

# Premier Development Partners, LLC

Village of Cuyahoga Heights | Featured Business | January/February/March/April 2016



**Premier Development Partners LLC | Corporate Headquarters**  
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## **The Premier Difference**

Premier Development Partners creates environments in which businesses thrive and grow. Premier's broad experience in commercial real estate includes development, site and building infrastructure, interior and exterior construction and asset value creation. This extensive experience results in seamless delivery of intelligently built environments that exceed client expectations and budget demands without compromising quality or safety. We also believe that every successful relationship must be based on the following principles:

### **Treat Every Project As If It Were Your Own**

Because Premier acquires, develops and owns some of the most prestigious real estate in Northern Ohio, we bring an owner's sensibility to every project. This translates into conscientious financial stewardship that increases the value of every real estate asset, whether it belongs to Premier or to our clients.

### **Pay Attention To Details**

Details count, and Premier Development Partners handles every detail of the development process from land acquisition to environmental requirements, from efficient, dynamic building design to quality construction and from securing all approvals to occupancy. We inspect every detail so there's less chance of anything going wrong.

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### **Collaborate, Collaborate**

Open, frequent communication is paramount to all successful relationships, and Premier is dedicated to the belief that clients, architects, sub-contractors and city leaders deserve to be heard, heeded and informed at every stage of the development process.

### **Treat Every Member Of The Team Like A Partner**

The word, "partner" appears in our name because Premier regards every employee, client and sub-contractor as a valued team member whose contribution is critical to the overall success of the enterprise. When professionals are treated as partners, they perform at their highest levels, to the benefit of all.

### **Act With Integrity, Instill Trust**

Professional success starts with personal integrity. Every member of the Premier Development Partners team demonstrates integrity in the high level of professionalism, personal responsibility and passion they bring to each project we undertake. This integrity leads to the mutual trust we enjoy with our clients, contractors and employees.

### **Partners Joining Forces**

Premier Development Partners was formed in 2006 with the acquisition of 330 acres in Northeast Ohio, previously owned by Duke Realty Corporation. As Duke exited the market, **Spencer Piszczak**, Duke's Senior Vice President of industrial development, and **Ross Farro**, former Senior Vice President of Duke's office development, joined forces to create a full-service development and construction firm with the history, expertise and vision to benefit corporate real estate users in Northern Ohio and elsewhere.

**Spencer Piszczak's** career in office and industrial real estate development began in 1981 as an industrial real estate broker. His work representing local and national companies led to his position as head of industrial development with Duke Realty in Cleveland. He presided over unprecedented growth in Duke's industrial portfolio during his tenure. The company's departure from the Cleveland market ultimately led to the formation of Premier Development Partners. Spencer has received Northern Ohio NAIOP's Developer, Broker and Transaction of the year awards several times.

Ross Farro is the visionary office developer who transformed the Rockside Road corridor into the premier corporate location in Northeast Ohio during the 1980's and 1990's. Ross developed more than 2,000,000 square feet of high profile office buildings on Rockside Road, which sits at the midpoint between Cleveland and Akron, Ohio. He also developed buildings in the East suburban market and the Renaissance Building, one of the signature architectural highlights in the Playhouse Square section of

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downtown Cleveland. In 1996, Duke Realty purchased Ross's suburban office buildings to launch itself into the Northern Ohio market. Ross remained with Duke to shepherd its office development and oversee the Duke office in Cleveland.

Every member of Premier's core team is a partner in the company with a personal stake in client satisfaction and the success of the enterprise. All have expertise in commercial construction, project management and interior build-out. Each player is a dependable member of the Premier team. For clients, this translates into a real estate development partner with the experience to not just solve problems, but anticipate them and provide solutions before they can adversely affect the success of the project.

### **Projects**

Premier Development Partners is involved and experienced in Industrial, Office, Mixed-Use, Education, Property/Land Development, Construction Management, Tenant Finish and Property Management.

### **The Premier Team**

Premier Development Partners has assembled a team of professionals whose experience and success in real estate development and construction is unparalleled in Northeast Ohio. Premier's team members are truly partners in the business with a personal stake in the success of our endeavors, and the satisfaction of our clients.

#### **Frank Black, Vice President**

Frank joined Premier Development Partners in August of 2015, bringing 10 years' experience in the commercial real estate industry. Frank has a background in corporate portfolio management, including site selection, acquisitions, comparative market and financial analysis, as well as complex real estate negotiations. His knowledge of corporate and investment development will be a strong asset for new opportunities around the country.

#### **Kevin Callahan, Senior Vice President**

Kevin owns, develops and manages over 3,500,000 million square feet of office and industrial investment property in Northeast Ohio, Illinois and Florida. Kevin has over 30 years experience in the commercial real estate industry.

#### **Todd Cole, Regional Site Manager**

With more than 30 years in commercial construction, Todd has built over one million square feet of office, industrial and retail facilities, and has over 12 years experience with pre-engineered metal buildings.

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### **Nicole Delguyd, Marketing Director**

Nicole joined the Premier Development team at the end of 2014 and brings 10 years of experience in both marketing and graphic design. She is responsible for developing the creative programs and design concepts that meet the business objectives of the organization and advance the corporate brand strategy. Before joining Premier Development Partners, Nicole provided strategic planning, marketing, creative design and corporate identity services to various commercial real estate companies throughout Northeast Ohio.

### **Ross Farro, Chairman Emeritus, Founding Member**

Ross has developed and built more than two million square feet of office space in Northeast Ohio during the past 30 years. He was one of the first developers to recognize the value of the Rockside Road corridor, and built some of the most notable office buildings in that market. Additionally, he developed and built the 300,000+ square foot Renaissance office tower in the late 1980's, now known as the US Bank Centre in Playhouse Square. He is still an owner and continues to manage the property today.

### **Jerry Gruszewski, Senior Vice President, Founding Member**

Jerry has more than 35 years of commercial, industrial, institutional, educational and retail construction experience. Jerry has built more than 3 million square feet of office and warehouse facilities in Northeast Ohio. Jerry is a nationally recognized leader in OSHA safety compliance.

### **Todd King, Property Maintenance Specialist**

Todd King joined the Property Management Group in 2015 as the Maintenance Supervisor. Todd has worked for Euclid Glass for 18 years and was looking for an opportunity to learn, grow, and enhance his skills within the industry. Todd is recognized for his professionalism, talent, excellent work ethic, and great people skills and we are confident that Todd will be a wonderful addition to the team.

### **Jeff Kowza, Regional Site Manager**

Jeff brings 20 years of experience as a carpenter and construction superintendent on office, warehouse and other construction projects throughout Northeast Ohio.

### **Julie Lynch, Property Manager**

Julie had about 10 years of commercial real estate industry experience before joining the Premier Development team in April of 2012. She now manages over two million square feet and over 65 tenants in Northeast Ohio and in other states. Julie has recently been accepted as a CPM candidate and looks forward to achieving this designation within the next few years.

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### **Spencer Piszczak, President, Founding Member**

Spencer has acquired and developed over 1,000 acres, 75 buildings totaling in excess of 10 million square feet, and exceeding \$500 million in value. He has over 35 years in the commercial real estate industry as a broker, owner, and developer of industrial, office, and mixed-use retail properties primarily throughout Ohio.

### **Linda Sherman, Vice President, Project Management**

Founding Member

During the last 25 years in the real estate industry, Linda has managed the interior build out of over two million square feet of tenant space throughout Northeast Ohio. Linda also has extensive experience as a project manager for various restaurants throughout the country.

### **Jan Sikut, Receptionist**

Jan joined the Premier Development team in 2009. In addition to greeting our guests and answering the phone lines, Jan plays a supportive role working directly with all of our team members, Executive Assistants and Partners managing the daily office needs. Prior to joining, she had worked with CFC Management and Farro Enterprises as a Receptionist and Accounting Clerk.

### **Holly Tufts, Executive Assistant**

Holly Tufts joined the Premier Development team in 2013, bringing with her 10 years of experience in both administrative services and accounting. Previously, Holly worked as the office manager of E.N.S. Interiors and South-East Construction, both of which were former contractors of Premier Development Partners, LLC. With extensive experience in all administrative tasks, Holly is able to tailor her skills to meet the needs to a variety of clients, tenants and vendors.

### **Patty Verbi, Executive Assistant**

With more than 20 years in the construction industry, Patty supports the executive team and Premier's project managers from the design phase through successful conclusion of development and building projects.

## **Cuyahoga Heights News**

### **Crain's Cleveland Business | November 2015 | Gallo Building Will Reopen As Rental**

<http://www.crainscleveland.com/article/20151101/NEWS/151039966/gallo-building-will-reopen-as-rental>