-story office buildings, two parking garages, a restaurant pad, and a hotel comprise the Innovation, Discovery, Education, and Art (I.D.E.A.) campus located adjacent to the Tempe Center for the Arts. The newly-opened Phase One is a six-story, 185,000 SF office building and a 1,270 stall parking garage. Community pocket parks and a public-art

integrated festival area create an amenity-rich oasis for tenants and residents. The campus is a partnership with the City of Tempe and

requires the over-excavation of the site and the import and compaction of clean fill dirt due to the previous burial of construction debris.

**NORTHERN 101 COMMERCEPLEX****DEVELOPER:** Creation Equity**GENERAL CONTRACTOR:** LGE Design Build**ARCHITECT:** LGE Design Group**LOCATION:** 7860 N. 106th Ave; 7867 N. 106th Ave; 7230 N. Glen Harbor Blvd; 7220 N. Glen Harbor Blvd., Glendale  
**SIZE:** 4 buildings (146,630 SF; 96,100 SF; 76,533 SF; 69,358 SF)**BROKERAGE FIRM:** Lee & Associates (Robert Kling, Matt Hobaica)**VALUE:** WND**START/COMPLETION:** Q1/2020-Q3/2020**PROJECT DESCRIPTION:** Located in the prestigious Glen Harbor submarket, Northern 101 Commerceplex is a 4 building development offering best in class architecture, truck maneuverability, spec office floor plans and proximity to the Westgate entertainment district.**OUAZ STUDENT UNION AND RESIDENCE HALL****DEVELOPER:** NOVO Development**GENERAL CONTRACTOR:** Wespac Construction, Inc.**ARCHITECT:** HKS**LOCATION:** 14360 W. Tierra Buena Lane, Surprise  
**SIZE:** Student union 27,000 SF; Residence hall 76,000 SF**VALUE:** \$32 million**START/COMPLETION:** 10/2018-10/2019**SUBCONTRACTORS:** Structural: PK Associates;**CIVIL ENGINEER:** Dibble Engineering; MEP: Associated Mechanical Engineers; Woodward Engineering**PROJECT DESCRIPTION:** OUAZ Student Union: Two-story, 27,000-square-foot building, houses the cafeteria with indoor and outdoor dining space, the Spirit Fan Shop, campus mailroom, student lounge with indoor/outdoor fireplace, conference center and designated quiet study spaces. Residence Hall: A 76,000-square-foot, four-story residence hall to the east of Spirit Field. This 83-room, 332-bed dormitory is the first of the on-site housing buildings planned for the campus, and features fully furnished, four-person suites, four student lounges and the campus security office. It is located on four acres adjacent to the community greenspace OUAZ shares with Surprise City Hall.

**DISTINCTIVE DETAILS.**

**DIFFERENTIATED RESULTS.**

**DRIVEN TO DELIVER.®**

Learn how we deliver value to our clients, our partners and our communities.

Larry Pobuda  
602.648.5070  
larry.pobuda@opus-group.com



©2020 The Opus Group | The Opus Group includes: Opus Development Company, L.L.C., Opus Design Build, L.L.C. and Opus AE Group, L.L.C.

A large collage of images in the background, featuring a diamond-shaped arrangement of various photographs related to construction and infrastructure, such as modern buildings, interior spaces, pipes, and industrial equipment.

**BUILD THE FUTURE**



**RESTORE THE PAST**  
SUSTAINABLE HVAC CONTRACTING SINCE 1972



**HACI Mechanical Contractors, Inc. | 2108 West Shangri La Rd., Phoenix, AZ 85029 | 602.944.1555 | hacimechanical.com**

ROC 104397 | ROC 104171 | ROC 104170 | ROC 104169 | ROC 104172 | ROC 257478 | ROC 247905



## PARK303

**DEVELOPER:** Lincoln Property Company

**GENERAL CONTRACTOR:** Willmeng Construction Inc.

**ARCHITECT:** Butler Design Group

**LOCATION:** East side of Loop 303 between Bethany Home Rd. and Glendale Ave.

**SIZE:** 1.25 million SF

**BROKERAGE FIRM:** Lincoln Property Company

**VALUE:** \$120 million

**START/COMPLETION:** 3/2020-Q4/2020

**SUBCONTRACTORS:** Hunter Engineering; Suntec Concrete; Reynolds Electric.

**PROJECT DESCRIPTION:** Park303 Phase I is a \$120 million, two-building, Class A industrial development delivering a rare combination of direct Loop 303 freeway frontage and access, the best labor market in the Valley, and the most modern "creative industrial" space with 40-feet clear height, 182 dock doors, steel moment frame shear bracing and LED lighting throughout. Phase I includes two buildings (705,531 and 488,995 SF) with the unique ability to combine into a single building totaling 1.25 million SF.



## PARK ALDEA

**DEVELOPER:** Trammell Crow Company and CBRE Global Investors

**GENERAL CONTRACTOR:** Haydon Building Corp

**ARCHITECT:** Butler Design Group

**LOCATION:** 10100, 10150, 10200, 10250 W Montebello Ave, Phoenix

**SIZE:** 356,000 SF

**BROKERAGE FIRM:** CBRE

**VALUE:** \$33 million

**START/COMPLETION:** 10/2019-7/2020

**SUBCONTRACTORS:** Aero Automatic Sprinkler; Arizona Stucco Systems; Benson Security Systems; Cookson Door Sales of Arizona; Daylight America; Den-Mark Specialty Constr.; Denny Clark Masonry & Concrete; Earthscapes; Extreme Drywall Concepts; Fulcrum; Ikon Steel; Jenco; Kelley Bros.; King Insulation of AZ; Panelized Structures; Pinal Excavation; Precision Glass & Aluminum; Progressive Services; S & S Paving & Construction; S & W Land Surveying Services; Sanders & Wohrman; Suntec Concrete; The Pipeline Company

**PROJECT DESCRIPTION:** Park Aldea is a Class A industrial park that consists of four buildings totaling 356,000 square feet. Located southwest of the full diamond interchange at the Loop 101 and Bethany Home Road in the West Valley.

## PLAYA DEL NORTE

**DEVELOPER:** Irgens

**GENERAL CONTRACTOR:** A.R. Mays

**ARCHITECT:** WORKSBUREAU

**LOCATION:** 999 E. Playa del Norte Dr., Tempe

**SIZE:** 94,311 SF

**BROKERAGE FIRM:** Lee & Associates

**VALUE:** \$40 million

**START/COMPLETION:** Q1/2020-Q2/2021

**SUBCONTRACTORS:** ABCO Electric; Spectrum Mechanical; Baker Concrete

**PROJECT DESCRIPTION:** Offering prominent freeway signage along the south side of the Loop 202 Freeway, Playa del Norte is Tempe's newest technology-centric, high-profile, Class A office building. The project is ideally positioned at the gateway to downtown Tempe and ASU's main campus with a full-diamond freeway interchange at Scottsdale Road. This six-story structured parking project is just over 94,000 SF with 27,000 SF floor plates. Playa del Norte will have best-in-class filtration systems, touch-free access, and hardscape conducive to the demands of today's office talent.





# WHERE CULTURE COMES FIRST.

DP Electric, 30+ years as a dedicated trade partner.



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



7000 SHEA REDEVELOPMENT



Real Estate Development Services  
New Construction  
Tenant Improvement

5013 E Washington Street, Suite 100 • Phoenix, AZ  
[www.jokake.com](http://www.jokake.com)

AZ ROC 241197 • CA LIC # 960871

# JOKAKE™



### PROJECT MAB

**DEVELOPER:** Merit Partners

**GENERAL CONTRACTOR:** Layton Construction Company

**ARCHITECT:** Butler Design Group

**LOCATION:** 9601 N. Reems Rd., Waddell

**SIZE:** 916,000 SF

**VALUE:** \$160 million

**START/COMPLETION:** 1/2020-9/2020

**SUBCONTRACTORS:** Ricor; Suntec Concrete; Triad Steel; Bel-Aire; Canyon State Electric

**PROJECT DESCRIPTION:** MAB (Mark Anthony Brewing), which is the fourth largest brewer in the U.S., is behind a new 916,000 SF state-of-the-art BrewPure manufacturing and distribution facility located off the Loop 303 in the "New Frontier" in Waddell, Arizona. The facility will brew, package, and distribute White Claw Seltzer, Mike's Hard Lemonade and Cayman Jack's throughout the U.S. The facility has rail service, a wastewater treatment plant, LED lighting and is fully air conditioned throughout with a 36-feet clear height. At completion, the facility will employ over 200 full-time positions.



### PROJECT SOL

**DEVELOPER:** Prologis

**GENERAL CONTRACTOR:** Layton Construction Company

**ARCHITECT:** HPA Architecture

**LOCATION:** NE Corner of Bullard & Yuma, Goodyear

**SIZE:** 2,320,000 SF

**VALUE:** \$24,190,000

**START/COMPLETION:** 12/2019-TBD

**SUBCONTRACTORS:** Suntec Concrete

**PROJECT DESCRIPTION:** Project Sol is a large, multi-floor storage site located in the West Valley. The site will feature numerous bays for trailer parking as well as space for racking and material handling equipment. Used as an online order fulfillment center for general merchandise, the facility will be designed to accommodate a large, open, four-level RSP structure, an elevated process level, and high-piled combustible storage up to 35 feet. Additionally, the four-floor development will total 2,320,000 square feet with office and warehouse space.

### RIO 2100 EAST

**DEVELOPER:** The Boyer Company

**GENERAL CONTRACTOR:** Wespac Construction, Inc.

**ARCHITECT:** Butler Design Group

**LOCATION:** 2128 E. Rio Salado Pkwy., Tempe

**SIZE:** 260,892 SF

**VALUE:** \$27,981,464

**START/COMPLETION:** 8/18-4/20

**SUBCONTRACTORS:** AARA Metals; Integrated Masonry; Walters and Wolf; Saguaro Steel; MKB Construction

**PROJECT DESCRIPTION:** Rio 2100 East is a 4-story, Class A office spec building with a 2-story parking facility. Building features include glass, metal panels and masonry elevations, along with panoramic views of the Valley. This Class A lease space consists of a 260,892 SF and 848 stall adjacent structured parking for an expanding corporate tenant base attracted to the Southeast Valley.





# EXCEED

# EXPECTATIONS

Constructing throughout Arizona since 1991



[renaissancecos.com](http://renaissancecos.com) | 480.867.0880 | AZ: ROC 111575 B-01 | CA: CSLB 992976 | OR: CCB 228969 | WA: RENAIRC802CS



LAYTONCONSTRUCTION.COM

**Layton**  
CONSTRUCTING WITH INTEGRITY

## RRB MANUFACTURING (PROJECT T2)

**DEVELOPER:** Merit Partners

**GENERAL CONTRACTOR:** The Renaissance Companies

**ARCHITECT:** Butler Design Group

**LOCATION:** 10501 N. Reems Rd., Glendale

**SIZE:** 737,129 SF

**VALUE:** \$150 million

**START/COMPLETION:** 6/2019-9/2020

**SUBCONTRACTORS:** TDIndustries; Energy Systems Design; PK Associates; AME Electrical Design; Suntec Concrete; Castle Steel

**PROJECT DESCRIPTION:** RRB Manufacturing is a state-of-the-art beverage manufacturing facility located in the PV303 corridor. The 737,129 SF building consists of an approximately 20,000 SF, 2-story office; 136,000 SF, inbound warehouse; 400,000 SF, outbound warehouse; and 170,000 SF production area. On the south end of the building is a 40 feet deep rail platform. The facility has a central cooling plant, boiler room, 90 feet sugar silos, a water treatment room served by well water and a wastewater treatment system. The building is on track to be LEED Gold certified.



## SKYBRIDGE LOTS 106 & 107

**DEVELOPER:** SkyBridge Arizona

**GENERAL CONTRACTOR:** Graycor Construction Company Inc.

**ARCHITECT:** ADM Group

**LOCATION:** 7852 E. Velocity Way & 6341 S. Downwind Circle, Mesa

**SIZE:** 134,000 SF (combined)

**BROKERAGE FIRM:** CBRE (Jackie Orcutt, Pete Wentis)

**START/COMPLETION:** 9/2019-12/2020

**SUBCONTRACTORS:** HilgartWilson; A Shade Above; Hardrock Concrete; Secon

**PROJECT DESCRIPTION:** Lots 106 and 107 are the first buildings to be constructed at SkyBridge – a master planned development

at Phoenix-Mesa Gateway Airport and the nation's first-ever U.S. – Mexico inland port and customs processing hub. Lot 106 totals 52,000 SF of Class A flex industrial space, supporting light industrial/warehouse with loading docks, storefront entries, administrative and conference space. Lot 107 is an 82,500 SF aviation hangar and the project's first runway-adjacent building. It includes administrative and conference space and four bays accommodating business jet aircraft. At completion, SkyBridge will deliver a new logistics link between the U.S. and Mexico with 4 million SF of office, warehouse, industrial/e-commerce and retail/restaurant space.



## SALT RIVER PROJECT - PROJECT ADMINISTRATION BUILDING

**GENERAL CONTRACTOR:** Mortenson

**ARCHITECT:** Corgan

**LOCATION:** 1500 N. Mill Ave., Tempe

**SIZE:** 440,783 SF

**START/COMPLETION:** 12/2012-10/2020

**SUBCONTRACTORS:** Western Millwork; Johnson Controls; Varitec, Delta Diversified; IES; Arizona Tile

**PROJECT DESCRIPTION:** Salt River Project's Project Administration Building has served as a corporate headquarters and operational hub for over 60 years. As SRP has grown, prior building additions have added square footage but resulted in an inflexible interior layout. The design team developed a strategic vision using high-quality systems, innovative technologies and energy-efficient methods. High-caliber finishes were used to create an improvement from the existing spaces. Architectural elements added to the elevations of the building harmonize disparate enclosure styles resulting in a consistent, attractive aesthetic that unifies the facility.



**NAIOP IS  
COMMERCIAL  
REAL ESTATE.**

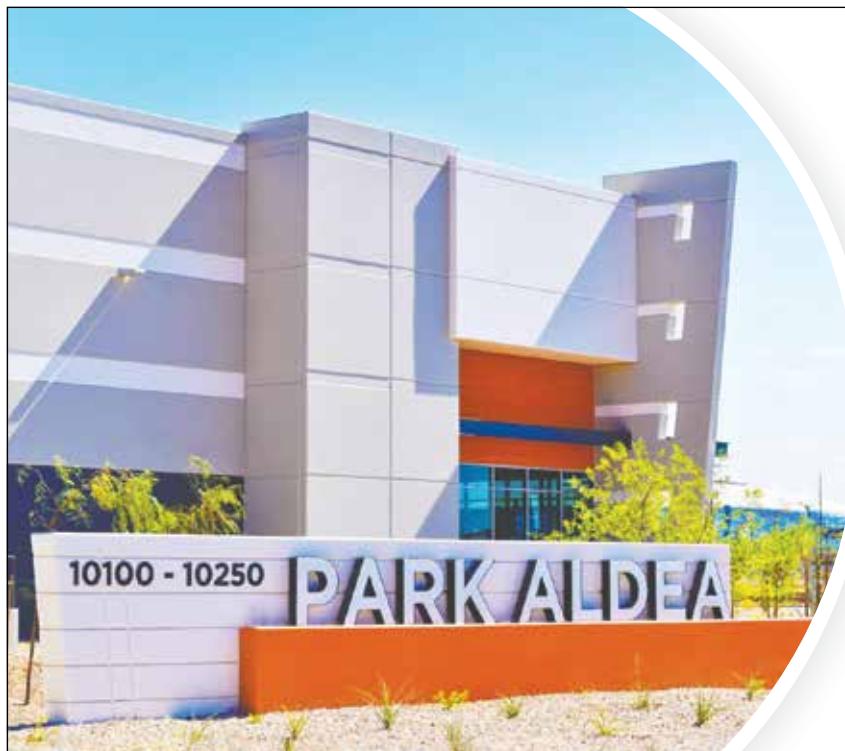
**CONNECT. ADVOCATE. LEARN.**  
[NAIOPAZ.ORG](http://NAIOPAZ.ORG)

**NAIOP**  
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
ARIZONA CHAPTER

CJ OSBRINK  
NEWMARK  
KNIGHT FRANK

**YOUR  
SEAT  
IS WAITING**

KELLY ROYLE  
LGE DESIGN BUILD



**HAYDON**

UTILIZING OUR  
**UNIQUE ABILITY**  
TO PERFORM  
**HEAVY CIVIL,  
BUILDING,  
& LANDSCAPE  
CONSTRUCTION**



**#wearehaydon**

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

LIC#A ROC108937 | B-01 ROC108085

## THE ALEXANDER

**DEVELOPER:** George Oliver LLC  
**GENERAL CONTRACTOR:** RSG Builders  
**ARCHITECT:** George Oliver Design  
**LOCATION:** 25 S. Arizona Pl., Chandler  
**SIZE:** 112,000 SF  
**BROKERAGE FIRM:** JLL (Ryan Timpani/Nick Bialkowski)  
**VALUE:** \$30 million  
**START/COMPLETION:** Q1/2020-Q4/2020  
**SUBCONTRACTORS:** MTJ Electrical; Thanos Mechanical; Urban Elevators  
**PROJECT DESCRIPTION:** The Alexander is a unique, upscale and experiential office community located in the heart of downtown Chandler. The building is being transformed from an outdated mid-rise office building into a next-generation project capitalizing on a vibrant downtown. At completion, the 112,000 SF, five-story building will deliver highly efficient/design-forward



workspaces, a hospitality-inspired lobby and lounge area, 60-seat training center, mother's room, Kaleidoscope Juice & Coffee Bar, outdoor activity/game area,

library-themed workspace and billiards room. The wellness center includes cardio and yoga rooms, spa-inspired showers and outdoor relaxation area.



## THE AMERICANO

**DEVELOPER:** Creation  
**GENERAL CONTRACTOR:** LGE Design Build  
**ARCHITECT:** LGE Design Group  
**LOCATION:** 17797 N. Scottsdale Rd. Scottsdale  
**SIZE:** 7,000 SF  
**VALUE:** \$2.2 million  
**START/COMPLETION:** Q1/2019-Q1/2020  
**SUBCONTRACTORS:** Urban Plough Furniture LLC; Carlson Glass, LLC; Sonora Drywall; V.E.P Valley Exterior Painting, LLC; Interior Concepts, Inc.; TCK Air Conditioning & Heating, Inc.; Pinnacle Plumbing Contractors, Inc.; Phoenix Commercial Electric, Inc.  
**PROJECT DESCRIPTION:** LGE's attention to detail and quality shines through on this high-end concept restaurant located in north Scottsdale.

## THE COLLAB

**DEVELOPER:** Creation  
**GENERAL CONTRACTOR:** LGE Design Build  
**ARCHITECT:** LGE Design Group  
**LOCATION:** 325 N. Ash St., Gilbert  
**SIZE:** 40,559 SF  
**BROKERAGE FIRM:** Cushman and Wakefield- Scott Boardman, Dave Carder. OX Urban Realty- TJ Claassen. Jose Ramirez  
**VALUE:** \$6.3 million  
**START/COMPLETION:** Q1/2019-Q1/2020  
**SUBCONTRACTORS:** AZ Patch & Seal Corp.; Denny Clark Masonry & Concrete; Arc Steel, LLC; Milam Glass Co.; Sonora Drywall; Tri-Mega Mechanical Heating & AC, LLC; Pinnacle Plumbing Contractors, Inc.; Phoenix Commercial Electric, Inc.  
**PROJECT DESCRIPTION:** The Collab building design, colors and materials have a cohesive palette that maintains consistency throughout both the site and building elevations while complimenting the surrounding Gilbert Downtown Heritage District.





## something's different.

**willmeng**

We understand how important it is to bring people together and know that connection will always be critical to the health of an organization. That's why Willmeng exists—for people to build their genuine place of purpose.

**Experience the difference.**

[WILLMENG.COM](http://WILLMENG.COM) | ROC #082904, Class B-01

**Your Space, Your Vision, We Deliver.**



**480-632-2381 | [conceptaz.com](http://conceptaz.com)**

LICENSED, BONDED & INSURED  
ROC AZ-262874, NV-0077130, UT-8235235-5501

**concept**  
COMMERCIAL CONSTRUCTION

**THE WATERMARK I TEMPE**

**DEVELOPER:** Fenix Development  
**GENERAL CONTRACTOR:** Okland Construction  
**ARCHITECT:** Nelson Partners  
**LOCATION:** 410-430 North Scottsdale Rd., Tempe  
**SIZE:** 1,900,000 SF  
**BROKERAGE FIRM:** CBRE  
**VALUE:** \$150 million  
**START/COMPLETION:** Q3/2017-1/2020  
**SUBCONTRACTORS:** Nelsen Partners-Architect; Erickson & Meeks- Engineering; ESD Mechanical; Landscaping Architect-Design Workshop; Civil Engineer- Civil & Environmental consultants; Trademark Visual-Signage; Suntec Concrete

**PROJECT DESCRIPTION:** The Watermark is Tempe's newest premier mixed-use development located on the north shore of Tempe Town Lake. Watermark offers the most unique mixed-use environment in the Phoenix Metropolitan Area and contains



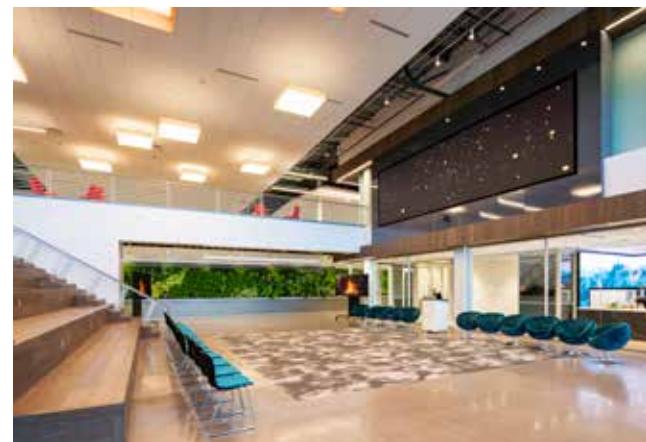
over 1.9 million square feet of thoughtful development. Total square footage is ±600,000 square feet of Class A office

space which includes ±265,000 square feet in Phase I and ±340,000 square feet in Phase II.

**UNION**

**DEVELOPER:** Lincoln Property Company  
**GENERAL CONTRACTOR:** Wespac Construction, Inc.  
**ARCHITECT:** DAVIS  
**LOCATION:** Between Cubs Way/Riverview Auto Dr./Dobson Rd./Rio Salado Pkwy., Mesa  
**SIZE:** 238,384 SF  
**BROKERAGE FIRM:** Lincoln Property Company  
**VALUE:** \$125 million  
**START/COMPLETION:** 10/2019-11/2020  
**SUBCONTRACTORS:** Coreslab, Suntec; Walters & Wolf; Western Building Group; Saguaro Steel.

**PROJECT DESCRIPTION:** Lincoln Property Company and Harvard Investments are nearing completion on the first of four Class A office buildings (ultimately totaling 1.35 million SF) at Union – a new employment centerpiece at the confluence of Scottsdale, Tempe and Mesa. In the heart of Riverview District, Union is purposefully built to attract premier Fortune 500-level companies with features including a sleek glass exterior, modern lobby, large floor plates, outdoor balconies and vision glass providing sweeping city and mountain views, and the adjacent Riverview Park and Lake. Union's built environment encourages connectivity and walkability via a lush pedestrian plaza and paths. The project is minutes from two full diamond freeway interchanges, millions of square feet of premier shopping/dining/entertainment/sports, as well as ASU and Sky Harbor.

**ZOVIO**

**DEVELOPER:** Irgens  
**GENERAL CONTRACTOR:** Stevens-Leinweber Construction Inc.  
**ARCHITECT:** McCarthy Nordburg  
**LOCATION:** 1811 E. Northrop Blvd., Chandler  
**SIZE:** 130,000 SF  
**BROKERAGE FIRM:** CBRE  
**VALUE:** \$17,550,000 million  
**START/COMPLETION:** 7/2018-7/2019  
**SUBCONTRACTORS:** Energy Systems Design, Inc.; Caruso Turley Scott; Acoustical Consulting Services; DIRT; GMBI

**PROJECT DESCRIPTION:** With a resimercial (residential and commercial) aesthetic woven with subtle elements of biophilic design, Zovio's new cutting edge 130,000 SF headquarters looks less like a corporate office and more like an exciting place to work, socialize and live. The offices were created to foster innovation and support the unique culture of this educational technology services organization. The offices reflect the same forward thinking and people focused values that make this organization the leader in the online educational industry. ■■■

**Ground Up**  
**Tenant Improvement**  
**Medical Office Buildings**  
**Automotive**  
**Wireless Communication Buildouts**  
**Industrial/Warehouse**

---

**480.474.2107** *office*  
**602.363.1093** *mobile*  
**wolverinebuilders.com**

---

3654 N. Power Road, Bld 9, Ste # 152  
Mesa, Arizona 85215



ROC # 24995

Wolverine Builders Commercial Construction.....  
We build more than just structures,  
We build trust and relationships



We've got something  
for everyone.

---

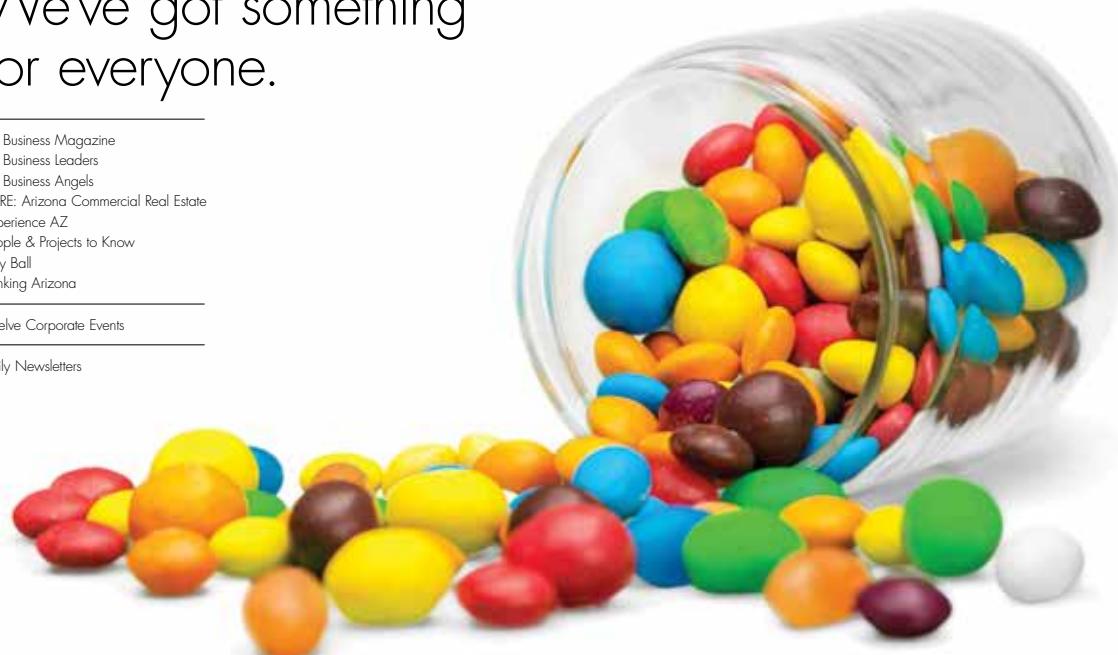
Az Business Magazine  
Az Business Leaders  
Az Business Angels  
AZRE: Arizona Commercial Real Estate  
Experience AZ  
People & Projects to Know  
Play Ball  
Ranking Arizona

---

Twelve Corporate Events  

---

Daily Newsletters



[azBIGmedia.com](http://azBIGmedia.com)  
Print • Digital • Events



We don't stop when we get  
your business.

**Alliance Bank**  
OF ARIZONA<sup>®</sup>

We keep earning it every day.

Proving ourselves, time and again is part of our daily routine and how we deliver on accountability at Alliance Bank of Arizona.

#### **Bank on Accountability<sup>®</sup>**



Meet Your Local Banking Expert:  
Ericka LeMaster  
Senior Managing Director, Commercial Real Estate  
[elemaster@alliancebankofarizona.com](mailto:elemaster@alliancebankofarizona.com)  
(602) 952-5452

[alliancebankofarizona.com](http://alliancebankofarizona.com)

#### **WA Top 10 - Forbes Best Banks**



Alliance Bank of Arizona, a division of Western Alliance Bank, Member FDIC. Western Alliance ranks top ten on Forbes' Best Banks in America list, five years in a row, 2016-2020.