

2019 NAIOP Buyers Guide



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

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Accountants



BAKER TILLY

Accountants and Advisors

Baker Tilly

bakertilly.com/real-estate

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

WIPFLI
CPAs and Consultants

Wipfli, LLP

John Schwab
jschwab@wipfli.com

www.wipfli.com
10000 Innovation Drive, Suite 250
Milwaukee, WI 53226

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

Architects

HUITT-ZOLLARS

Huitt-Zollars, Inc.

Kim Kemper
krkemper@huitt-zollars.com

www.huitt-zollars.com

6501 America Parkway NE,
Suite 550

Albuquerque, NM 87110
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Huitt-Zollars is a full-service multi-discipline AE firm with expertise in planning, design, program and construction management for commercial, retail and office development. The firm offers civil engineering, architectural, MEP, structural, surveying and landscape architectural services for public works, federal, urban development, transportation and buildings practice areas. Headquartered in Dallas, TX, the firm is ranked among the nation's top design firms by Engineering News Record.

KSS

KSS Architects LLP

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www.kssarchitects.com
337 Witherspoon Street
Princeton, NJ 08542
(609) 921-1131

Through great architecture, KSS creates meaningful and lasting change, for our clients, our firm, and our world. KSS Architects is an award-winning full-service architecture, planning, and interior design firm with offices in Princeton, NJ and Philadelphia, PA. As architects for commerce, our clients are leaders in their fields, representing the best in business, industry, education, development, community, and innovation. Founded in 1983, KSS has grown to a team of over 60 dedicated design professionals, passionate about creating built environments that stimulate the intersections of learning, commerce, and community.

powers
brown
archi-
tecture

Powers Brown

Desti Kimmel
kimmel@powersbrown.com
www.powersbrown.com
2100 Travis St, Suite 501
Houston, TX 77002
(832) 856-5306

Powers Brown Architecture is a professional services firm practicing architecture, interior design and urban design. The firm, with offices across the country, has built a reputation for specialized design and technical superiority, producing award-winning work and gaining recognition from local, regional and national organizations.

PCA

ARCHITECTURE | PLANNING | INTERIORS

Prellwitz Chilinski Associates, Inc.

David Chilinski, FAIA
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www.prellwitzchilinski.com
221 Hampshire Street
Cambridge, Massachusetts 02139
(617) 547-8120

We value creating successful places for people through a combination of business insight and creative problem-solving.

WARE MALCOMB

ARCHITECTURE | PLANNING | INTERIORS
BRANDING | CIVIL ENGINEERING

Ware Malcomb

Lawrence R. Armstrong
mktg@waremalcomb.com
www.waremalcomb.com
10 Edelman
Irvine, CA 92618
(949) 660-9128

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

Asset Manager

CLARION PARTNERS Clarion Partners

Stacey Magee
Stacey.magee@clarionpartners.com
www.clarionpartners.com
1717 McKinney Avenue, Suite 1900
Dallas, TX 75202

A leader among U.S. industrial portfolio operators, the Clarion Partners Industrial Group is focused exclusively on the logistics sector, with particular emphasis on bulk warehouse/distribution facilities. The Group manages a 644-property portfolio (consisting of more than 126 million square feet and

currently valued at more than \$10.4 billion), located in 43 markets across the United States and Brazil. Besides closely monitoring the performance of existing assets with more than 1,300 diverse tenants, the Group has the expertise to develop new warehouse space on well-located land parcels held in its portfolio.

Banks



We're here to help.

BMO Harris Bank

www.bmoharris.com/realestate

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



PNC Real Estate

www.pnc.com

249 Fifth Avenue
Pittsburgh, PA 15222
(877) 762-7775

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

Brokers

CBRE

CBRE

www.cbre.com

CBRE Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (in terms of 2015 revenue). CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting.



Cushman & Wakefield

www.cushwake.com

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

HFF

HFF

www.hfflp.com

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

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



COMMERCIAL REAL ESTATE SERVICES

Lee & Associates

www.lee-associates.com

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



Marcus & Millichap

www.marcusmillichap.com

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



Newmark Knight Frank

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

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

**Contractors/
Construction**



Alston Construction

Natalie Springfield
nspringfield@alstonco.com

www.alstonco.com
3500 Lenox Road, Suite 501
Atlanta, GA 30326
(404) 921-2036

Alston Construction offers a diverse background of general contracting, construction management and Design-Build experience of industrial, manufacturing, office, education, healthcare, retail and government projects. We are skilled at both new construction and adaptive reuse. www.alstonco.com



E.E. Reed Construction

www.eereed.com

Since 1976, E.E. Reed Construction, L.P. has steadily grown to become a contractor recognized for steadfast performance, unparalleled professionalism and exceptional results. With offices stretching from coast to coast, our expertise encompasses virtually every project type including commercial and value office, corporate interiors, industrial, healthcare and hospitality.



**GCP Applied Technologies –
Ductilcrete Technologies**

<https://gcpat.com/en>

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



**Grunley Construction
Company, Inc.**

Sonya Brown
sonyabrown@grunley.com
www.grunley.com
15020 Shady Grove Road, Suite 500
Rockville, MD 20850
(240) 399-2000

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



HITT

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

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



Hoar Construction

www.hoar.com

Established in 1940, Hoar Construction has offices in Birmingham, Houston, Austin, Orlando, Nashville, and Washington, D.C. The firm provides professional services in general construction, construction management,

design/build, and program management, serving clients in government, healthcare, retail, commercial, multi-family, and industrial markets.



Kinsley Construction

www.kinsleyconstruction.com

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



The Korte Company

www.korteco.com

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

Design Build



Alston Construction

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Alston Construction offers a diverse background of general contracting, construction management and Design-Build experience of industrial, manufacturing, office, education, healthcare, retail and government projects. We are skilled at both new construction and adaptive reuse. www.alstonco.com



**Arco Design/Build Industrial
BaltimoreIDC, Inc.**

Aaron Weir
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Columbia, MD 21044
(443) 917-4900

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



FCL Builders, LLC

Michael J. Boro
mboro@fclbuilders.com

www.fclbuilders.com
1150 Spring Lake Drive
Itasca, IL 60143
(630) 773-0050

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



Menard USA

Marty Taube
Imcintosh@menardgroupusa.com

www.menardgroupusa.com
Vice President of Business
Development
150 E Main Street, Suite 500
Carnegie, PA 15106
412-620-6000

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

Developers



CenterPoint Properties

Christine Grant
cgrant@centerpoint.com
www.centerpoint.com
1808 Swift Drive
Oak Brook, IL 60523

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



MAJESTIC REALTY CO.

Majestic Realty
www.majesticrealty.com

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



Prologis

www.prologis.com

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



Rockefeller Group

www.rockefellergroup.com

Presenting Sponsor
Premier Industry Partner

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



TradePoint Atlantic

<https://www.tradepointatlantic.com/>

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



Tratt Properties

Jonathan Tratt
JT@trattproperties.com
www.trattproperties.com
4715 N. 32nd Street, Suite 102
Phoenix, AZ 85018
(602) 468-3100

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



TRANSWESTERN® Transwestern

www.transwestern.com

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



USAA Real Estate

www.usrealco.com
San Antonio, TX 78230

USAA Real Estate, with over \$21 billion in assets under management, provides co-investment, acquisition, build-to-suit and development services for corporate and institutional investors and arranges commercial mortgage loans on behalf of affiliates. The portfolio consists of office, medical

office, industrial/logistics, multifamily, retail and hotel properties. USAA Real Estate is a subsidiary of USAA, a leading financial services company, serving military families since 1922. For more information, visit www.usrealco.com.



Wonderful Real Estate

www.wonderfulrealestateco.com

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

Economic Development Agencies

FLORIDA



Pasco Economic Development Council

Tom Ryan

tryan@pascoedc.com
www.pascoedc.com
16506 Pointe Village Dr., Suite 101
Lutz, FL 33558-5255
(813) 926-0827

Pasco Economic Development Council is the lead organization in Pasco County servicing businesses relocating and expanding in north Tampa Bay focusing on site and building selection, labor market analysis, regulatory assistance, workforce recruitment and training.

MARYLAND



City of Bowie Economic Development Office

John Henry King
jhking@cityofbowie.org
www.cityofbowie.org
15901 Excalibur Road
Bowie, MD 20716
(301) 809-3042

Bowie is one of the largest cities in Maryland. Bowie is also an excellent business location, easily reached from Washington D.C., Annapolis and Baltimore. Bowie's proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has more than 90 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed. The City's Economic Development Office is ready to help with your business and development location needs, whether it is current market information, introductions to key officials in the development or site location process, or just general information about business opportunities.



FREDERICK COUNTY
MARYLAND
Office of Economic Development

Frederick County Business Development & Retention

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

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

NEW MEXICO



Albuquerque Economic Development, Inc.

Gary Tonjes
gary@abq.org
www.abq.org
851 University Boulevard SE,
Suite 203
Albuquerque, NM 87106
(505) 246-6202

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

NEW YORK



Buffalo Urban Development Corporation (BUDC)

Hon. Byron W. Brown, Chairman
Peter M. Cammarata
pcammarata@buffalourbandevelopment.com
www.buffalourbandevelopment.com
95 Perry Street, Suite 404
Buffalo, NY 14203
(716) 362-8361

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



Operation Oswego County

L. Michael Treadwell
ooc@oswegocounty.org
www.oswegocounty.org
44 W. Bridge St.
Oswego, NY 13126
(315) 343-1545, (315) 343-1546

Operation Oswego County, Oswego County's designated economic development organization, provides assistance with accessing special incentive programs, financial packaging, site selection as well as specialized research and technical assistance.

PENNSYLVANIA



Westmoreland County Industrial Development Corporation

Jason Rigone
wcidc@wpa.net
www.westmorelandcountyidc.org
Fifth Floor, Suite 520
40 North Pennsylvania Avenue
Greensburg, PA 15601
(724) 830-3061

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

SOUTH CAROLINA



Santee Cooper

Bill McCall
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www.poweringSC.com
One Riverwood Drive
Moncks Corner, SC 29461-2901
(843) 826-5010

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

TEXAS



Cedar Hill Economic Development Corporation

Allison J. H. Thompson, CEcD, EDFP
allison.thompson@cedarhilltx.com
www.cedarhillidc.com
285 Uptown Blvd., Bldg 100
Cedar Hill, TX 75104
(972) 291-5132 ext.5

Less than 20 minutes from downtown Dallas, Cedar Hill has Type A sales tax funds that can be used to attract businesses to the City and help local businesses expand. A beautiful natural environment, strong business climate, easy access to the Metro area, aggressive incentives, Triple Freeport Tax Exemption, available workforce, rail, and highways, as well as competitive prices are among the list of reasons businesses choose to locate in Cedar Hill.



Dallas Fort Worth International Airport

Carolina Roa
croa@dfwairport.com
www.dfwairport.com/landhere
P.O. Box 619428
DFW Airport, TX 75261
(972) 973-4817

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



The Colony Economic Development Corporation

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

The Colony is a Texas Destination for development with unique and exciting venues like Nebraska Furniture Mart anchoring the 400-acre Grandscape, Scheels (a 300,000+ square-foot sporting goods store opening in 2020) and restaurants and entertainment like Rock & Brews, Lava Cantina, Topgolf

and more! Named one of the Top 20 Places to Live in the U.S. by CNN/Money Magazine. The Colony has prime space for retail, office and office flex, including mixed-use centers like The Cascades and Austin Ranch. All just 25 minutes north of Downtown Dallas and 15 minutes to DFW Airport.

VIRGINIA



Arlington Economic Development

www.ArlingtonEconomicDevelopment.com

Arlington Economic Development is dedicated to the preservation and enhancement of an economically competitive and sustainable community by providing aggressive leadership and superior services to Arlington's business, real estate development, tourism and arts and cultural communities.



Ballston Business Improvement District

www.ballstonbid.com

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



Crystal City Business Improvement District

www.crystalcity.org

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



Loudoun County, Virginia Economic Development

Buddy Rizer, Executive Director
DED@Loudoun.gov
www.LoudounPossible.com
43777 Central Station Dr., Suite 300
Ashburn, VA 20147
1-(800)-LOUDOUN

Your Business Success is #LoudounPossible. If you're looking for (1) a new corporate headquarters; (2) Greenfield space near a Metro train station; (3) Access to one of the top 10 international airports in the U.S.; (4) A prime location in D.C.'s tech corridor; (5) Walkable mixed-use developments 25 miles from the nation's capital and 25 minutes from scenic farmland; it's #LoudounPossible. Contact us today to discover the possibilities.

WISCONSIN



Wisconsin Economic Development Corporation

Reed Hall
dobusiness@inwisconsin.com
www.wedc.org
201 W. Washington Avenue
Madison, WI 53703
(855) INWIBIZ

The Wisconsin Economic Development Corporation (WEDC) leads economic development efforts for the state and nurtures business growth and advancement by fostering Wisconsin's positive business climate. WEDC provides tools and resources for businesses to start, expand or relocate their operations in Wisconsin. Visit wedc.org, call 855-INWIBIZ or email dobusiness@inwisconsin.com.

Engineers



Bohler Engineering

www.bohlerengineering.com

Bohler Engineering provides site civil engineering and consulting services for land development projects. We integrate multiple disciplines of civil

engineering to simplify the development process and provide our clients the information they need to make smart decisions.

HUITT-ZOLLARS

Huitt-Zollars, Inc.

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6501 America Parkway NE, Suite 550
Albuquerque, NM 87110
(505) 883-8114

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



Kimley-Horn

www.kimley-horn.com

At Kimley-Horn, one the nation's premier planning and design consultants, our professionals share one passion: making our clients successful. We combine creative yet practical solutions, a sense of urgency, and a focus on bottom-line value to meet specific project needs.

Environmental



Hillmann Consulting, LLC

www.hillmannconsulting.com
Nationwide Environmental Consulting, Construction Services, Risk Management/Loss Control, and Construction Risk Management. Your Property. Our Priority.



RT New Day

Jeff Slivka
jeff.slivka@newdayunderwriting.com
www.newdayunderwriting.com
2465 Kuser Road
Hamilton Township, NJ 08690
(609) 298-3516

New Day Underwriting Managers, LLC is a specialty intermediary serving retail insurance brokers and their clients by delivering optimal risk management solutions in the areas of environmental liability and construction-related professional liability for all industry types.



RPS Group

www.rpsgroup.com
135 LaSalle Street
Chicago, IL 60604
(312) 541-4200

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

Financial Intermediary



NorthMarq Capital

Patrick Minea,
Regional Managing Director
pminea@northmarq.com
Jeff Erxleben,
Regional Managing Director
jerxleben@northmarq.com
www.northmarq.com
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Minneapolis, MN 55431
(952) 356-0100

As a leader in capital solutions through long-term relationships with all capital sources, NorthMarq Capital provides debt, equity, and commercial loan servicing through over 300 mortgage banking professionals in regional offices coast-to-coast and services a loan portfolio of more than \$55 billion. In select markets, the company offers multifamily and manufactured housing investment sales through NorthMarq Multifamily.

Railway



BNSF Railway

Darrell Coffey
darrell.coffey@bnsf.com
www.bnsf.com
2650 Lou Menk Drive
Fort Worth, TX 76131-2830
(817) 867-6133

BNSF's rail network spans 32,500 route miles in 28 states and three Canadian provinces. We transport the products and materials that help feed, clothe, supply and power communities. And, we move those goods more safely and efficiently, on significantly less fuel, and with fewer emissions than all-highway alternatives.

REIT



Brandywine Realty Trust

Brandywine Realty Trust

www.brandywinerealty.com

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



Columbia Property Trust

www.columbia.reit

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



Duke Realty

www.dukerealty.com

Duke Realty Corporation owns and operates approximately 146 million rentable square feet of industrial assets in 21 key U.S. logistics markets. Duke Realty is publicly traded on the NYSE under the symbol DRE and is listed on the S&P 500.



First Industrial Realty Trust
 info@firstindustrial.com
 www.firstindustrial.com
 One North Wacker Drive, Suite 4200
 Chicago, IL 60606 (312) 344-4300
 First Industrial Realty Trust, Inc. (NYSE: FR) is a leading fully-integrated owner, operator, and developer of industrial real estate with a track record of providing industry-leading customer service to multinational corporations and regional customers. With a 65-million-square-foot portfolio across the nation's top markets, our local market experts manage, lease, buy, (re)develop, and sell bulk and regional distribution centers and other industrial facilities.



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

Service Providers



JK Moving Services
 www.jkmoving.com/commercial-moving
 JK Moving Services is the 2nd largest independent moving company in the USA and the largest in the DC metro area, with over 200 vehicles and 600 professional relocation experts. We earn our reputation for professional, low stress relocation services.



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



ROOFLIFT.COM
E-Z Riser Roof Raising
 Jeff Allen
 jeff@rooflift.com
 www.rooflift.com
 626 RXR Plaza
 Uniondale, NY 11556
 (631) 491-8500

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



Rooflifters
 Marty Shiff
 mart@rooflifters.com
 www.rooflifters.com
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 Coral Gables, FL 33134
 (416) 631-6150

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



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

Technology



We provide nationwide 2D and 3D building measurement services.



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



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

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