

PRESS RELEASE

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FOR IMMEDIATE RELEASE

Decisions, Decisions, Decisions What are new Valley commercial and retail tenants looking for? Valley Partnership's FMB experts look at tenant demand and decision making in the spec market

Phoenix – January 17, 2018 – For the first time in many years, there's a boom of speculative office space under construction in the Phoenix market. Nearly 70% of the 2.1 million square feet under construction is spec space for office and industrial tenants. This month's Friday Morning Breakfast will examine what tenants in the retail, commercial and industrial markets are looking for in selecting space. They will also look at the development side to understand what influences the developers when considering market demand, location and design of these buildings. Is technology and/or proximity to residential still playing a role? This expert panel will share their insights on what areas are hot for speculative development and what drives their decision to push the "go" button.

Valley Partnership's panel members offer a variety of viewpoints and market expertise. VanTrust Real Estate's executive vice president, Keith Earnest, oversees all phases of the firm's development in Arizona, Colorado, California and Southern Nevada. Wentworth Property Co.'s principal Jim Wentworth Jr., specializes in office and industrial development throughout the Valley. Boyer Company's partner Adrian Evarkiou, brings 20+ years of experience in acquisition, disposition, brokerage and commercial development to the panel. Wendy Riddell, co-founder of law firm Berry|Riddell, will moderate the panel. She comes with 22 years of experience in all aspects of zoning, land use and real estate development. Come hear the inside story.

What/When: Valley Partnership's Friday Morning Breakfast on Friday, February 16 2018 at 7:30am (Program begins at 8am)

Where: Phoenix Country Club, 2901 N. 7th St, Phoenix

Registration: Members: \$50 / Non-Members \$75 / Onsite add \$10

Panel: Keith Earnest, Vice President, VanTrust Real Estate; Adrian Evarkiou, Partner, Boyer Company; James Wentworth Jr., Principal, Wentworth Properties

Moderator: Wendy Riddell, Co-Founder, Berry|Riddell

About Valley Partnership

Valley Partnership is the Valley of the Sun's premier advocacy group for responsible development. For nearly 30 years, Valley Partnership has represented the commercial, industrial and master-planned community industries and presented a balanced, pro-development perspective. Valley Partnership provides the best education and networking opportunities for commercial real estate professionals.

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