

SIOR Associate Membership Directory

Q1-Q2 2012



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This directory reflects the Associate Membership as of March 1, 2012.
Contact and description information provided by Associate Members.

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Associate Membership Directory Home Page

Your interactive and electronic SIOR Associate Membership Directory connects you to 200 organizations with a vital interest in corporate real estate services and industrial or office development.

Use the SIOR Associate Membership Directory to:

- Locate Associate Members; including developers, educational institutions, economic development agencies, construction firms, and more;
- Learn more about Associate Members' services; and,
- Establish new contacts and business relationships.

Remember to look here first when you need a service for a client or have a problem to be solved. The SIOR Associate Membership Directory is also available to download at <http://sior.com/resources>

SIOR Associate Member Categories – Click on the logos to be directed to the Table of Contents.

- Corporate Associates – companies that own/buy/lease significant amounts of industrial and/or office real estate.



- Developer Associates – companies that develop industrial and/or office real estate facilities.



- Educator Associates – accredited educational institutions offering degree programs in real estate.



- General Associates – practitioners who are not third-party brokers but who are involved in industrial or office real estate; including advisory/consulting, architecture/design/build, economic development, energy, investment/financial, legal, marketing, REIT and title firms.



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Associate Membership Directory Table of Contents

Click on Associate Member category links to view members alphabetically or geographically.



Alphabetical – Interactive alphabetical list of Corporate Associates.
Geographical – Interactive list of Corporate Associates by state and country.



Alphabetical – Interactive alphabetical list of Developer Associates.
Geographical – Interactive list of Developer Associates by state and country.



Alphabetical – Interactive alphabetical list of Educator Associates.
Geographical – Interactive list of Educator Associates by state and country.



Alphabetical – Interactive alphabetical list of General Associates by organization category.
Geographical – Interactive list of General Associates by organization category and state and country.

This directory reflects the Associate Membership as of March 1, 2012.
Contact and description information provided by Associate Members.

Corporate Associate – Alphabetical

Agracel (Effingham, IL)
Arizon Companies (Maryland Heights, MO)
AT&T Corporate Real Estate (Dallas, TX)
Capital Realty & Development (Elgin, IL)
Cummings Properties (Woburn, MA)
Diversified Project Management (Newton, MA)
EastGroup Properties (Houston, TX)
FedEx Express (Memphis, TN)
FedEx Freight (Lakeland, FL)
Flagship Capital Partners (Charlotte, NC)
Fortune Brands (Deerfield, IL)
ID3 Partners, LLC (Dallas, TX)
LinMar Management (San Diego, CA)
Meridian Development Group (Clearwater, FL)
Meritex Enterprises (Minneapolis, MN)
Meritex Enterprises (Columbus, OH)
Parallel Asset Management (Armonk, NY)
Parker Equities (Dallas, TX)
Sealy & Co. (Houston, TX)
True North Investments (Downers Grove, IL)
Windell Investments, Inc. (San Diego, CA)

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Contact and description information provided by Associate Members.

Corporate Associate – Geographical

United States

California

LinMar Management
Windell Investments, Inc.

Florida

FedEx Freight
Meridian Development Group

Illinois

Agracel
Capital Realty & Development
Fortune Brands
True North Investments

Massachusetts

Cummings Properties
Diversified Project Management

Minnesota

Meritex Enterprises

Missouri

Arizon Companies

New York

Parallel Asset Management

North Carolina

Flagship Capital Partners

Ohio

Meritex Enterprises

Tennessee

FedEx Express

Texas

AT&T Corporate Real Estate
EastGroup Properties
ID3 Partners, LLC
Parker Equities
Sealy & Co.

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Developer Associate – Alphabetical

Ascendant Development (Denver, CO)
Ashley Capital, LLC (New York, NY)
Avera (Houston, TX)
Bastian Development (Indianapolis, IN)
Belvoir Properties, Inc. (Providence, RI)
Bentall Kennedy (Toronto, ON Canada)
Biltmore Construction & Development (San Antonio, TX)
BPG Properties (Philadelphia, PA)
Broccolini Construction, Inc. (Kirkland, QC Canada)
Brunacini Development (Albuquerque, NM)
Caymus Real Estate (Kansas City, MO)
CenterPoint Properties (Oak Brook, IL)
Clay Development and Construction (Houston, TX)
Clayco (St. Louis, MO)
Cooper Construction (Oakville, ON Canada)
Dancor Development Corporation (London, ON Canada)
DCT Industrial Trust (Houston, TX)
Dedeaux Properties, LLC (Los Angeles, CA)
Dermody Properties (Reno, NV)
DPC Development Companies (Greenwood Village, CO)
Duke Realty Corp. (Duluth, GA)
Duke Realty Corp. (Houston, TX)
Emory Hill Real Estate Services (New Castle, DE)
Etkin-Johnson Group (Denver, CO)
EXXCEL Project Management (Columbus, OH)
Farnsworth Holdings (Memphis, TN)
Federal Business Centers (Edison, NJ)
First Gulf Corporation (Toronto, ON Canada)
Geis Companies (Streetsboro, OH)
Giffels Corporation (Toronto, ON Canada)
Groupe Montoni (1995) Division Construction (Laval, QC Canada)
Grove Street Partners (Atlanta, GA)
Harsch Investment Properties (West Sacramento, CA)
Harsch Investment Properties (Las Vegas, NV)
Heller Companies (Las Vegas, NV)

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Developer Associate – Alphabetical (continued)

Heller Industrial Parks (Edison, NJ)
Hill Management Services (Timonium, MD)
Hillwood Development (Fort Worth, TX)
Hillwood Investment Properties (Dallas, TX)
Hunt Midwest Real Estate Development (Kansas City, MO)
IDI (Norcross, GA)
IDI (Itasca, IL)
IDI (Memphis, TN)
IDI (Dallas, TX)
Industry City Associates (Brooklyn, NY)
Insite Realty Partners (Houston, TX)
Investment Building Group (Newport Beach, CA)
KDC (Dallas, TX)
Kearny Real Estate Co. (Los Angeles, CA)
LandMark Development (Rockford, IL)
Majestic Realty Co. (Aurora, CO)
Majestic Realty Co. (Las Vegas, NV)
Matrix Development Group (Cranbury, NJ)
McCraney Property Company (West Palm Beach, FL)
McDonald Development Co. (Orlando, FL)
McGranahan Carlson & Co. (Fullerton, CA)
Menkes Developments (Toronto, ON Canada)
Mercantile Partners (Fort Worth, TX)
Mericle Commercial Real Estate (Wilkes-Barre, PA)
Midway Companies (Houston, TX)
Miller Valentine Group (Columbia, SC)
Mimms Enterprises (Roswell, GA)
MK Construction Co. (Atlanta, GA)
ML Realty Partners (Itasca, IL)
Morguard Investments (Mississauga, ON Canada)
Nelson Duffie Interests (Houston, TX)
Northern Builders (Schiller Park, IL)
Orlando Corporation (Mississauga, ON Canada)
Oxford Properties Group (Toronto, ON Canada)
Panattoni Development Co. (St. Louis, MO)

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Developer Associate – Alphabetical (continued)

Panattoni Development Co. (Dallas, TX)
Paris Development II (Chicago, IL)
Pattillo Industrial Real Estate (Tucker, GA)
Perot Development Company (Dallas, TX)
Planned Community Developers (Sugar Land, TX)
Prologis (Amsterdam, Netherlands)
Proterra Properties (Houston, TX)
Pureland Industrial Complex (Bridgeport, NJ)
Quadrangle (Lenexa, KS)
Roberts Development / Construction (Houston, TX)
Rockefeller Group Development Corporation (Irvine, CA)
Rockefeller Group Development Corporation (Mt. Olive, NJ)
Rockefeller Group Development Corporation (New York, NY)
Rooker (Tucker, GA)
Sampson Morris Group (Monroeville, PA)
Schenkman/Kushner Affiliate (Bridgewater, NJ)
Seefried Properties (Des Plaines, IL)
Selig Enterprises (Atlanta, GA)
Shaheen & Company (Atlanta, GA)
Sharpe Project Developments (Fort Lauderdale, FL)
Simpkins Group (Houston, TX)
Space Center (Atlanta, GA)
Stoltz Management (Overland Park, KS)
Tamkin Development (Los Angeles, CA)
Tejon Ranch Company (Lebec, CA)
The Alter Group (Scottsdale, AZ)
The Alter Group (Atlanta, GA)
The Buncher Company (Pittsburgh, PA)
The Carson Companies (Newport Beach, CA)
The Henderson Group (Media, PA)
The Pauls Corporation (Denver, CO)
The Pizzuti Companies (Downers Grove, IL)
The Pizzuti Companies (Columbus, OH)
Thomas & Mack Development Group (Las Vegas, NV)
Trammell Crow Company (Houston, TX)

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Developer Associate – Alphabetical (continued)

Transwestern Commercial Services (Houston, TX)

Tratt Properties (Phoenix, AZ)

USAA Real Estate Company (San Antonio, TX)

Vantex Commercial Property Group (Houston, TX)

Verna Properties (Wallingford, CT)

Watkins & Co. (Kansas City, MO)

Weingarten Realty Investors (Houston, TX)

Western RealCo (Newport Beach, CA)

Whitesell Construction Co. Inc (Delran, NJ)

Wolff Companies (Houston, TX)

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Developer Associate – Geographical

United States

Arizona

The Alter Group

Tratt Properties

California

Dedeaux Properties, LLC

Harsch Investment Properties

Investment Building Group

Kearny Real Estate Co.

McGranahan Carlson & Co.

Rockefeller Group Development Corporation

Tamkin Development

Tejon Ranch Company

The Carson Companies

Western RealCo

Colorado

Ascendant Development

DPC Development Companies

Etkin-Johnson Group

Majestic Realty Co.

The Pauls Corporation

Connecticut

Verna Properties

Delaware

Emory Hill Real Estate Services

Florida

McCraney Property Company

McDonald Development Co.

Sharpe Project Developments

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Developer Associate – Geographical (continued)

Georgia

Duke Realty Corp.
Grove Street Partners
IDI
Mimms Enterprises
MK Construction Co.
Pattillo Industrial Real Estate
Rooker
Selig Enterprises
Shaheen & Company
Space Center
The Alter Group

Illinois

CenterPoint Properties
IDI
LandMark Development
ML Realty Partners
Northern Builders
Paris Development II
Seefried Properties
The Pizzuti Companies

Indiana

Bastian Development

Kansas

Quadrangle
Stoltz Management

Maryland

Hill Management Services

Missouri

Caymus Real Estate
Clayco
Hunt Midwest Real Estate Development
Panattoni Development Co.
Watkins & Co.

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Developer Associate – Geographical (continued)

Nevada

Dermody Properties
Harsch Investment Properties
Heller Companies
Majestic Realty Co.
Thomas & Mack Development Group

New Jersey

Federal Business Centers
Heller Industrial Parks
Matrix Development Group
Pureland Industrial Complex
Rockefeller Group Development Corporation
Schenkman/Kushner Affiliate
Whitesell Construction Co. Inc

New Mexico

Brunacini Development

New York

Ashley Capital, LLC
Industry City Associates
Rockefeller Group Development Corporation

Ohio

EXXCEL Project Management
Geis Companies
The Pizzuti Companies

Pennsylvania

BPG Properties
Mericle Commercial Real Estate
Sampson Morris Group
The Buncher Company
The Henderson Group

Rhode Island

Belvoir Properties, Inc.

South Carolina

Miller Valentine Group

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Developer Associate – Geographical (continued)

Tennessee

Farnsworth Holdings

IDI

Texas

Avera

Biltmore Construction & Development

Clay Development and Construction

DCT Industrial Trust

Duke Realty Corp.

Hillwood Development

Hillwood Investment Properties

IDI

Insite Realty Partners

KDC

Mercantile Partners

Midway Companies

Nelson Duffie Interests

Panattoni Development Co.

Perot Development Company

Planned Community Developers

Proterra Properties

Roberts Development / Construction

Simpkins Group

Trammell Crow Company

Transwestern Commercial Services

USAA Real Estate Company

Vantex Commercial Property Group

Weingarten Realty Investors

Wolff Companies

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Developer Associate – Geographical (continued)

Canada

Ontario

Bentall Kennedy

Cooper Construction

Dancor Development Corporation

First Gulf Corporation

Giffels Corporation

Menkes Developments

Morguard Investments

Orlando Corporation

Oxford Properties Group

Quebec

Broccolini Construction, Inc.

Groupe Montoni (1995) Division Construction

Netherlands

Amsterdam

Prologis

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Educator Associate - Alphabetical

Alabama Real Estate Research & Education Center (Tuscaloosa, AL)

Carter Real Estate Center, College of Charleston (Charleston, SC)

Clemson University, Master of Real Estate Development Program (Clemson, SC)

Lewis White Real Estate Center - UMKC Bloch School of Business (Kansas City, MO)

Middle Tennessee State Univ. Econ & Finance Dept. (Murfreesboro, TN)

Texas A&M University Real Estate Center (College Station, TX)

University of Connecticut, School of Business (Storrs, CT)

University of New Orleans - Institute for Economic Development and Real Estate Research (New Orleans, LA)

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Educator Associate - Geographical

United States

Alabama

Alabama Real Estate Research & Education Center

Connecticut

University of Connecticut, School of Business

Louisiana

University of New Orleans - Institute for Economic Development and Real Estate Research

Missouri

Lewis White Real Estate Center - UMKC Bloch School of Business

South Carolina

Carter Real Estate Center, College of Charleston

Clemson University, Master of Real Estate Development Program

Tennessee

Middle Tennessee State Univ. Econ & Finance Dept.

Texas

Texas A&M University Real Estate Center

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General Associate - Alphabetical

Advisory/Consulting Firms

Il Punto Real Estate Advisor srl (Milan, Italy)
Independent Movers Inc. DBA/IMS Relocation (Carrollton, TX)
Plaza Property Advisors (Chicago, IL)
RCG Economics (Las Vegas, NV)
Saentys Communication LTD (London, United Kingdom)
The RSH Group (Irvine, CA)
Zivic, Carr and Associates, Inc (Rocky Hill, CT)

Architecture/Design Build Firms

A. Epstein and Sons Intl. (Chicago, IL)
Arch-Con Corporation (Houston, TX)
ARCO Design/Build (Atlanta, GA)
Bird Construction Company (Toronto, ON Canada)
Dacon Corporation (Natick, MA)
Dyer Brown Architects (Boston, MA)
Gottardo Construction (Concord, ON Canada)
Holleran Duitsman Architects (HDA) (Chesterfield, MO)
Keeley Construction (Villa Park, IL)
Krusinski Construction Company (Oak Brook, IL)
Ledcor Construction (Mississauga, ON Canada)
M Moser Associates Ltd (London, United Kingdom)
Maple Reinders Constructors (Mississauga, ON Canada)
Michael Integlia & Company (Providence, RI)
MRSA Architects & Planners (Chicago, IL)
Oltmans Construction Co. (Whittier, CA)
Peak Construction Corp. (Des Plaines, IL)
Principle Construction Corp. (Bannockburn, IL)
Raymond Construction Co. (Dallas, TX)
The McShane Companies (Rosemont, IL)
Vantage Builders (Waltham, MA)
Ware Malcomb (Oak Brook, IL)
Ware Malcomb (Vaughan, ON Canada)

Auction Companies

Schneider Industries (Saint Louis, MO)

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General Associate - Alphabetical (continued)

Economic Development Agencies

City of Hesperia (Hesperia, CA)

Martinsville-Henry County Economic Development Corp. (Martinsville, VA)

Middle Tennessee Industrial Development Association (Nashville, TN)

Rock Island Arsenal Development Group (Rock Island, IL)

Salisbury-Rowan Economic Development Commission (Salisbury, NC)

Wake County Economic Development (Raleigh, NC)

Energy Organizations

MidAmerican Energy Co. (Urbandale, IA)

Northeast Utilities (Hartford, CT)

Engineering Firms

Wiginton Fire Protection Engineering (Medley, FL)

Environmental Engineering Firms

Civil & Environmental Consultants, Inc. (Pittsburgh, PA)

General Contractors

ACME, Inc. (Pasadena, CA)

Insurance Companies

Barney and Barney (Aliso Viejo, CA)

Investment/Financial Firms

Bank of America Merrill Lynch (Seattle, WA)

Frontenac Bank (St. Louis, MO)

KTR Capital Partners (Chicago, IL)

KTR Capital Partners (New York, NY)

Mercantile Capital Corporation (Altamonte Springs, FL)

Pinchal & Company (Houston, TX)

Primera Companies (Dallas, TX)

Seacoast Commerce Bank (Arlington, TX)

Transpacific Investments (Lake Oswego, OR)

Law Firms

Coman & Anderson (Lisle, IL)

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General Associate - Alphabetical (continued)

Marketing

Avison Young (Atlanta, GA)

CoStar Group (Washington, DC)

Property Management Firms

Sitex Realty, LLC (Chicago, IL)

Public Utility Organizations

Port of Houston Authority (Houston, TX)

South Carolina State Port Authority (Charleston, SC)

REITs

Ridge Property Trust (Irving, TX)

TerraPointe Services (Fernandina Beach, FL)

Title Firms

Chicago Title Insurance Company (Cleveland, OH)

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General Associate – Geographical

Advisory/Consulting Firms

United States

California

The RSH Group

Connecticut

Zuvic, Carr and Associates, Inc

Illinois

Plaza Property Advisors

Nevada

RCG Economics

Texas

Independent Movers Inc. DBA/IMS Relocation

Italy

Milan

Il Punto Real Estate Advisor srl

United Kingdom

London

Saentys Communication LTD

Architecture/Design Build Firms

United States

California

Oltmans Construction Co.

Georgia

ARCO Design/Build

Illinois

A. Epstein and Sons Intl.

Keeley Construction

Krusinski Construction Company

MRSA Architects & Planners

Peak Construction Corp.

Principle Construction Corp.

The McShane Companies

Ware Malcomb

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General Associate – Geographical (continued)

Massachusetts

Dacon Corporation
Dyer Brown Architects
Vantage Builders

Missouri

Holleran Duitsman Architects (HDA)

Rhode Island

Michael Integlia & Company

Texas

Arch-Con Corporation
Raymond Construction Co.

Canada

Ontario

Gottardo Construction
Ledcor Construction
Maple Reinders Constructors
Ware Malcomb

Toronto

Bird Construction Company

United Kingdom

London

M Moser Associates Ltd

Auction Companies

United States

Missouri

Schneider Industries

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General Associate – Geographical (continued)

Economic Development Agencies

United States

California

City of Hesperia

Illinois

Rock Island Arsenal Development Group

North Carolina

Salisbury-Rowan Economic Development Commission

Wake County Economic Development

Tennessee

Middle Tennessee Industrial Development Association

Virginia

Martinsville-Henry County Economic Development Corp.

Energy Organizations

United States

Connecticut

Northeast Utilities

Iowa

MidAmerican Energy Co.

Engineering Firms

United States

Florida

Wiginton Fire Protection Engineering

Environmental Engineering Firms

United States

Pennsylvania

Civil & Environmental Consultants, Inc.

General Contractor

United States

California

ACME, Inc.

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General Associate – Geographical (continued)

Insurance Companies

United States

California

Barney and Barney

Investment/Financial Firms

United States

Florida

Mercantile Capital Corporation

Illinois

KTR Capital Partners

Missouri

Frontenac Bank

New York

KTR Capital Partners

Oregon

Transpacific Investments

Texas

Pinchal & Company

Primera Companies

Seacoast Commerce Bank

Law Firms

United States

Illinois

Coman & Anderson

Marketing Firms

United States

District of Columbia

CoStar Group

Georgia

Avison Young

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General Associate – Geographical (continued)

Property Management Firms

United States

Illinois

Sitex Realty, LLC

Public Utility Organizations

United States

Texas

Port of Houston Authority

South Carolina

South Carolina State Port Authority

REITs

United States

Florida

TerraPointe Services

Texas

Ridge Property Trust

Title Firms

United States

Ohio

Chicago Title Insurance Company

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Agracel

1200 Network Center Dr., Ste. 3
PO Box 1107
Effingham, IL 62401
Main Phone: 217.342.4443



As an Industrial Development company that focuses on developing projects in rural towns, Agracel has developed a unique model in the industry. The development services we provide include site selection, build-to- suit projects, acquisition/ leasebacks and redevelopments. We presently own over seven million square feet in 14 states. Our company's client list comprises such companies as Pinnacle Foods, HTPG, Komatsu, International Paper, Hershey's, Severstal and Dr. Pepper/ Snapple Group.

DELEGATES



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Cell: 217.273.1851
tthoman@agracel.com



Sarah R. Horner

Phone: 217.342.4443
shorner@agracel.com



Ryan Witges

Phone: 217.342.4443
rwitges@agracel.com

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Arizon Companies

11880 Dorsett Rd.

Maryland Heights, MO 63043

Main Phone: 314.754.2314



ARIZON®

Air, Frame,
Tension Structures



Arizon is the industry leader in custom engineered and manufactured air-supported, tension and frame structures for a myriad of applications, including athletic, recreational, entertainment, warehousing, expositions and many other purposes. Powered by Arizon's proprietary Johnson and MarCraft HVAC Systems, these buildings offer large, clear-span environments for a fraction of the cost (less than \$20/sq.ft.) of conventional metal, steel/glass or brick/mortar buildings and can be installed in less than 90 days.

DELEGATES



Ron E. Scharf

Phone: 314.754.2314

Cell: 314.406.4470

rscharf@arizoncompanies.com

www.arizoncompanies.com



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AT&T Corporate Real Estate

308 S. Akard St. 18th Fl., Ste. A16

Dallas, TX 75282

Main Phone: 214.858.2928



AT&T Corporate Real Estate's functions include acquisition and disposition of real estate, management of workplace needs, including property management, office space, fire safety, building security, design and construction, and more. AT&T Corporate Real Estate exists to deliver innovative, sustainable, cost-effective solutions to our clients while optimizing the value of the portfolio and brand.

DELEGATES



Karlos S. McGhee, CCIM

Phone: 214.858.2928

Cell: 972.310.3984

kmcghee@att.com

www.att.com



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Capital Realty & Development

385 Airport Rd., Ste. 100

Elgin, IL 60123

Main Phone: 847.841.3970

CAPITAL
Realty & Development, LLC



Capital Realty & Development is a fully integrated, privately held real estate operating company that has consistently delivered attractive investor returns through the development, acquisition, leasing, construction, financing, ownership, and management of industrial and office properties. The Company was founded in 2002 by Mr. Richard P. Turasky. Mr. Turasky and other members of the executive management team have over 70 years of combined experience and have collectively been involved in the development, acquisition, leasing, construction, financing, ownership, and management of over 45,000,000 square feet of investment grade real estate throughout the United States. Capital Realty & Development has been involved in more than \$100 million dollars worth of investment/development transactions.

DELEGATES



Rich P. Turasky

Phone: 847.841.3970

Cell: 630.661.6666

rturasky@capitalrealty.us

www.capitalrealty.us



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Cummings Properties

200 W. Cummings Pk.

Woburn, MA 01801

Main Phone: 781.932.7083

 Cummings Properties



From its beginnings in 1969 in Woburn, MA, Cummings Properties has evolved into one of Boston's most prominent, full service commercial real estate development and property management organizations. Cummings Properties leases and manages 10 million square feet of first-class office, research and general commercial space in 10 communities surrounding metropolitan Boston, accommodating almost any real estate requirement you may have.

DELEGATES



Eric Anderson

Phone: 781.932.7038

sales@cummings.com



Robb LaBossiere

Phone: 781.932.7049

rrl@cummings.com

www.cummings.com



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Diversified Project Management

One Gateway Center, Ste. 951

Newton, MA 02458

Main Phone: 617.243.3888



D I V E R S I F I E D
P R O J E C T M A N A G E M E N T

Diversified Project Management is a client-oriented Owner's Representative consulting company that provides Project Management, Strategic Real Estate and Facilities Planning & Technology services to Corporate, Life Science, Health Care, Academic, Municipal and Institutional clients. We specialize in Pre-Construction Planning, Program Management, Construction Administration, Space Programming, Portfolio Management, Furniture, Fixture & Equipment (FF&E) Consulting, CAFM and Move Management. We have offices in Boston, MA, Hartford & Stamford, CT and serve clients both locally and nationally.

DELEGATES



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Phil Leonard

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Ellen Barton Harriman

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John Waitkunas

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Joy Gustat

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jgustat@dpm-inc.com



Tony Zulkeski

Phone: 617.243.3888

tzulkeski@dpm-inc.com

www.dpm-inc.com



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EastGroup Properties

4220 World Houston Pkwy., Ste. 170

Houston, TX 77032

Main Phone: 281.987.7200



DELEGATES



Brent W. Wood

Phone: 281.987.7200

brent.wood@eastgroup.net



Kevin M. Sager

Phone: 281.987.7200

kevin.sager@eastgroup.net

www.eastgroup.net



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FedEx provides customers and businesses worldwide with a broad portfolio of transportation, e-commerce and business services. We offer integrated business applications through operating companies competing collectively and managed collaboratively, under the respected FedEx brand.

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Flagship Capital Partners, LLC is a private investment real estate investment firm headquartered in Charlotte, NC. Flagship specializes in the acquisition and management of income-producing commercial assets with a majority concentration in healthcare real estate. Flagship is a leader in creating innovative deal structures that are tailored to the needs of private real estate investors. The firm's management team has over 175 years collective experience in all segments of the commercial real estate industry.

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At LinMar Management, Inc, our goal is to acquire commercial office and industrial real estate which will protect our investment capital and generate attractive income returns. The keys to delivering these results are in the quality of the real estate we acquire, the creditworthiness of the tenants who lease the properties, solid leasing strategy, and the proper maintenance and upgrading where required.

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Real estate. Real integrity.®



Meritex is a private real estate investment and management company that acquires, develops, owns and operates commercial real estate, primarily institutional grade, multi-tenant industrial properties. The company owns and manages 6.7 million square feet of commercial real estate in seven markets in the U.S. Its portfolio consists of multi-tenant industrial, office and subsurface industrial properties located in Atlanta, Columbus, Denver, Houston, Indianapolis, Kansas City, and Minneapolis-St. Paul. For information: www.meritex.com.

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Parallel Asset Management LLC is a full service commercial real estate investment firm, specializing in fund management, asset management and advisory services. The company has a highly experienced senior management team along with a network of seasoned field representatives covering more than 30 metropolitan areas across the country. Parallel senior management have spent their careers directly involved in real estate ownership, credit, underwriting, origination and asset management.

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Ascendant Development Corporation is a full service real estate and development company that specializes in business parks, as well as build-to-suit and speculative office and industrial buildings. Ascendant Development Corporation is committed to creating innovative, functional developments, buildings, and work environments. We deliver commercial real estate developments and customized facility solutions that communicate our client's image, increase productivity and efficiency, all while maintaining cost control in a streamlined project delivery platform.

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AshleyCapital

opportunity into value



Ashley Capital is one of the largest privately-held real estate investment companies in the US with a portfolio of 22 million SF. Based in New York, the firm has offices in Atlanta, Chicago, Detroit, Grand Rapids and Norfolk, VA. Ashley pursues opportunistic investments, creating value by:

- Acquiring and redeveloping underperforming industrial and office properties;
- Developing and managing new business parks; and
- Advising financial institutions on asset enhancement

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Based in Houston, Texas, Avera Companies (AVERA) is a privately held, partnership-driven commercial real estate development, construction and investment firm building more than state-of-the-art industrial properties: we build quality, trust and successful relationships. In short, we build results. As a dynamic, forward-thinking company, AVERA focuses on the acquisition, development, ownership and construction of sophisticated industrial properties for the Oil and Gas industry throughout the United States. Additionally AVERA develops progressive commercial land sites and business parks. From building relationships with our partners and clients to building quality real estate assets, we focus on the end-goal and ambitiously exceed our client's objectives.

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Bastian Development is a commercial real estate company that provides facility solutions for corporate tenants throughout the United States. Our primary focus is to own high quality, state of the art industrial buildings through acquisition or development. With eight regional offices, we seek opportunities to support our clients in any US market. With our affiliated companies, Bastian Development is able to provide services to our clients as part of our “turnkey” approach to addressing their needs. With our expertise in real estate development, logistics, and material handling, we fully integrate the internal and external processes into the building design. It is this orchestration of these three components into one that sets us apart.

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BPG Properties, Ltd. (BPG) is a private equity real estate fund manager with a proven track record in the acquisition, development and investment management of all major property types throughout the United States. Since 1980, BPG has been building value in a broad range of value-added real estate on behalf of its institutional investment partners. Each property in the firm's portfolio of office, multi-family, retail and industrial properties benefits from BPG's signature direct operating approach. By directly operating assets without the use of third party operating partners, BPG provides its investors with a higher yield and a lower risk profile. Through specialized operating companies, BPG employs highly experienced industry-trained executives who successfully execute the firm's investment and operating strategy across all market sectors. The companies include Madison Apartment Group, L.P., BPG Development Company, L.P., BPG Management Company, L.P. and BPG Management Company - NC, LLC.

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Caymus offers its clients and capital partners a full spectrum of real estate services across all commercial product types. While Caymus is based in Kansas City, Missouri with a regional office in Columbus, Ohio, it considers all of the major Midwestern cities its 'local' markets and it provides client specific services on a national basis.

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CenterPoint Properties®



CenterPoint is the largest owner, manager and developer of industrial real estate in metropolitan Chicago with 26 branded business parks. With our affiliates, we own and manage more than 34.1 million square feet of customers and have an additional 8,113 acres of land for future development. With a strong franchise in this market, we remain the go to firm for brokers and customers. While we remain very committed to Chicago, our expertise in intermodal and transportation-related development is leading us to other U.S. markets for similar development opportunities.

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Clayco Real Estate Services provides full-service commercial real estate development and expertise for its customers. A privately-held entity, it has no boundaries on creative design/build, leasing development or financing solutions. Dedicated to customer service first, Clayco proactively breaks down barriers and secures the entitlements to simplify each client's real estate needs, so they don't have to. Our mission is to exceed expectations and deliver the best real estate development solutions for each unique situation and client.

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COOPER



Cooper Construction is a third-generation, family-owned, construction and real estate development company. It conducts business throughout southern Ontario in three primary sectors: Design/Build construction, commercial and industrial real estate development and facilities management. Cooper delivers cost effective projects through transparent communication and demonstrated integrity. Its enduring relationships with tenants and owners are supported by a continuing flow of repeat business and referrals. The company provides a complete turn-key service to its industrial and office clients.

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Dancor is a construction and development firm that designs and builds industrial/commercial facilities for sale or lease and develops land for industrial, commercial and residential uses. We specialize in design build facilities for our Clients unique needs, with no details ignored. Our constant dedication to provide nothing but first-rate service and results has led to our continued success, evident by our ever growing portfolio.

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DCT Industrial Trust Inc. is a leading real estate company specializing in the acquisition, development, leasing and management of bulk distribution and light industrial properties located in high-volume distribution markets in the United States and Mexico. Our properties consist of high-quality, bulk distribution warehouses and light industrial buildings. We target properties for acquisition or development based on their convenient access to major transportation arteries, proximity to densely populated markets and quality design standards that allow our customers' efficient use and operation.

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Based in Los Angeles, Dedeaux Properties, LLC is a family-controlled partnership which has enjoyed a successful history of over 50 years in the development, acquisition and management of over 4 million square feet of industrial properties located predominantly in Southern California and the Greater Chicago area. Dedeaux Properties is proud to count as customers a broad array of tenants from Fortune 500 corporations and international conglomerates to privately-held regional and local firms.

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Dermody Properties is a privately held, national developer of industrial properties with a 50 plus year history as one of the most customer-focused, responsive and visionary industrial developers in the country. Headquartered in Reno, Nevada, the company has regional offices in Portland, Philadelphia and Chicago. Consistently ranked among the top 10 private industrial developers in the nation, Dermody Properties has developed and leased more than 35 million square feet of industrial space during its long and stable history.

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DPC Development Company is a privately held, well capitalized commercial real estate firm specializing in the acquisition, development, and management of commercial real estate in Colorado and the West. DPC has owned and managed office, retail, warehouse and apartment buildings since 1986 and currently controls over 2,000,000 sq. ft. of product. DPC Development Company, through its affiliates, continues to be one of the most active investors, developers and managers of Colorado commercial real estate, and the scope of the company's activities continues to expand.

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Duke Realty Corporation (NYSE: DRE) is one of the largest publicly traded commercial real estate companies in the United States. Duke Realty owns and operates more than 139 million rentable square feet of industrial, office, and medical office space in 18 major U.S. cities. Duke Realty's more than 900 associates provide a wide variety of real estate services, including Site selection, Development, Financing, Construction, Leasing and Property management.

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The Emory Hill Companies provide construction, property management, maintenance, and residential and commercial brokerage services throughout the Mid-Atlantic. NAI Emory Hill, our brokerage division, is affiliated with NAI Global, the world's leading managed network of commercial real estate firms.

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OUR MISSION ~To deliver exceptional client service, fulfilling careers for our people, sustained growth, and superior returns to our stakeholders through innovation and leadership in all that we do.

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MONTONI®



Founded in 1995, Montoni is a leader in design-build construction and development in the commercial and industrial sectors. Montoni's services include: site location, land purchasing, thorough preliminary planning, in-house architecture, interior design, coordination, project management, excavation, and quality construction. Montoni is an industry leader in LEED accredited builders ranging from Certified to Gold standards. Since 2008, ten (10) new buildings have received LEED certification. Montoni has a vast area of sites in the greater Montreal area with approximately 15M sq.ft. (350 acres) under development. Montoni is also expanding with projects in Ontario, Central and Western Canada.

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Harsch Investment Properties

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Headquartered in Portland, Oregon, Harsch Investment Properties is a dynamic, expanding real estate investment, development and management company that owns and operates more than 130 properties in five western states: Oregon, Washington, California, Nevada, and Arizona. The portfolio consists of 21 million square feet of office, multi-tenant industrial, and retail commercial properties, and over 1500 multi-family housing units.

DELEGATES



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Headquartered in Portland, Oregon, Harsch Investment Properties is a dynamic, expanding real estate investment, development and management company that owns and operates more than 130 properties in five western states: Oregon, Washington, California, Nevada, and Arizona. The portfolio consists of 21 million square feet of office, multi-tenant industrial, and retail commercial properties, and over 1500 multi-family housing units.

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HELLER
COMPANIES

REAL ESTATE DEVELOPMENT / GENERAL CONTRACTORS / PROPERTY MANAGEMENT



Heller Companies, LLC is a Las Vegas based real estate development firm specializing in all facets of office / industrial flex projects; from land acquisition through design and construction of the buildings and improvements, to the leasing and management.

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Heller Industrial Parks

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A remarkable history of Growth, Stability and Resourcefulness. At Heller we believe in an old-fashioned business axiom: We build lasting relationships on trust, quality and value. As one of the largest private owners of distribution space in the country, Heller boasts an inventory of over 16 million square feet of space in six states and still growing with a near zero percent vacancy rate over a five-year period.

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Hillwood Development

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AllianceTexas - 17,000 Acres, Master-Planned by Hillwood The 17,000-acre AllianceTexas development is unparalleled in its vision of a dynamic and diversified community. In total, the development encompasses 31 million square feet, 240 corporate residents, 28,000 employees and more than 7,300 single-family homes. www.hillwood.com

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Hillwood Investment Properties, launched in 1998 as a way for Hillwood to develop industrial and office properties outside of its AllianceTexas development in Fort Worth, Texas. Hillwood is actively involved in every stage of development, from acquisition and planning, to building design, construction, leasing and property management. Serving seven markets across the U.S., Hillwood Investment Properties has office and industrial developments in California, Florida, Georgia, Mississippi, Pennsylvania, South Carolina and Texas.

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IDI is a leading, full-service real estate property company with a singular focus on industrial real estate. The company provides development, investment, property management and leasing services supported by eight market-focused offices. To date, IDI has delivered 63 world-class business parks, and developed and acquired 134 million square feet of space in the U.S., Canada and Mexico for a growing roster of national and international clients. IDI also manages a portfolio of just over 56 million square feet. IDI's investment portfolio, backed by domestic and international investors in the public and private sector, has total assets in excess of 25 million square feet. Assets are owned through a combination of development partnerships, long-term hold joint ventures and investment funds. For more information on IDI, visit www.idi.com.

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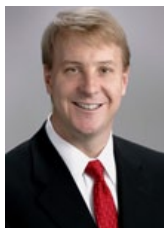
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Industry City is a creative enclave and business accelerator that offers tenants a broad range of commercial space for rent – from flexible office space, to artist studios and large manufacturing units. We welcome companies looking for modern commercial rental space in New York City to join this burgeoning hub of 21st century commerce.

Industry City comprises 17 buildings and 6.5 million square feet of commercial space in Sunset Park, Brooklyn with easy access to Manhattan via the D, N and R subway lines, the Long Island Railroad and the BQE.

Industry City works with businesses to provide tailored solutions for their real estate needs. The success of your business is our success, which is why we work with each tenant to devise the best pre-built or built-to-suit space for your business to grow and flourish.

Contact us today to learn how you can become part of the thriving community at Industry City – where business lives.

DELEGATES



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Insite Realty Partners

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InSite Realty is a commercial real estate development and management & leasing company based in Houston, Texas. InSite's primary focus is to maximize and capture the value of commercial real estate investments through disciplined execution of asset management, property management, and project leasing. InSite has delivered higher than expected returns due to a commitment to integrity, while operating all assets with an ownership mindset. InSite represents the asset investment or product, and InSite is very selective when choosing which asset to represent.

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Investment Building Group

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Investment Building Group
owner / developer



Investment Building Group is a privately owned real estate development firm. The company develops and leases Class A warehouse, light manufacturing and office/technology space in the Los Angeles and San Francisco Bay areas. Since its formation over thirty five years ago, the company has developed over 9 million square feet of buildings for its investor and tenant clients.

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KDC is consistently ranked among the nation's leading commercial real estate firms. KDC has a full-time staff of professionals in offices throughout the nation, including Dallas, TX, Charlotte, NC and Detroit, MI. The company's award-winning development portfolio is comprised of millions of square feet of build-to-suit and speculative office facilities, industrial parks, and corporate facilities throughout the United States. KDC develops and implements real estate strategies that reflect the overall goals and objectives of our business partners and clients. To that end, we offer a full range of real estate services and capabilities. KDC executives and senior managers are actively engaged in projects and their experience brings immense value to each team and ensures that our clients receive the finest possible work. We consistently rank among the nation's leading commercial real estate developers. In the past ten (10) years, KDC has completed over \$2.5 billion in projects, including over 100 office and industrial buildings nationwide. Our teams are currently developing more than two million square feet.

DELEGATES



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Kearny Real Estate Company founded in 1993 and headquartered in Los Angeles, is a partnership of experienced real estate professionals active in the acquisition, entitlement and land development, development, repositioning, distressed debt workouts, leasing, management and disposition of commercial projects in California.

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MAJESTIC REALTY CO.

Leaders in Real Estate Development since 1948...



Family-owned and operated since 1948, Majestic Realty Co. is the largest privately owned real estate development company in the United States with a current portfolio of approximately 70 million square feet which includes industrial, office and retail space, as well as sports, entertainment and hospitality projects. Headquartered in Los Angeles County, Majestic also has regional offices in Atlanta, Bethlehem, Dallas, Denver and Las Vegas.

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MAJESTIC REALTY CO.

Leaders in Real Estate Development since 1948...



Family-owned and operated since 1948, Majestic Realty Co. is the largest privately owned real estate development company in the United States with a current portfolio of approximately 70 million square feet which includes industrial, office and retail space, as well as sports, entertainment and hospitality projects. Headquartered in Los Angeles County, Majestic also has regional offices in Atlanta, Bethlehem, Dallas, Denver and Las Vegas.

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McDonald Development Co.

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McDonald Development Company specializes in the development, leasing and management of industrial and business park properties. The company's standards of excellence are reflected in their master-planned parks featuring multi-tenant and build-to-suit facilities. As one of the southeast's leading privately-held development companies, their goal is to be the developer of choice for tenants, brokers, owners, and investors.

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McGRANAHAN
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McGranahan Carlson & Company is a Southern California regional development, management, construction services and consulting firm established in 1982.

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Menkes Developments is a fully-integrated development company with expertise in development, construction and asset ownership and management for both office, industrial and retail properties.

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Miller-Valentine Group is a full-service real estate company that offers expert services in the areas of development and construction, and has provided total real estate solutions of more than 50 million square feet in a variety of industries. Founded in 1963, Miller-Valentine Group's commitment to quality, value and service is reflected in its wide range of products, from multi-family residences to Class "A" office and retail developments. Miller-Valentine Group has been awarded the prestigious national "Developer of the Year Award" by NAIOP, a leading association in the real estate industry. For more information regarding Miller-Valentine Group, visit www.mvg.com.

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ML Realty Partners focuses on acquisition and development of industrial and office real estate throughout the United States. ML Realty Partners is a unique company: an entrepreneurial real estate firm that is capitalized with long term institutional money and yet has true local discretion. This platform allows ML Realty Partners to compete aggressively as it grows throughout the country.

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Morguard is recognized as one of Canada's premier real estate investment advisory and management companies with a diversified portfolio that includes over 54 million square feet of office, industrial, retail, residential and mixed-use, properties owned or under management. Operating from offices across Canada and the United States, Morguard offers a comprehensive range of real estate portfolio, asset and property management services, providing a platform to deliver innovative investment and tenant solutions.

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Nelson Duffie Interests has a proven track record functioning as a turnkey developer of multi-tenant and freestanding industrial facilities. The firm is also active in the acquisition of existing improved properties. Our collective experience gives us a great advantage in the marketplace by being able to offer site selection, land acquisition, project design, project financing, construction, utility coordination, marketing, management and much more. We have strong ties and strategic relationships with the brokerage community, lenders, contractors, engineers and architects as well as corporations and individuals in the community.

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Orlando Corporation is a privately-owned Canadian company established over 75 years ago. Its real estate activities include land assembly and development, design, engineering, construction, road building, leasing and property management. Orlando specializes in all types of office and industrial buildings, as well as retail shopping centers, and has created facilities for many top Canadian, International, and Fortune 500 companies.

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OXFORD



Oxford Properties Group encompasses a global platform for real estate investment. An owner, developer, investor and manager, Oxford leverages its deep real estate and financial expertise, its capacity for quick, seamless execution and unsurpassed access to capital, to create opportunities for successful investments for profitable partnerships.

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Main Phone: 314.783.0025



Panattoni Development Company has been one of the most active real estate development companies internationally in the last decade. Since inception, the firm has developed more than 150 million square feet of space. The company's experience includes industrial, office, flex and retail facilities. Panattoni has particular expertise in build-to-suit assignments, as well as value added projects. Headquartered in Sacramento, California, the company maintains offices throughout the United States, Canada and Europe.

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Panattoni Development Co.

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Main Phone: 214.370.9000



Panattoni Development Company has been one of the most active real estate development companies internationally in the last decade. Since inception, the firm has developed more than 150 million square feet of space. The company's experience includes industrial, office, flex and retail facilities. Panattoni has particular expertise in build-to-suit assignments, as well as value added projects. Headquartered in Sacramento, California, the company maintains offices throughout the United States, Canada and Europe.

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Paris Development II

3180 N. Lake Shore Dr., Ste. 21G

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Main Phone: 312.927.9278



Paris Development II invests primarily in industrial assets with a secondary interest in office product. Industrial projects will have the central characteristic of being essential to the success of corporate supply-chain management. Focus is on distribution centers and transportation-infrastructure assets. "Selective" consideration of development opportunities; for example either build-to-suit for corporate users or as part of acquiring assets that are otherwise income producing. Office properties will be well located relative to population density and in areas of strong work force concentration and demographics.

DELEGATES



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Pattillo Industrial Real Estate

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Pattillo Industrial Real Estate is both an industrial developer and a design/build general contractor specializing in turnkey distribution and manufacturing facilities. Over 1,000 buildings and additions have been built since 1950, totaling 70,000,000 square feet. The fact that 60 percent of our work comes from previous clients and referrals demonstrates that customers are satisfied with our delivered quality, schedule, and value.

DELEGATES



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Perot Development Company

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Dallas, TX 75240

Main Phone: 972.663.9309

PEROT DEVELOPMENT COMPANY



Perot Development Company, headquartered in Dallas, Texas, specializes in the development of industrial facilities including build-to-suit and speculative projects in the Dallas/Fort Worth market. Perot Development Company's expertise includes on-airport development experience totaling approximately 1.3 million square feet at DFW Airport.

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Prologis

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Prologis is the leading global provider of industrial real estate, offering customers approximately 600 million square feet of distribution space in markets across the Americas, Europe and Asia. The company leases its 3,500 industrial facilities in 22 countries to manufacturers, retailers, transportation companies, third-party logistics providers and other enterprises with large-scale distribution needs.

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Proterra Properties

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Main Phone: 713.462.7888



At Proterra Properties we specialize in three areas: 1) Acquisition/Development: Our tenure and expertise in industrial real estate contributes to our success in acquiring and developing new industrial properties in Texas. 2) Management Services: In addition to managing our own portfolio of industrial properties, we also manage a number of third-party properties. 3) Leasing Services: Flexibility, quality, and responsiveness: these are attributes that define the philosophy and shape the services we provide.

DELEGATES



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Quadrangle

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Quadrangle is a Chicago based development and acquisition firm specializing in office and industrial product throughout the country with a focus on the Midwest.

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Rockefeller Group Development Corporation

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Main Phone: 949.468.1808



Rockefeller Group Development Corporation (RGDC) is an 80 year old private company deploying private equity for ground-up development of signature office and industrial real estate for private sector and public sector clients nationwide. Headquartered in New York, RGDC has four U.S. regional offices: New Jersey, Florida, Arizona, and California. RGDC employs development, construction management, legal, accounting, asset management and investment professionals. The firm has broad regional networks of long-standing strategic industry alliances nationwide. RGDC operates within both sole source and joint venture platforms, generally with no financing contingency.

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Rockefeller Group Development Corporation (RGDC) is an 80 year old private company deploying private equity for ground-up development of signature office and industrial real estate for private sector and public sector clients nationwide. Headquartered in New York, RGDC has four U.S. regional offices: New Jersey, Florida, Arizona, and California. RGDC employs development, construction management, legal, accounting, asset management and investment professionals. The firm has broad regional networks of long-standing strategic industry alliances nationwide. RGDC operates within both sole source and joint venture platforms, generally with no financing contingency.

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Rooker

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Rooker is a full service Real Estate Development, design and construction firm specializing in the industrial segment. We assist companies in manufacturing, warehousing and distribution from site selection to move in. For over 40 years, Rooker has grown its relationship with Brokers, State and Local Development Authorities to create the best possible economic opportunities available to our clients. We provide honest value, enduring craftsmanship and responsible development of our communities and state.

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Seefried Properties

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SEEFRIED INDUSTRIAL PROPERTIES, INC.



Developer
Associate Member

Seefried Properties is 100% privately owned by its management and specializes in the development, leasing, and management of industrial real estate. The firm leases and manages nearly 25 million square feet for its foreign and institutional clients and develops 3-5 million square feet per year for an average annual volume of \$200-\$350 million dollars in completed value. Seefried has developed over 50 million square feet of both speculative and build-to-suit distribution facilities over the past decade focusing primarily in core industrial markets. Seefried Properties enjoys significant development and operational relationships with several of the largest Industrial Real Estate Investment Trusts (REIT's) in the United States as well as European capital investors. Seefried primarily focuses on development in core industrial markets and Build-to-Suits with Tenants in core as well as in second tier markets.

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Shaheen & Company

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Shaheen &
Company



We build office-warehouse and office-distribution centers for lease for our own account. We specialize in small spaces, primarily from 1,600 sq. ft. to 10,000 sq. ft., and have over 600 tenants occupying out units.

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Sharpe Project Developments

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Like a Gargoyle protecting the building, since 1990 Sharpe Project Developments, Inc. has been the protector-advocate throughout the development process. Our expertise has provide our Clients with stability and control through project programming, site selection, governmental approvals, feasibility analysis, consultant coordination, construction management, as well as coordination of furniture, fixtures, equipment and move management. Sharpe Project Developments will save you time, money and resources. As the Owner's Representative, your best interests become our own as we "protect your investment" and ensure that your project proceeds to your specifications from start to finish.

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Simpkins Group

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SIMPKINS GROUP



Simpkins Group specializes in developing quality build-to-suit industrial, retail, and office buildings for corporate clients. Our 29-year track record involves 103 projects representing over 9.3 million square feet in Houston and across the country. Additionally, we pursue strategic, value-added acquisitions for our own account and for third parties. Our experience, market knowledge, financial strength, and dedication to quality service ensure our ability to satisfy the most demanding corporate clients.

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Space Center

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Main Phone: 770.551.9940



SPACE CENTER®



Space Center is a privately-held national real estate company based in St. Paul, MN. The company started in 1916 with a single warehouse and today owns over 16 million square feet of industrial property located in major distribution markets. In addition to its real estate holdings, Space Center provides third-party logistics services, owns an oil and gas exploration company and operates a venture capital fund focused on emerging technologies.

DELEGATES



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Stoltz Management

8717 W. 110th St., Ste. 240

Overland Park, KS 66210

Main Phone: 913.451.4466



Unmatched in the Kansas City area, Corporate Woods office park combines premier office space, natural surroundings and a convenient location with unmatched flexibility and tenant support, which makes it more than just a great value in high quality office space. These unique benefits make Corporate Woods the perfect place to grow!

DELEGATES



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Tamkin Development

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Tejon Ranch Company

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Main Phone: 661.663.4233



Tejon Ranch Company (NYSE: TRC) is a growth-oriented, diversified real estate development and agribusiness company whose principal asset is its 270,000 acre land holding located approximately 60 miles north of Los Angeles and 25 miles south of Bakersfield. Tejon Ranch Company is the developer of the Tejon Ranch Commerce Center, a 1,450 acre, fully entitled, master-planned industrial complex located at the center of California on Interstate 5.

DELEGATES



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The Alter Group

7500 N. Dobson Rd., Ste. 151
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Main Phone: 480.302.6600



The Alter Group is a national corporate real estate development firm offering brokerage, healthcare facility development, construction management, real estate investment services, distressed property services, and property management. The Alter Group, founded by William A. Alter in 1955, has developed close to 100,000,000 sq. ft. of speculative projects for its own portfolio and build-to-suit facilities for corporate users. The firm was recently ranked as # 5 in the National Real Estate Investor survey of America's top office developers.

DELEGATES



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The Alter Group

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The Alter Group is a national corporate real estate development firm offering brokerage, healthcare facility development, construction management, real estate investment services, distressed property services, and property management. The Alter Group, founded by William A. Alter in 1955, has developed close to 100,000,000 sq. ft. of speculative projects for its own portfolio and build-to-suit facilities for corporate users. The firm was recently ranked as # 5 in the National Real Estate Investor survey of America's top office developers.

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The Carson Companies

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Main Phone: 949.725.6510



The Carson Companies is one of Southern California and Houston, Texas' leading providers of buildings ideally suited for the logistics, distribution and supply chain management business. The Company is organized as a private Real Estate Investment Trust and has been in business for almost 100 years. The Carson Companies is a developer and long-term owner of industrial property with property management, asset management, leasing, construction management and development capabilities.

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The Pauls Corporation

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THE PAULS CORPORATION



Headquartered in Colorado, The Pauls Corporation has a 30-year history of identifying and managing successful real estate opportunities during varied market conditions. Our success is a result of effective and timely conversion of opportunities to innovative projects that consistently provide value to investors and tenants. Our Lines of Business: Land Development, Entitlement and Master Planning, Infrastructure, Sales and Marketing, Commercial Real Estate, Design and Construction, Purchase Existing, Lease and Manage, Marketing and Sales, Residential Real Estate (For Lease & For Sale), Design and Construction, Purchase Existing, Lease and Manage, Marketing and Sales.

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Thomas & Mack Development Group

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Thomas & Mack Development Group is a commercial real estate developer that has designed, constructed and marketed nearly four million square feet of office, industrial and retail space in the Las Vegas Valley. Besides developing its own portfolio, Thomas & Mack performs third party real estate services, and is currently providing strategic services to Nevada's fourth largest bank for the disposition of its bank owned properties.

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Trammell Crow Company

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Main Phone: 713.963.1034

Trammell Crow Company



Trammell Crow Company, founded in 1948, is one of the nation's leading developers and investors in real estate. It has developed or acquired over 500 million square feet of buildings with a value exceeding \$50 billion. The company serves users of, and investors in, office, industrial, retail, healthcare, student housing, on-airport distribution, multi-family residential, and mixed use projects. For those who occupy real estate, TCC can execute the development or acquisition of facilities tailored to meet its clients' needs. For investor clients, the company offers large strategic joint ventures, opportunity funds, and other targeted investment options.

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Tratt Properties

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Tratt Properties, LLC, headquartered in Phoenix, Arizona, is a dedicated, highly experienced real estate and financial team engaged in the acquisition and development of institutional grade warehouse/distribution properties in key markets throughout the United States. Tratt Properties, LLC, as a principle, seeks to develop state of the art warehouse/distribution assets through new build-to-suit and speculative developments. Tratt purchases existing net lease transactions as well as opportunistic value plays.

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USAA Real Estate Company

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USAA Real Estate Company



USAA Real Estate Company, with approximately \$10 billion assets under management, provides co-investment, acquisition, build-to-suit and development services for corporate and institutional investors. The USAA portfolio consists of office, medical office, industrial, multi-family, retail and hotel properties as well as investments in real estate operating companies with annual volume transactions exceeding \$3 billion. USAA Real Estate is a subsidiary of USAA, a leading financial services company, serving military families since 1922. For more information, visit www.usrealco.com.

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Vantex Commercial Property Group

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Vantex Commercial Property Group (formerly Vantage Companies, Houston Division) specializes in the development and acquisition of warehouse and distribution properties, office/flex and service center space. In recent years, the firm completed over 4.5 million square feet of industrial and industrial related product and are recognized for their high standard of performance, dependable service and commitment to quality in real estate development, leasing and management.

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Formed in 1990, Watkins & Company, Inc. founder Richard “Rick” Watkins has a solid reputation as a visionary and leading edge pioneer of new practices in Kansas City real estate, maintaining a high level of integrity and sense of community improvement. Watkins & Co. specializes in brokerage development and assists emerging companies as well as established credit tenants in leasing space of existing facilities or build-to-suit facilities.

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WEINGARTEN REALTY
People-to-People. Coast-to-Coast.
www.weingarten.com



Weingarten Realty Investors (NYSE: WRI) is an equity-based real estate investment trust. Headquartered in Houston, Weingarten focuses on the development, acquisition and long-term ownership of industrial properties (bulk warehouse, business distribution and flex) as well as anchored retail properties. Presently, our portfolio contains 390 income-producing properties spanning the southern United States totaling over 72 million square feet in 22 states. For over 60 years we have conducted business with a commitment - as a company and as individuals - to integrity, fairness and professionalism. Our objective is to maximize long-term returns to our shareholders and provide opportunities for our associates and tenants while remaining committed to the communities in which we operate. To learn more about the Company's operations and growth strategies, please visit <http://www.weingarten.com>.

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Western Realco, established in 1972, is a real estate business firm specializing in the development and acquisition of institutional quality industrial and office properties. For the past forty (40) years, Western Realco, either for our own account or acting as a contract developer for institutional clients, has developed sixty three (63) projects, consisting of over one hundred five (105) buildings with an aggregate square footage in excess of 15,000,000 square feet and more than 650 acres throughout California. Western Realco continues to provide property management, construction management, and marketing services on its existing portfolio.

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For over a half century, Whitesell has been a leader in the southern NJ and southeastern PA commercial real estate market as a builder, owner, and property manager. We pride ourselves upon a core philosophy of product quality, service to tenants, responsibility to the community, and sound planning. With a current portfolio of ninety buildings and nine million square feet of owned/managed space, we invite you to grow with us.

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Since 1970, Houston based Wolff Companies has been one of the leading land development and investment companies in the southwest. Established to acquire, develop, and own real property, Wolff Companies' concentration remains focused on developing high quality mixed-use business environments and strategic land investments. Wolff Companies' principals are developers of prestigious commercial properties such as the Park 10 Regional Business Center located in the West Houston Energy Corridor; Westway Park located on the Sam Houston Tollway, First Crossing located in Sugar Land; Interwood located near George Bush Intercontinental Airport; Beltway located in southwest Houston and Brookhollow. Wolff Companies' vision, integrity, professionalism, and superior service to its clients; continue to be the basis for its success.

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The Carter Real Estate Center provides support for the undergraduate degree program in Commercial Real Estate offered by the School of Business at the College of Charleston. Students receive instruction in Real Estate Market Analysis, Real Estate Investment Analysis, Real Estate Finance, and Real Estate Economics and Practice. Students also complete an internship. Our students find career positions with developers, brokerage firms, lenders, private equity firms, and portfolio/asset management firms.

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Clemson University, Master of Real Estate Development Program

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Clemson University's Master of Real Estate Development program is a two-year, full-time interdisciplinary professional degree with required classes in MBA/Finance, Law, Construction Science, Architecture, City & Regional Planning, and Real Estate Development. The Richard H. Pennell Center for Real Estate Development performs applied research. We encourage students to become great Place Makers, not just builders of projects. Twenty students are accepted annually. They enjoy working with SIOR members for lectures, internships, and employment opportunities. www.clemson.edu/mred

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The Lewis White Real Estate Center collaborates with the Bloch School's Institute for Entrepreneurship and Innovation to apply a multi-disciplinary approach to teaching the art and science of real estate. Using cutting-edge techniques paired with innovative and entrepreneurial thinking, the program gives students the skill sets essential for success in today's rapidly changing real estate world. www.umkc.edu/whitecenter

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The Institute provides technical assistance (strategic planning; demographic and market studies; economic impact studies), professional real estate education, applied research (published real estate market data in the Metropolitan New Orleans Real Estate Market Analysis annually) and contract research for public, private and nonprofit organizations throughout its service area. Website: www.realestate.uno.edu.

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IL PUNTO provides integrated real estate services using highly qualified professionals - accountants, architects, lawyers, brokers and engineers - as well as experts in the hotel and retail chain development fields. IL PUNTO understands and meets the client's needs, provides ideas, projects and strategic plans and maximizes clients' return on investment. Our services include the following, among others: Integrated Due Diligence (fiscal, legal, technical and strategic); independent experts for real estate funds; valuation, feasibility study, SWOT analysis etc...

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Plaza Property Advisors, Inc. is an opportunistic real estate investor and developer concentrating in land in the path of growth and industrial properties. Our consulting arm provides real estate due diligence for investment firms. Our brokerage arm does industrial and office leasing and sales nationally jointly with local real estate brokers. Visit www.ppainc.us

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Provider of contingency based incentives negotiation, site selection, compliance management, and cost segregation for companies considering expansion, consolidations, relocation or dispositions. RSH also provides no cost risk and liability vendor and supplier audits and mitigation. RSH has been providing tax, financial, liability, and real estate solutions to small, medium and large companies throughout North America and the world for over 25 years.

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Zuvic, Carr and Associates, Inc is a full service environmental and civil engineering consulting firm specializing in environmental due diligence, asset reclamation, and site development services. Zuvic, Carr and Associates has the knowledge and experience to successfully recycle brownfield-type properties to meet an owner's site needs.

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Epstein provides clients with fully integrated planning, architecture, engineering, sustainability consulting, interior design and construction management. Our project portfolio is very diverse with significant expertise in both commercial and industrial projects, including manufacturing and distribution facilities. We are headquartered in Chicago where we were founded in 1921. Additional offices are in New York, New York; Warsaw, Poland; and Bucharest, Romania.

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The Arch-Con Corporation is a Houston based general contractor that provides commercial design and construction services to the real estate community, including building owners, developers, architects, brokers and tenants. Areas of concentration include office/industrial, tenant improvement, medical, retail and hospitality. Please visit www.arch-con.com for more information.

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ARCO Design/Build, Inc. is a design/build general contractor specializing in the construction of freezer/cooler, distribution, manufacturing and warehouse facilities. Our verifiable track record of success is based on years of professional performance in concrete tilt wall construction. We have seven offices spread across the country and we have found ourselves to be competitive country wide. Our design/build approach makes ARCO a valuable partner to our clients and we are proud to say 90 percent of our current work load is for repeat clients.

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As a leading general contractor in Canada, Bird turns ideas into reality through a tradition of building trust, delivering exceptional client service and creating value. With more than 90 years of experience in the construction industry, Bird's resume includes preconstruction and construction services to a long list of new and repeat clients. With its broad market reach, Bird's clients include leading firms in the multi-tenant residential, commercial, institutional, retail, industrial, mining, energy and civil sectors.

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Dacon Corporation is a 25-year-old, fully integrated design and construction firm that provides single-source solutions to clients' most challenging facility requirements. Since 1985, Dacon has designed and built more than 20 million square feet, with a total value in excess of \$992 million. More importantly, Dacon has planned, designed and built office, medical/life science, manufacturing, warehouse/distribution and cold storage facilities that have consistently surpassed our clients' expectations.

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With over 40 years in business, Dyer Brown Architects is a 20 person full service architecture and interior design firm with an impressive portfolio of corporate interiors, retail, hospitality and building services projects. Since 1990, the firm has been listed as a "Design Giant" by Interior Design Magazine, and in 2011, Dyer Brown was ranked the sixth largest interior design firm in the Boston area.

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As a design/build general contractor for 30 years, Keeley specializes in all aspects of new building construction, as well as redevelopment, industrial renovations, tenant improvements, and state of the art temperature controlled/food service facilities. Keeley is not just another general contractor. Our full-service capabilities are matched by a unique propensity for identifying and utilizing the construction techniques and talent necessary to make real estate deals happen.

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Krusinski Construction Company is a design/build general contractor and professional manager of construction services. The company is experienced in a wide range of construction projects, including manufacturing, distribution, office, retail, recreation, mission critical and healthcare. Serving national as well as local clients, Krusinski construction Company is a member of Citadel National Construction Group, an alliance of eight "best of class" construction-related companies with operations in 15 cities. Collectively, Citadel National Construction Group offers construction expertise throughout the United States.

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Ledcor's core expertise is in office, light industrial, hospitality, retail, mixed-use and high-rise residential buildings. We deliver projects of all sizes, from renovations and additions to multi-phase, multi-million dollar projects. Our services span from pre-construction services, such as constructability reviews, project planning, budgeting and scheduling to full tendering, material procurement and complete construction services. Whatever it takes. Wherever you take us. We'll prove to be your best advantage. Every time.

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Founded in 1967, Maple Reinders is a full-service Design/Build and Construction Management group specializing in office construction, industrial/commercial/institutional facilities, municipal infrastructure and environmental projects across Canada. For the second year in a row, Maple Reinders has been named one of Canada's Best Small and Medium Employers; and is a multiple recipient of Design/Build and Environmental Achievement Awards.

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Oltmans Construction Co., specializes in commercial/industrial warehouse and distribution centers, major business parks and corporate office complexes. Founded in 1932 by J.O. Oltmans, the company's mission to adhere to principles of integrity and trust has placed Oltmans Construction Co. at the forefront of the industry. Oltmans' professional services include general contracting, design/build, pre-construction and budgeting, and construction management. Additionally, Oltmans Special Projects Division focuses its efforts on providing state-of-the-art tenant improvements and retrofitting existing facilities/buildings.

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Principle Construction Corp. is a leading design/build general contracting firm that has been serving the Chicago Metro, Southern Wisconsin and Northwest Indiana industrial markets since 1999. Specializing in the design and construction of manufacturing, warehouse and distribution, medical, office, laboratory and food processing facilities, Principle has built a solid reputation for providing unsurpassed service to its clients and the ability to successfully complete even the most complex projects. Additionally, Principle has extensive expertise in expansions and additions, tenant improvements, site evaluation, due diligence and value engineering. Leading industry publications and professionals continually recognize Principle Construction as one of the field's best and most prestigious design/build firms. Visit www.pccdb.com for more information.

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For 59 years, Raymond Construction has offered a wide range of G.C. services including new building construction and remodels/retrofits of existing facilities. Past projects include churches, private schools, corporate, municipal and private facilities, fitness facilities, manufacturing / distribution centers, and shopping centers. We offer the best budget value when working up front as a team with the owner, developer, real estate consultants and architects, when most decisions are being made.

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The McShane Companies is a national real estate development, investment, construction services and medical property management firm that operates in markets throughout the United States. The firm provides best-in-class services for a wide range of industrial, office, healthcare, retail, multi-family, hospitality, institutional and sustainable projects. The McShane Companies is comprised of McShane Development Company, McShane Medical Properties, McShane Construction Company and Cadence McShane Construction. For more information, visit our website at www.mcshane.com.

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City of Hesperia

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The City of Hesperia's staff includes real estate brokers, finance professionals, and economic developers. They have more than 65 combined years of economic development and redevelopment experience. City Council and staff are proactive in their business attraction efforts as demonstrated by successfully obtaining designations for an Enterprise Zone and a Recycling Market Development Zone. Financial incentive programs are also available and are tailored to each business ensuring a prosperous business environment.

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Martinsville-Henry County Economic Development Corp.

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The Martinsville-Henry County Economic Development Corporation's mission is to create new job opportunities and expand the tax base for the area; support and develop local industry; and market Martinsville-Henry County globally as an exceptional place to live, work and play.

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Middle Tennessee Industrial Development Association

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The Middle Tennessee Industrial Development Association is an economic development agency founded by the electric cooperative and municipal power systems in Middle Tennessee. We provide plant location services in cooperation with the State of Tennessee Department of Economic and Community Development, and Tennessee Valley Authority. We maintain continuous contact with local Chambers of Commerce, railroad industrial development departments, realtors, banks, and industrial development boards that service this area. We have a "Deal Ready" Certified Site Program (www.dealready.com) and maintain available building and sites data base for Middle Tennessee, Nashville. (www.mtida.org).

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Rock Island Arsenal Development Group is a private non-profit organization that has an exclusive facility use agreement with the Department of the Army to market and lease underutilized administrative, manufacturing, and warehouse space on the Rock Island Arsenal to commercial firms. Rock Island Arsenal is a secure facility located on an island in the Mississippi River between Illinois and Iowa.

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Wake County Economic Development (WCED) is the lead economic development agency for Wake County and its 12 municipalities, including the City of Raleigh. As such, WCED assists businesses with their relocation and expansion plans, and markets Wake County and the Research Triangle as one of the best places for business in the United States.

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Founded in Pittsburgh, in 1989, Civil & Environmental Consultants, Inc. (CEC), provides consulting services in civil and site development engineering, environmental engineering, ecological studies, waste management, and water resources. Continual growth to 14 offices in nine states is the result of fiscally responsible project management. We offer a diverse scope of services relative to site development and construction, including civil and geotechnical engineering, surveying, landscape architecture and construction phase services.

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Since 1980, American Construction Management & Engineering Inc. has been providing superior commercial construction services to business owners throughout California and Nevada. ACME's mission is to assist its clients in creating the highest and best use of their asset investment. ACME is committed to superior quality, and strict adherence to budget and schedule. ACME holds both general engineering (A) and general building (B) licenses, and is certified with WBEC-West as a women owned business enterprise (WBE). Carol Jones, CEO, is a 24 year veteran in the Los Angeles real estate community, and was a broker with Grubb & Ellis from 1988-1998.

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KTR Capital Partners is a real estate private equity fund manager and operating company specializing in the industrial property sector. Headquartered in New York City with offices in Philadelphia, Chicago, Miami and Los Angeles, KTR manages a series of discretionary value-add investment funds that target opportunities throughout major markets in North America. KTR's current investment vehicles provide approximately \$3 billion of investment capacity.

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Transpacific Investments LLC
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PORT OF HOUSTON
AUTHORITY



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PORT CHARLESTON

The South Carolina Ports Authority operates the state's vital seaport assets in Charleston and Georgetown, a \$45 billion-a-year economic engine generating hundreds of thousands of jobs in the state and beyond. Operating for the public's benefit, the Ports Authority exists to drive economic investment to South Carolina.

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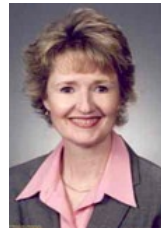


The Cleveland Commercial Center is a direct commercial title and settlement services provider for Chicago Title Insurance Company. In addition to title and settlement services, we also offer detailed commercial property information, multi-state and multi-site coordination, international title insurance services, 1031 exchange services, commercial reo, default, and foreclosure services, and UCC insurance.

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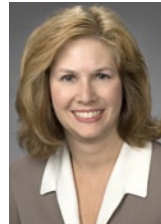
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