

## THE TRATT REPORT



### TOP STORY

#### TRATT PROPERTIES ANNOUNCES JOINT VENTURE WITH KTR CAPITAL PARTNERS

#### SideBar

*"It is better to believe than to disbelieve; in doing so you bring everything to the realm of possibility."*

*Albert Einstein*

*"Never react emotionally to criticism. Analyze yourself to determine whether it is justified. If it is, correct yourself. Otherwise, go on about your business."*

*Norman Vincent Peale*

*"No one can make you feel inferior without your consent."*

*Eleanor Roosevelt*

*"Believe it can be done. When you believe something can be done, really believe, your mind will find the ways to do it. Believing a solution paves the way to solution."*

*Dr. David Schwartz*

#### Comments To:

Laura P. Vos - Associate

602.468.3100 phone

602.636.1890 fax

lv@trattproperties.com

K.T. Riverside, LLC, a newly formed venture between Tratt Properties LLC, and KTR Capital Partners LLC announces plans to co-develop a 100 acre, master planned Class "A" industrial park in Southwest Phoenix.

The park will ultimately be developed to include over 1.7 million square feet of state-of-the-art industrial distribution space.



*Riverside One*



*Jonathan Tratt*

KTR Capital Partners is a real estate focused private equity firm formed by the senior management team of Keystone Property Trust following the sale of the Company in 2004. Over the last 7 years, the Principals have been among the most active investors in the industrial real estate sector having completed over \$1.6 billion in transactions including development of over 6 million square feet of state-of-the-art distribution centers. Since its formation in early 2005, KTR has acquired or is under development with over 5.8 million square feet of industrial space nation-wide with a total value of over \$270 Million.

#### Santa Fe Center

Tratt Properties acquired twenty (20) acres for future development in Northwest Phoenix within-in the Santa Fe Center. The property was purchased to expand Tratts development of 350,000 square feet in the park. Tratt will be able to more than double its prior development activity.

#### BNSF Industrial Center

Ground breaking will begin towards the end of the first quarter, 2006. The 140,895 square foot rail served building is sixty percent preleased to US MDF Products. There is 59,964 +/- square feet of space currently available for lease. Highlights of the project are 30' clear height, ESFR sprinkler, 105' concrete truck apron and 145' truck court. There will be three active rail doors to the space upon completion in mid fourth quarter, 2006.

Broker Representation by  
Lee & Associates Arizona  
Jeff Conrad  
602.956.7777

## Riverside Industrial Center



Riverside Center will be kicked-off with a 376,889 square foot speculative industrial building, named Riverside One and will offer a building design suitable for today's most sophisticated bulk distribution operator. Construction on Riverside Center is scheduled to start in the second quarter of 2006. Phase II 551,444 sf - Phase III 601,444 sf - Phase IV 240,778 sf

Broker Representation by Grubb & Ellis | BRE Commercial, LLC Tony Lydon Marc Hertzberg 602.954.9000

### The Tratt Report

**TRATT  
PROPERTIES**

www.trattproperties.com

### Phoenix One of the Two Fastest Growing Cities in the Country

A concern for municipal governments, developers and citizens at large, is whether we are making time to envision the long-term implications of today's development decisions. At a recent Urban Land Institute Conference, Dr. Michael Crow, President of Arizona State University, was asked to identify one thing he felt would ensure Phoenix's success and stature amongst world recognized cities. Dr. Crow's response, as recalled, was "Phoenix should set a worldly example where public government, universities and the private community come together and collectively identify a challenge and devise a solution that corrects a situation each and every Phoenician faces daily." Although Tratt Properties is not in a position to tackle challenges of an enormous magnitude, we are doing our part. We, along with our partner, KTR Capital Partners, are making the time to understand the impact our developments will have on Phoenix in the next five to ten years. We proactively meet with officials from the City of Phoenix to describe our projects, understand their concerns, learn from past decisions on similar product type, all with a view and vision toward responsible development. As Tratt and KTR get ready to start the "first of its kind" Riverside Industrial Center, we do so knowing our project was planned and designed in a partnering forum and takes into account our neighbors, and business partners, alike. A team that works!

...L Vos

## NAIOP News

National Association of Industrial and Office Properties

### Jonathan Tratt

Appointed to Serve on the Arizona Chapter  
2006 NAIOP Board of Directors

Signature Speaker Series  
March 30, 2006  
The Ritz Carlton

Night at the Fights IX  
May 11, 2006  
The Phoenician

## Chairman's Breakfast with Special Guest Bob Woodward

*A Deep Look Into Washington's Power Game*



**October 19, 2005** **Hollywood, Florida**  
**Tratt Sponsors** Chairman's Breakfast at the Annual Conference. The keynote speaker was Pulitzer prize-winning journalist, Bob Woodward. As outlined by NAIOP, Woodward discussed "the journalistic integrity of events surrounding Watergate, and its historical significance". You might want to check out his new book, *The Secret Man*.

## Local Chapter Golf Event

**November 10, 2005**

Tratt's Team enjoyed a most spectacular day entertaining friends and colleagues as **Tee Sponsor** of hole #1 serving up a feast of hot prime rib sliders, side dishes and old-fashioned draft on tap. The Annual Golf Classic was held at Scottsdale's prestigious **Talking Stick Golf Club**, ranked among the top ten courses in Arizona!



*"Let's Swing!" Theme*