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REPRESENTATIVE PROJECTS

The Hillman Group 160,429 SF	Mfg/Warehouse Lease Tempe, AZ
Arizona Motorsports Group 156,410 SF	Warehouse Lease Tempe, AZ
Storage USA 135,000 SF	Industrial Sale Everett, MA
US Air Conditioning 108,000 SF	Industrial Lease Phoenix, AZ
Contech, Inc. 100,000 SF	Mfg. Lease Kingman, AZ
Horizon Distribution 97,000 SF	Warehouse Lease Phoenix, AZ
Menasha Packaging Corp. 95,000 SF	Mfg/Warehouse Lease Phoenix, AZ
AV Sportswear, Inc. 90,000 SF	Industrial Sale Chelsea, MA
Caremark Corporation 88,000 SF	Back Office Lease Phoenix, AZ
Biochem Pharmaceutical 63,000 SF	Office/Lab Lease Northboro, MA
Plastics General, Inc. 51,555 SF	Warehouse Lease Tempe, AZ
Cognizant Tech. Solutions 52,000 SF	Office Lease Phoenix, AZ
Synergy Cargo Logistics 42,000 SF	Warehouse Lease Phoenix, AZ

BACKGROUND and CAREER EXPERIENCE

As a Principal of Ross Brown Partners, Rick's primary focus is two-fold; first is to provide expert insight and service to existing Landlord and Tenant relationships, and second is to cultivate new opportunities and expose Ross Brown Partners' brand of real estate advisory services to new clients. Ultimately, Rick is passionate about his commitment to provide the very best in client representation.

Rick's skills clearly represent the underpinning of Ross Brown Partners' core values. In what has become a rarity in today's business environment, he does what he says he'll do, and he is an expert communicator. He uses these attributes to keep his clients well informed during every facet of a transaction. He is immersed in the office/industrial community daily, has in-depth knowledge of the market, and is an expert in the process of putting a well thought out transaction together.

Because of his background in property management, construction, development, investment sales and brokerage, there is no question that Rick's vast experience brings much more than matchmaking to any given transaction. He has earned the trust of many clients as a strategic partner in their real estate needs, be it leasing, sales, or a build-to-suit. His trademark lies in his expertise and ability to analyze the most complex transactions, and always acting in the best interest of his client.

Prior to joining Ross Brown Partners in 2000, Rick was Vice President of Burgess Properties, Inc., a full-service commercial real estate brokerage firm based in Malden, Massachusetts. There he covered the Boston area representing Landlords and Tenants with a special focus on the north suburban office/industrial markets.

Rick's entry into commercial real estate was in 1996 as an Asset Manager for Cummings Properties in Woburn, Massachusetts. There he was solely responsible for approximately one million square feet of office, flex, laboratory, and industrial space. Primary responsibilities included negotiating tenant renewals and expansions, responding to daily property management matters, handling accounts receivable concerns, forging strong Tenant relationships, and assisting in the development of policy and procedures for property management and training of assistant property managers.

ACTIVITIES and INTERESTS

Prior to entering the real estate industry, Rick spent several years in the golf business as a club professional and earned membership into the PGA of America. He still enjoys playing and teaching golf; and is an avid college basketball fan. Other interests include cooking, wine collecting, and traveling. Rick is married, has two children, and makes his home in Gilbert, Arizona.