PEOPLE & PROJECTS TO KNOW

2020 EDITION

PTK

IN COMMERCIAL REAL ESTATE

TRENDSETTERS

THE PEOPLE, PROJECTS AND DEALS THAT SHAPE ARIZONA

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Tracy Altemus

Executive Vice President
Ensemble Real Estate Solutions
ensemble.net

A former medical practice consultant, Altemus has been involved in the leasing, sales and development of healthcare facilities with Ensemble since 1987. Altemus prefers a diagnostic approach, using her business management and analytical skills to assist clients with demographic, market, investment and comparative lease analysis studies.

What advice would you offer to someone who wants to become successful?
Find a good mentor. They are priceless.

What do you consider the most surprising fact about you?
I'm so totally different at home/play than I am at work. I'm just so serious at work but, uh, not so much at home!

KERI DAVIES

Vice President // **Levrose Commercial Real Estate**
levrose.com

Davies brings 25 years of strategic sales and marketing experience, specializing in office and investment sales. She has worked with over 400 business leaders and corporate clientele in right-sizing and expanding their commercial office and retail portfolio both domestically and internationally. Keri's clients have included GoDaddy, Planet Fitness, Arizona School of Real Estate and Business, Triumph REIT, Manna Freight, Petwin Properties, Arizona Small Business Association, Digital Dental and All State Insurance.

What do you consider the most surprising fact about you?
I am an avid sand volleyball player and have played 12 tournaments South of the Border.

Ashley Brooks

Senior Vice President // **CBRE**
cbre.com

Ashley Brooks joined CBRE in 2003 as a Senior Vice President, specializing in office properties. Having over 30 years of proven real estate experience, Ashley's activities include major lease transactions to land and investment property sales. During his career, he has represented some of Phoenix's largest and most sophisticated landlords.

What's No. 1 on your commercial real estate bucket list?
To be honored with CBRE's Mentor Award. I've always enjoyed teaching and mentoring young professionals who are just starting out in this ever-changing industry. Any recipient of this award would be recognized by his/her peers as a tremendous advisor and leader.

Larry Downey

Vice Chairman
Cushman & Wakefield
cushmanwakefield.com

Downey specializes in tenant advisory services in the Phoenix market and multi-market account management for occupiers of space nationally, in Canada and in London. He has completed more than 327 transactions in 62 cities and 25 states. He completed multi-market lease transactions totaling just under 1 million SF in 2018.

What do you consider the most surprising fact about you?
I've been boxing for the past three and a half years and find it's not only a great workout but also a great way to relieve tension and stress. I try to get in the ring at least two to three times a week.

Perry Gabuzzi

Senior Vice President – Brokerage Services
Plaza Companies
theplazaco.com

Gabuzzi specializes in creating and implementing comprehensive real estate solutions for users and owners of medical and office space. Gabuzzi has a broad range of experience in both tenant and landlord representation for office and medical transactions, and is recognized in the industry for his market knowledge and for providing excellent service while adding maximum value to his clients.

What advice would you offer to someone who wants to become successful?
Be committed to the process of being successful. Do the little things to the best of your ability each and every day.

Molly Ryan Carson

Senior Vice President, Market Leader
Southwest Region
Ryan Companies US, Inc.
ryancompanies.com

Ryan Carson is responsible for the leadership of office, industrial, retail and healthcare real estate development teams and general business development efforts. She handles site selection and acquisition, municipal use permits and approvals, design and construction coordination, financial packaging and lease or sale negotiation, while mentoring a strong development team.

What professional accomplishment gives you the most pride?
Leading the development for several Fortune 500 Firms who now call Arizona home! So very rewarding to be a part of the continued growth of our great state!

SHARON HARPER

President & CEO // **Plaza Companies**
theplazaco.com

Harper oversees all facets of company operations, including the ownership, development, leasing or management of nearly 10 million square feet of Arizona medical office properties, senior living facilities and bioscience/biotechnology centers.

What professional accomplishment gives you the most pride?
I take a great deal of pride in our company's position of leadership, and pioneering projects in the areas of medical office, senior housing, transformational urban mixed-use projects and bioscience. Our goal in our work is to not only have a successful and impactful development, but to impact the greater region in a positive way.

George Forristall

Director of Real Estate Development
Mortenson
mortenson.com

Forristall focuses on positioning Mortenson as a firm that can deliver comprehensive turnkey solutions for customers through a variety of markets and across all product types. With more than 20 years of industry experience, he serves as a strong advocate for Mortenson's services throughout Arizona communities.

What do you consider the most surprising fact about you?
In high school, I started my first business designing, developing and building high-end, multi-room tree houses. While I only sold four houses, it was a fun and exciting adventure.

Geoff Jacobs

Partner
Aspirant Development, LLC
aspirantdevelopment.com

Jacobs is the managing partner of Aspirant Development and a principa of The Empire Group of affiliated companies. His current Empire responsibilities include acquisition, financing, planning, zoning, entitlement, development, improvement, and management of all of the Empire Group's anchored and non-anchored mixed-use, retail, and office projects; he also supervises the leasing of the company's projects, including ground leases, build-to-suit leases and space leases i company-owned shops buildings.

What professional accomplishment gives you the most pride?
Jacobs was a true visionary and pioneer in developing the recently-completed 19 story, Class A+ downtown high-rise apartment building — The Stewart.

Craig Krumwiede

President and Director
Harvard Investments
harvardinvestments.com

President since 1994, Krumwiede leads the company's development and investment activities and is responsible for the implementation of the general investment strategy for the company. Harvard is the U.S. development and investment arm of The Hill Companies, a privately held company founded in 1903. Krumwiede actively oversees the acquisition, development and sale of the company's real estate holdings in Arizona, Texas, Colorado and Utah. Harvard's products range from exclusive golf course communities to projects centered around single family production housing. Harvard's expertise includes a thorough approach to conceptualizing, designing, creating and developing each individual community.

Brad Libsock

Director of Property Management // **Commercial Properties, Inc.** // cpiaz.com

As someone who has worked at many levels throughout my career (painting, maintenance, accounting, property management, acquisitions management, brokerage) and for several ownership structures, I've learned that perspective is important and recognizing significance in diverse perspectives adds tremendous value to the real estate enterprise.

What professional accomplishment gives you the most pride?
The people I have encountered and helped build success in their lives. Many of my former employees and assistants have gone on to rewarding careers in the commercial real estate industry. I hope I was able to instill something useful in their lives and contribute to their success.

Ron Lloyd

VP Facilities Management // **ViaWest Group** // viawestgroup.com

Lloyd oversees all capital projects and the building engineering team. He has more than 25 years of experience in the engineering, facilities management and construction management fields. Before joining ViaWest Group, Lloyd held roles as head of facilities for Cushman & Wakefield Arizona, facilities director at Parkway Properties and director of engineering for McCarthy Cook.

What advice would you offer to someone who wants to become successful?
Jobs are no longer a 9-5 process. To be successful you must continue to focus/process and then execute 24/7. With every industry changing as technology evolves, our jobs never rest so learning will never stop. "Be the sponge."

Peggy Maxwell

Senior Vice President & Facilities Management // **Plaza Companies** // theplazaco.com

Maxwell provides supervision of the company's third-party real estate and property management operations. This work includes all third-party business development and management of client relationships. I am also responsible for recruiting, managing and administration of all personnel as well as development of policies and procedures.

What professional accomplishment gives you the most pride?
The property management and brokerage company I founded was sold in 2017. In addition, I was an instrumental part of a five-building, multi-million dollar portfolio disposition in 2015, which resulted in a significant profit for building ownership.

Alisa Timm

Regional Director of Management
Ryan Companies US, Inc.
ryancompanies.com

Timm focuses on developing key relationships with asset owners in Arizona, California and Washington. She is responsible for strategic planning and execution for the division. She provides oversight of the team's management and engineering professionals, mentoring and training, and ensuring the highest level of customer care for over 5.4 million square feet of managed property. Alisa leads by example, is a constant learner, direct communicator and is hyper-focused on others.

What's No. 1 on your commercial real estate bucket list?
Number one on my commercial real estate bucket list is to double our net income without doubling our size.

Cecil Yates

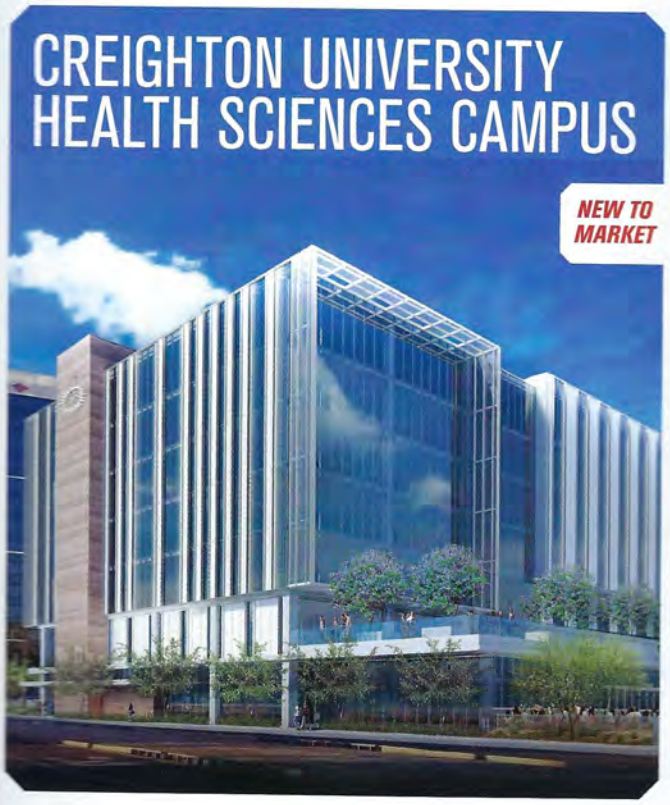
Chief Operating Officer
Roberts Resorts
robertsresorts.com

Yates is an experienced corporate executive within the commercial and residential real estate industries, with a demonstrated history of working in both the public and private sectors, and a previous Council Member for the Town of Fountain Hills. He is skilled in property management, construction, development, operations, negotiations, sales and policy.

What professional accomplishment gives you the most pride?
While at CPI, Yates held the No. 1 Ranking Arizona Property Management for 2018 & 2019. And while at Roberts Resorts, he helped increase resort home sales by 20 percent in year one.

CREIGHTON UNIVERSITY HEALTH SCIENCES CAMPUS

NEW TO MARKET



Creighton University will be constructing a new, nearly $100 million health sciences campus at Park Central in midtown on one of Phoenix's most iconic properties.

Phase one of the project includes a new building totaling 183,000 square feet to house Creighton health sciences students in Arizona. The expansion will include a four-year medical school, nursing school, occupational and physical therapy schools, pharmacy school, physician assistant school and emergency medical services program. A second building adjacent to the first may be added in the future.

The Creighton Health Sciences Campus will serve as a beacon of education and learning within the Central Avenue district. The 7-story high-rise structure will provide students, faculty, staff and the health care community with easy access to the currently revitalized Park Central mixed-use development.

The first two floors of the building will not only meet the needs of the students, but also the needs of the community providing a variety of active learning classrooms, student and faculty gathering spaces as well as a 300-seat community room with access to an outdoor plaza and gathering place. Together with a 30 seat non-denominational chapel the facilities support and promote the Jesuit values of Creighton University.

FACTS AND FIGURES

PROJECT
Creighton University Health Sciences Campus

OWNER/DEVELOPER
Creighton University/Plaza Companies

GENERAL CONTRACTOR
Okland Construction

ARCHITECT
Butler Design Group

SIZE
183,000 SF

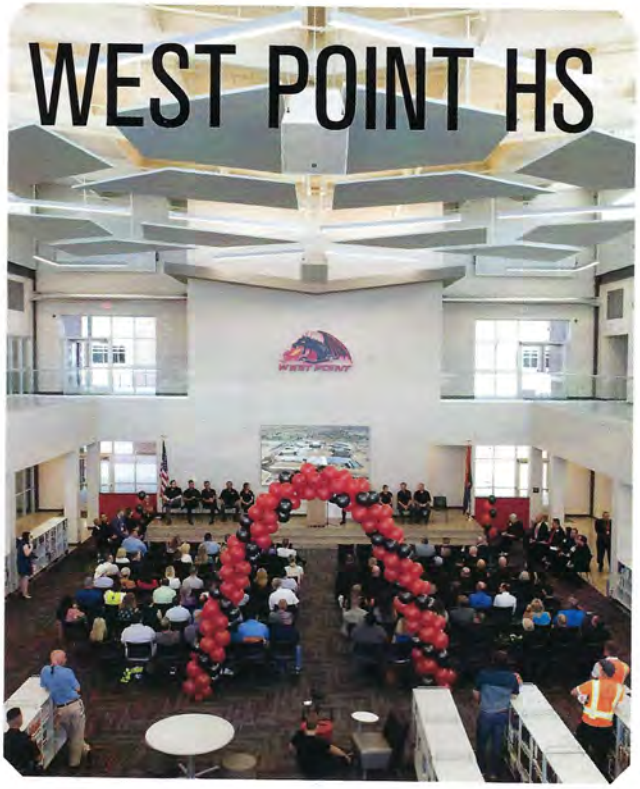
VALUE
$100 million

START DATE
July 2019

COMPLETION DATE
Fall 2021

KEY SUBCONTRACTORS
RDG Planning & Design
PK Associates
Kraemer Consulting Engineers
McGrew Consulting Engineers
Colwell Shelor Landscape Architecture
Wood Patel Civil Engineering

WEST POINT HS



In July 2019, Tolleson Union High School District announced the completion of phase one of its seventh high school: West Point High School. The school was built to relieve overcrowding in the district. The school offers top-of-the-line security within its design for student safety as well as multiple innovative designs, which pays homage to nearby Luke Air Force Base with an aviation wing design prominent throughout campus. The main focal point is the two-story innovation center, which houses a mobile library, classrooms, and multiple flexible learning spaces. In addition, it boasts interior courtyards containing shade structures and multiple seating locations for students, site parking with 900-plus spaces, a football stadium complete with artificial turf, grandstands for 3,500 fans, a running track, baseball and softball fields and extensive offsite improvements. This project is being built in multiple phases to allow freshman and sophomore classes to occupy the campus for 2019. The remainder of the campus, including the performing arts center, will be completed May 2020.

At over 300,000-square-feet and spanning a 69-acre site, this state-of-the-art campus is leading innovation for future designs throughout the District.

FACTS AND FIGURES

PROJECT
West Point High School

OWNER/DEVELOPER
Tolleson Union High School District

GENERAL CONSTRUCTION
CHASSE Building Team

ARCHITECT
ADM Group

SQUARE FOOTAGE/SIZE:
310,000 SF

VALUE:
$108,007,085

START DATE
July 2018

COMPLETION DATE
July 2019

KEY SUBCONTRACTORS
S&H Steel
Urban Electric
Stone Cold Masonry
Milam Glass
Pueblo Mechanical

SKYSONG 5 AND SKYSONG 6

AT SKYSONG, THE ASU SCOTTSDALE INNOVATION CENTER

SkySong as a whole has served as a catalyst for the revitalization of south Scottsdale. Rising from a property that formerly housed a dead shopping mall, SkySong is now a vital, active center for economic development where more than 60 companies and 2,000 people conduct business each day.

SkySong 5 intentionally has a different look to it than previous buildings, relating to the design vocabulary of SkySong 3 & 4 while clearly having an identity of its own. The building is constructed of post tension concrete structure skinned on three sides with high performance glass that is accented by various uses of metal and ACM (Aluminum Composite Material) panels. The panels include both vertical and horizontal applications with expressed and profiled surfaces, providing architectural relief and shading/shadowing. The east side/southeast corner pays homage to the existing elevations of SkySong buildings 1, 2, 3 and 4 and the shade structure by repeating the EIFS and punch window look, but takes advantage of the shade structure with an accent of high performance clear glass at the East Lobby that carries 4 stories up to a balcony looking over the SkySong center court.

SkySong 6 signature building will be located at the northwest corner of the development, fronting on both Scottsdale and McDowell Roads. The new Class A office will include approximately 340,000 square feet of leasable space in 6 stories with adjacent structured parking at a ratio of 5 cars per 1000 rentable square feet.

FACTS AND FIGURES

PROJECT
SkySong 5 and SkySong 6 at SkySong, the ASU Scottsdale Innovation Center

OWNER/DEVELOPER
Arizona State University Realty, City of Scottsdale/ Plaza Companies

GENERAL CONTRACTOR
DPR Construction

ARCHITECT
Butler Design Group

BROKERAGE
Lee & Associates

SIZE
151,000 SF (SkySong 5), 340,000 (SkySong 6)

VALUE
$42 million (SkySong 5), $54 million (SkySong 6)

START DATE
Summer 2018 (SkySong 5), Q1 2020 (SkySong 6)

COMPLETION DATE
Summer 2019 (SkySong 5), Summer 2021 (SkySong 6)

KEY SUBCONTRACTORS
Suntec
Saguaro Steel
KT Fabrication

NORTHERN TRUST BUILDING 2

For Wentworth Property Company, the second phase of development for the Northern Trust corporate offices at Discovery Business Campus in Tempe challenged them throughout the process, but resulted in a 150,000-square-foot, Certified LEED Silver office building and a 2,100-space parking structure. Wentworth and Davis originally designed the three-building campus with surface-only parking. However, in 2017 when Northern Trust decided to move forward with the second building they added a request to include a parking structure that would accommodate parking for the original office building as well as the second and eventually third building that would be part of the campus.

Northern Trust Building 2 marries clean lines and unencumbered architectural details with sustainable features for maximum energy efficiency. The building was constructed with high-efficiency mechanicals, HVAC and insulation and includes glazing and coating on all glass and windows that minimize or limit UV rays for cost-savings for Northern Trust. The use of glass and metal as the building's primary building envelope speak to the Northern Trust corporate campus's high-tech, forward-leaning mindset. The buildings floor-to-ceiling glass line facilitate flexible use of the interior space on all three floors of the building. A unique sound absorption technique was incorporated that used a gypsum/USG product to provide noise control.

FACTS AND FIGURES

PROJECT
Northern Trust Building 2

OWNER/DEVELOPER
Wentworth Property Company

GENERAL CONTRACTOR
Wespac Construction

ARCHITECT
The Davis Experience

BROKERAGE
JLL

SIZE
150,000 SF

START DATE
Q3 2017

COMPLETION DATE
Q3 2018

KEY CONTRACTORS
Core Slab Structures
KT Fabrication
DP Electric
Hard Rock Concrete
Pete King Construction

PLAZA COMPANIES

Plaza Companies has created a new Executive Council to help guide its strategic business vision moving forward. As part of the creation of the council, several Plaza Companies leaders have seen enhancements in their titles and duties, including the promotion of Larry Pinalto to serve as president of the company. Sharon Harper, the company's founder and chief executive officer, will continue to lead as Chairman and CEO.

The moves will advance the trajectory of the company and recognize the creativity, talent, and commitment of this dedicated team of experts. The newly formed Executive Council provides a deeper level of leadership in the key divisions of this fully integrated real estate firm, which includes Development, Design and Construction, Asset Managemen Property and Facilities Management and Brokerage and Leasing.

We're proud to be involved in some of the Valley's premier development projects, and are excited about what the future holds.

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