

THE ADVISIOR

VOL. 10 / FALL / 2017



PRESIDENT'S LETTER

Friends,

We are now in the final days of triple digit temperatures and gearing up for our great Fall & Winter weather! I hope that you all have enjoyed your summer and I am proud to present to you the Fall Edition of ADVISIOR on behalf of the Arizona Chapter of SIOR.

This edition will be my last as your Chapter's President. Rob Martensen will be taking the reigns as the new Chapter President effective October 1, 2017. I have personally and professionally enjoyed the opportunity to represent our great Chapter over the past 2 years. Our success as a Chapter is not possible without the dedication and collaboration of our Board of Directors. They have tirelessly donated both their time and expertise to ensure that our organization and Chapter continues to evolve and grow. I am proud to have partnered with you all and appreciate your hard work and contributions.

As a Chapter, we have accomplished many things over the past 2 years. We continue to build on the great momentum created by the prior Chapter Leadership to push our Chapter "upward". Our Chapter has been recognized internationally within our organization for our efforts in our annual Membership Directory. We are proud of this recognition as this directory is a first-class publication that has been sent in hard copy to over 3,000 Arizona businesses highlighting our accomplished organization, sponsors and members. We have integrated our Candidates in to our Board of Directors and had our first Candidate successfully achieve the prestigious SIOR designation. We are excited to be the founding sponsor for Junior Achievement of Arizona representing the commercial real estate industry in our great state. Finally, we continue to achieve growth in both our membership and our sponsorship at the Chapter level that represents some of the highest within all of the SIOR organization.

As you can see, we have many accomplishments to be proud of and thankful for. All of these achievements would not be possible without you. THANK YOU for the support of our organization, our Chapter, our industry and of each other.

Please enjoy this issue of the ADVISIOR and I look forward to seeing you at our next event!

A handwritten signature in black ink, appearing to read "Mark F. Gustin".

Mark F. Gustin, SIOR, COM
SIOR Arizona Chapter President

CHAPTER LEADERSHIP



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PAST PRESIDING PRESIDENT 2013-2015

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We are pleased to announce these new SIOR Designees to our Chapter. These individuals demonstrate the professionalism, integrity and ethics that are the guiding principles of our organization.

We are extremely proud of the addition of these new SIOR Designees and we look forward to their positive contributions to our Chapter!

NEW MEMBER SPOTLIGHT



EVAN KOPLAN

Evan was in our Chapter Candidate program and progressed to earn his SIOR Designation as an Industrial Specialist. Evan earned a BS from the University of Arizona

in Regional Development and is a First Vice President at CBRE. Evan specializes in sales and leasing of industrial space with a primary focus of the Southeast Valley / Airport area.



PETE BATSCHELET

Pete has earned his SIOR Designation as an Industrial Specialist. Pete earned his BS in Business Administration from Drake University in Des Moines, Iowa and his MBA from the

University of Phoenix. Pete is a Principal at Lee & Associates where he specializes in the Central Phoenix and Southwest Valley markets with a primary focus on Owner/User sales.



JOHN WERSTLER

John has earned his SIOR Designation as an Industrial Specialist. John earned his BA in Economics from Stanford University and is an industry veteran with over 30 years of

experience. John is a Senior Vice President with the CBRE Industrial and Logistics group and he specializes in land development, Tenant representation and building sales. His primary focus is on the Sky Harbor market area.

UPCOMING EVENTS

10.26 - 10.28.17 SIOR Fall World Conference

Palmer House
Chicago, IL

11.08.17 Economic Forecast / Key Note Speaker

4:00 PM - 6:00 PM
Location to be determined

12.07.17 SIOR Holiday Party

6:30 PM - 10:00 PM
Mastro's City Hall
6991 E. Camelback Rd.
Scottsdale, Arizona

The Arizona Chapter of SIOR is proud to announce our new partnership with Junior Achievement of Arizona!

We would like to familiarize you with Junior Achievement and the tremendous work that they do in our community. Junior Achievement (JA) was founded in 1919 by several visionaries who wanted to teach kids about business and how an economy functions. Under the guidance of business mentors, students set up their own businesses and then manufactured and sold products and services. Having originated in the East Coast it took approximately 40 years before Junior Achievement launched its first Arizona office in Tucson in 1957. JA continued to expand and in 1975 they entered into the classroom offering programs for all grade levels, kindergarten through high school. Their curriculum encompassed financial literacy and work readiness education in addition to the entrepreneurship training.

In 2001, Junior Achievement launched its experimental JA "BizTown" at their current headquarters in Tempe, Arizona. After years of success with BizTown, demand far exceeded capacity and Junior Achievement added JA "Finance Park" in 2009 in the same location. These two destinations provide students the opportunity to incorporate the education they have received in the classroom in a real world "mini economy". Each business within the park has executive level positions requiring students to conduct commerce with each other and to manage their finances. Students become business owners for a day and quickly realize that running a business is much more difficult in the real world than in text books. The reality of paying utility bills, taxes, rent and other everyday expenses requires leadership, financial literacy and effective communication skills.

JA continues to evolve from their classroom curriculum to utilizing their education in their BizTown and Finance Park programs. Collectively, Junior Achievement now reaches over **80,000 students per year** in Arizona. Since inception in our state, Junior Achievement has served more than **2 MILLION students** in their 60-year history.

SIOR Arizona Chapter's sponsorship in the commercial real estate location, currently named **Bizzy Commercial Real Estate**, is located in the JA Finance Park. We are proud to be the founding sponsor of this location and look forward to

growing our partnership and helping to grow additional support from our industry.

This partnership offers a vast opportunity for all of us to expose children and young adults to the commercial real estate community and promote our industry as a future career.

The following are options to consider with our new partnership:

1) **Additional sponsorship opportunities are available.** The Arizona Chapter of SIOR is the "seed" sponsor and we are partnering with JA to expand sponsorship within the commercial real estate industry. Prior to our partnership, our entire industry was not sponsored in either BizTown or Finance Park. We have created a wide based commercial real estate job description at this location to include Office, Industrial, Multi-Family, Retail and Medical specialties in our industry. Our goal was to introduce children and young adults to areas of business that they see on a daily basis that they can relate to. They all know what office buildings, hospitals, doctor offices, grocery stores, restaurants, apartment buildings and warehouses look like. They may not have considered how each of these are critical elements to a successful economy.

2) **Volunteer opportunities.** Every day that JA Finance Park is open, a new group of students are immersed in a real-world economy applying the education that they have developed in the classroom in real time. Volunteers have the opportunity to work in the Bizzy Commercial Real Estate location allowing students to interact with real time professionals and to get introduced to our great industry. Volunteers are always welcome and the doors are always open at Bizzy Commercial Real Estate!

3) **Attend a JA event.** There are several events throughout the year including the upcoming JA 60th Anniversary Open House that will be held in both JA BizTown and JA Finance Park on Thursday 9/28/17. This is a great opportunity to see these amazing facilities first hand.

4) **Learn more.** Visit the JA website at: www.jaaz.org or contacting JA at (480) 377-8500 and/or info@jaaz.org.

We are delighted to announce this partnership and look forward to working with others in the commercial real estate industry to support this accomplished organization.



RECENT SIOR ARIZONA MEMBER TRANSACTIONS

\$8,000,000 – SALE

Stein Koss, SIOR 110,710 SF
Tom Louer, SIOR 225 S. 51st Street
Phoenix, AZ
Buyer: Caprock Partners
Seller: Madison 225, LLC

\$10,355,000 – LEASE

Russell Hall, SIOR 125,800 SF
6050 S. Country Club
Tucson, AZ
Tenant: Keystone Automotive
Industrial
Landlord: Eastgroup

\$5,250,000 – SALE

Rob Martensen, SIOR 60,450 SF
John Werstler, SIOR 2426 S. 7th Street
Phoenix, AZ
Buyer: Terra Enterprises
Seller: 2426 S. 7th St LLC

\$5,900,000 – SALE

Mark Gustin, SIOR 62,229 SF
5222 E. Baseline Road
Gilbert, AZ
Buyer: Dunbar Baseline, LLC
Seller: Omninet Inverness LP

\$3,585,000 – SALE

John G. Soldo, SIOR 29,982 SF
39 W. Hampton Avenue
Mesa, AZ
Buyer: West Hampton MFG
Seller: J & N Holdings

UNDISCLOSED – LEASE

Mark Gustin, SIOR 66,756 SF
2225 S. Price Road
Chandler, AZ
Tenant: Walgreens
Landlord: 2225 South Price LLC

3104 E. Camelback Rd., #185 | Phoenix, AZ 85016 | Phone 602.377.6447 | www.sioraz.com

2017 CHAPTER SPONSORS

PLATINUM

Merit Partners
Renaissance Companies
Rockefeller Group

GOLD

DCT Industrial
JLL
Ryan Companies
Stevens Leinweber
Willmeng Construction

SILVER

Bank of America/Merrill Lynch
Big-D Construction
Cawley Architects
CBRE
CDC Small Business Finance
Chicago Title
Clear Title Agency
Colliers International
Cousins Properties
Cushman & Wakefield
Dermoddy Properties
Deutsch Architecture Group

EastGroup Properties
EJM Development Co.
First International Bank & Trust
Gilbert Bird Law Firm, PC
Grand Canyon Title Agency
Hines
Irgens
Landmark Title
LBA Realty
Lee & Associates|Arizona
Liberty Property Trust
MidFirst Bank
Newmark Grubb Knight Frank

Opus Development Company
PICOR/Cushman & Wakefield
ProLogis
Security Title Agency
Seefried Industrial Properties
Sun State Builders
Tratt Properties
ViaWest Group
Wells Fargo
Wentworth Property Company
WFG Natinal Title Insurance