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Plaza Companies Continues To Ramp Up Business Development

New Transactions and Expansion of Areas of Service Position Plaza Companies Well for Future

PEORIA, Arizona (February 13, 2013) — Plaza Companies continues to ramp up its business development and expansion efforts going into 2013, and has already seen the benefits in new transactions.

Plaza's efforts to expand its presence in the Arizona real estate market have been focused on several areas:

- Additional growth in the state with the announcement of the company's management, third-party leasing and tenant representation services in the Tucson market with a new office and expanded staff.
- Expansion of the company's current third-party portfolio of office, medical, retail and industrial properties in the Phoenix-metro area, with procurement of new clients and expansion of existing client services in property management and construction management.
- Strengthening the company's footprint into growth areas such as biotechnology, including a new medical device incubator on the Plaza Del Rio campus in Peoria — and research and technology, such as the SkySong project in Scottsdale.
- Identifying new development opportunities in medical office, senior living and other growth areas in the Valley real estate market.
- Expansion of the company's third-party leasing profile. Margaret Lloyd and Melynn Wakeman, VP's of the Plaza brokerage services team, have increased Plaza's leasing services into additional areas of metro-Phoenix, including downtown Scottsdale, the Southwest Valley, and the Northwest Valley.
- Providing construction consulting services. Jon Stelzer, Plaza's Director of Design and Construction, is bringing his expertise to two new clients with Laveen Village in Laveen, and the SkySong Apartments in Scottsdale.



Carol Kleinberg

Carol Kleinberg, RPA, is coordinating Plaza's business development and growth efforts in her role as the company's Director of Strategic Alliances. Kleinberg has been working to assess target markets and procure contracts for property management, leasing and construction management services.

With several decades of experience in the commercial real estate industry, Kleinberg had previously worked with McCarthy Cook, Transwestern, SPV Real Estate Services, and Trammell Crow.

"At Plaza Companies, we believe this is an exciting time to be focusing on expansion in the state's CRE marketplace," Kleinberg said. "Because our

product offerings and talent are so diverse, we have many different paths to choose from to pursue new opportunities in several lines of business.”

A recent success is the selection of Plaza Companies to provide property management services for a notable office building at 333 E. Osborn Road in Phoenix. The property, which is overseen by Ashton Tiffany on behalf of the Arizona School Risk Retention Trust, is an important expansion into the central Phoenix marketplace for Plaza.

The 333 E. Osborn property is a three-story multi-tenant office building located in mid-town Phoenix, near the Phoenix Country Club and walking distance to the Metro Light Rail. It features an 82-foot-tall skylight and garden lobby, and is at 90 percent occupancy.

“Plaza's approach is to establish and retain long-term business relationships by collaborating with our clients and customizing our service to each property based upon such collaboration,” Kleinberg said. “We are flexible, proactive, committed and passionate about what we do, and the results always have a positive impact on our owners' bottom line.”



*Howard
Schwiebert*

Additionally, Plaza Companies is diligently expanding its market presence in Tucson as well. Howard Schwiebert has been working for Plaza as its Sr. Portfolio Manager in Tucson for two years, managing and leasing properties, and is now its Vice President of Brokerage Services and Business Development for Tucson.

Howard is focused on identifying additional partnerships in Tucson, to provide management, third-party leasing and tenant representation services and development opportunities. Howard brings 25 years of commercial real estate experience in asset management, brokerage and development.

He is partnering these new efforts with Daniel Schwiebert, a 2011 graduate in Marketing from the University of Arizona Eller College of Management. Daniel will provide project assistance and marketing expertise to communicate Plaza's full service offerings to the Tucson market.

“We believe the Tucson marketplace is full of opportunity for a company like Plaza that has great depth of expertise in multiple arenas in the real estate marketplace,” Howard Schwiebert said. “We are building on the momentum that the company established 8 years ago with its award-winning senior living community development, Splendido at Rancho Vistoso - and its continued success with leasing and management of premiere medical product.

Sharon Harper, President & CEO of the Plaza Companies, said that as Plaza enters its fourth decade of existence, it is continuing to position itself as a commercial real estate leader.

“We have a more than 30-year track record of working on projects we have developed along with third-party leasing and management contracts – all of which create long-lasting partnerships that bring real value to each property,” Harper said. “We are excited about the potential in the marketplace today, and as we continue to grow our property management, leasing and development teams with additional third-party clients, we look forward to bringing these new partnerships to life throughout the Valley.”

Plaza Companies, with office locations in Peoria, Scottsdale and Tucson, Arizona, is an award-winning company in the development, leasing and management of medical and office properties, technology and bioscience facilities, and senior housing communities. For more information about Plaza Companies, visit www.theplazaco.com.