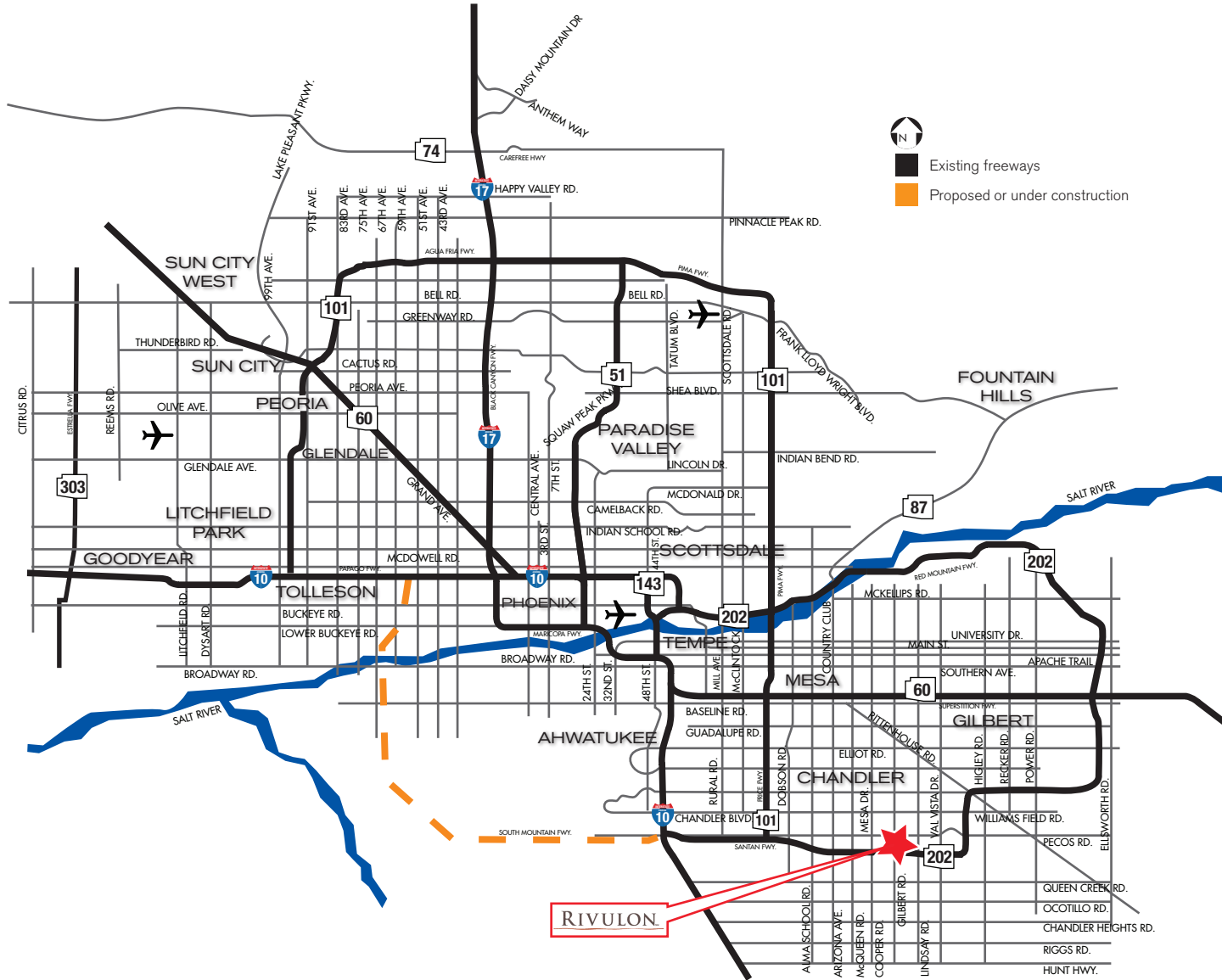


Rivulon is a 250-acre development located at the northeast corner of Loop 202 & Gilbert Road - Gilbert, Arizona



DEMOGRAPHICS (Source: SitesUSA)

	1 Mile	3 Miles	5 Miles
Estimated Population (2019)	17,935	160,830	411,002
Projected Population (2024)	19,379	173,997	444,762
Estimated Avg. Household Income (2019)	\$72,720	\$72,334	\$77,079
Projected Avg. Household Income (2024)	\$81,230	\$81,388	\$86,583
Average Household Size (2019)	2.87	2.82	2.65
Total Daytime Employees (2019)	6,872	64,136	146,956
Median Age (2019)	31.9	33.8	35.7

TRAFFIC COUNTS

Gilbert Rd (2015, Source: CoStar)	32,449
Loop 202 (2015, Source: CoStar)	108,008
Total Cars Per Day	140,457

Gilbert Road is 5 Lanes



Nationwide®

Rivulon is owned and developed by
Nationwide Realty Investors.
Nationwide Realty Investors
Chris Thompson:
thompscj@nationwide.com

DE RITO PARTNERS, INC

Retail Leasing

Marty De Rito: 480.834.8500
derito@derito.com
Paul Serafin: 480.834.8500
paul.serafin@derito.com
www.derito.com



Office Leasing

Fred Darce: 602.954.3756
fdarce@leearizona.com
John Cerchiai: 602.354.3763
jcerchiai@leearizona.com
Spencer Nast: 602.912.3525
snast@leearizona.com

Retail Leasing Opportunities

RIVULON™

www.rivulon.com



Rivulon is a 250-acre development with approximately 3,000,000 SF office planned over the next 15 years, at the northeast corner of Loop 202 & Gilbert Road - Gilbert, Arizona

The premier business neighborhood will include approximately 3 million square feet of Class A office, 100,000 square feet of retail, and 2 proposed hotels. Rivulon is designed with a holistic view of the site, ensuring a cohesive flow, compatibility of uses and sensitivity to the sustainability of resources. Rivulon is owned by a single developer, Nationwide Realty Investors; a financially strong organization with a proven track record of successful, mixed-use developments that bring positive and lasting change to the communities they serve. The campus includes opportunities for traditional, and boutique retail with superior visibility, and landscaped views, and immediacy to 283,092 people within 5 miles.



Nationwide®

Rivulon is owned and developed by Nationwide Realty Investors.

PROJECT HIGHLIGHTS

- 250-acre mixed-use development featuring approximately ±3,000,000 SF Class A office, and multiple acres of retail, auto and hotel.
- 1,600 SF and 3,916 SF retail/restaurant space AVAILABLE within a 17,000 SF retail center
- Two (2) 60,000 SF office buildings now leasing - 111 bldg 100% leased; 161 bldg 50% leased
- 125,000 SF Class A office building available - 92% leased
- 150,000 SF office building housing the Isagenix International Headquarters - 100% leased
- The Commons at Rivulon campus within Rivulon targeting collaborative, tech users
- Office space currently finished and under construction expected to house more than 4,500 daytime employees by December 2018
- LA Fitness, Mercedes Benz, Volvo and Audi NOW OPEN
- Overall parking ratio of 5:1000 with ability to expand
- Superior visibility and access from Loop 202 Freeway via full diamond interchange at Gilbert Road; Monument signage available
- Chandler Gilbert Community College (13,000 students) on the northwest corner of Pecos & Gilbert Roads
- Tenants in the trade area include:



For further information contact:
480.834.8500

MARTY DE RITO
derito@derito.com

PAUL SERAFIN
paul.serafin@derito.com

DE RITO PARTNERS, INC

The information provided is gathered from sources deemed reliable. However, De Rito Partners makes no representations, warranties or guarantees as to its accuracy. The information has not been independently verified or confirmed by De Rito Partners. The information provided should not be relied upon to make any leasing or purchasing decisions. This statement with the information it contains is given with the understanding that all negotiations relating to the purchase, renting or leasing of the property described above shall be conducted through De Rito Partners.



**Chandler
Gilbert
Community
College**
(13,000 Students)

SITE

**GILBERT
AUTO MALL**
VW DODGE
HYUNDAI HONDA
Jeep BUICK
MASERATI

S Cooper Rd

E Pecos Rd

LOOP
202

2 HOTELS
(In Escrow)

MOUNTAIN AMERICA
CREDIT UNION

RIDENOW
ELECTRIC VEHICLES

108,008 Cars Per Day

FULL DIAMOND INTERCHANGE

sauce

grabbagreen

Jordan
Mitts

YOGIS GRILL
RESTAURANT & BAR

WILDFLOWER

Walmart
SUPERCENTERS

SPORT CHALET

PET SMART

STAPLES

Harkins
Theatres

JCPenney

CardinalHealth

COVANCE
SOLUTIONS MADE REAL

Pier 1 imports

Michaels

BARNES & NOBLE
BOOKSELLERS

ROSS
DRESS FOR LESS

Target
SUPER
TARGET

TJ-maxx

HOBBY
LOBBY

PARK LUCERO
INDUSTRIAL PARK
(48 Acres / 618,000 SF)

LOOP 202
BUSINESS PARK

E Germann Rd

Lindsay Rd

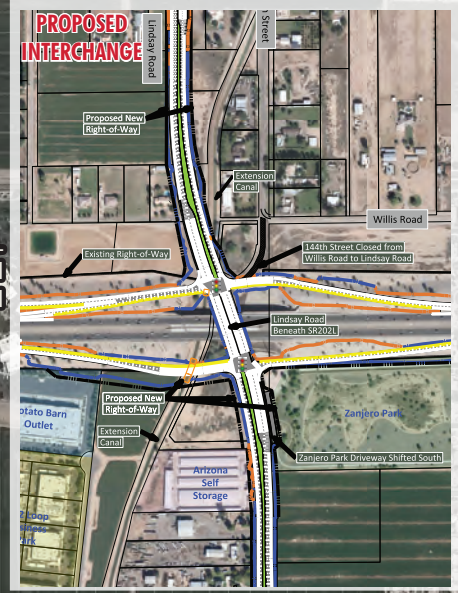
Zanjero
Park

QUARTZ HILL
ELEMENTARY
SCHOOL

CAMPO VERDE
HIGH SCHOOL

CENTRAL
CHRISTIAN
CHURCH

CHURCH OF
JESUS CHRIST
OF LDS



CHANDLER MUNICIPAL AIRPORT

CHANDLER AIRPORT FACTS & FIGURES

- * MORE THAN 200,000 INCOMING & OUTGOING FLIGHTS THIS YEAR (AMONG THE NATION'S BUSIEST GENERAL AVIATION AIRPORTS)
- * HOME TO WORLD-CLASS TRAINING INSTITUTIONS



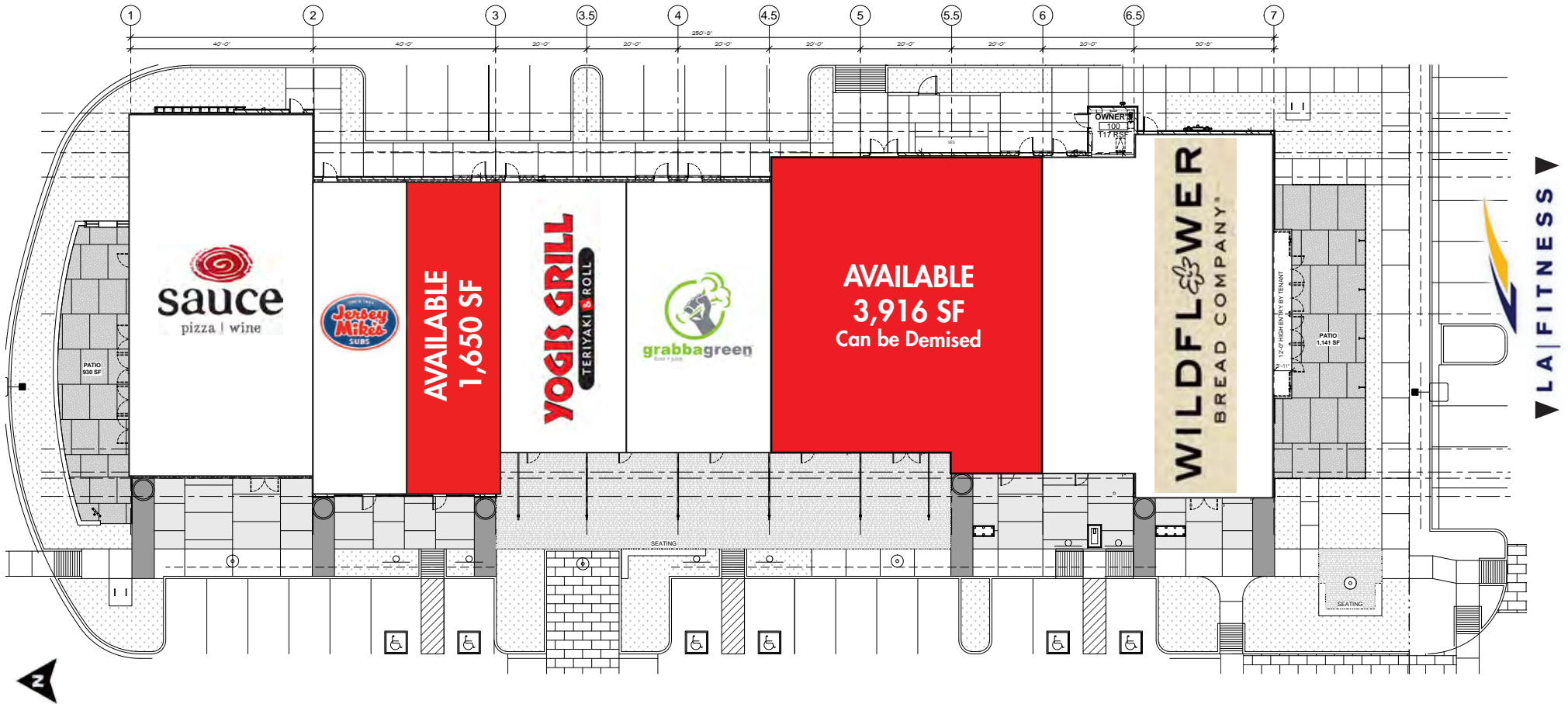
Nationwide®

Owned and developed by
Nationwide Realty Investors

RIVULONSM



Butler Design Group, Inc
architects & planners



Rivulon is owned and developed by Nationwide Realty Investors.

RIVULONSM

NORTHEAST CORNER
GILBERT RD. & LOOP 202
GILBERT, AZ

DE RITO PARTNERS, INC

Retail Leasing

Marty De Rito: 480.834.8500
derito@derito.com

Paul Serafin: 480.834.8500
paul.serafin@derito.com

13036.900
9/28/15
LEASING 01 - REVIT 24K36





Nationwide®

Rivulon is owned and developed by Nationwide Realty Investors.

RIVULON™

LOOP 202 & GILBERT ROAD
GILBERT, ARIZONA

DE RITO PARTNERS, INC

Retail Leasing

Marty De Rito: 480.834.8500
derito@derito.com

Paul Serafin: 480.834.8500
paul.serafin@derito.com



Nationwide®

Rivulon is owned and developed by Nationwide Realty Investors.

RIVULON™

LOOP 202 & GILBERT ROAD
GILBERT, ARIZONA

DE RITO PARTNERS, INC

Retail Leasing

Marty De Rito: 480.834.8500

derito@derito.com

Paul Serafin: 480.834.8500

paul.serafin@derito.com



Nationwide®

Rivulon is owned and developed by Nationwide Realty Investors.

RIVULONSM

LOOP 202 & GILBERT ROAD
GILBERT, ARIZONA

DE RITO PARTNERS, INC

Retail Leasing

Marty De Rito: 480.834.8500
derito@derito.com

Paul Serafin: 480.834.8500
paul.serafin@derito.com



Nationwide®

Rivulon is owned and developed by Nationwide Realty Investors.

RIVULONSM

250 ACRE MIXED-USE DEVELOPMENT



150,000 sq ft office building; home to the Isagenix International Headquarters completed late 2015.



Corporate campus environment.



250 acre mixed use development featuring 65 acres of retail, 110 acres Class A office and hotel.
500,000 square feet of luxury retail restaurants, pads and hotel.



Superior visibility and access from Loop 202 Freeway via full diamond Interchange at Gilbert Rd.

* Compiled by: De Rito Partners, Inc.



Rivulon is owned and developed by Nationwide Realty Investors.

Nationwide Realty Investors is active throughout the United States with development and investment interests in office, commercial, retail, hotel, restaurant, residential and mixed-use real estate. Directly and through joint ventures, Nationwide Realty Investors currently owns more than \$2 billion in commercial and residential real estate investments, and is nationally recognized as one of the country's leading developers of large, complex, mixed-use projects.

Nationwide Realty Investors is the real estate development affiliate of Nationwide, a Fortune 100 firm and one of the largest and strongest diversified insurance and financial services organizations in the U.S.

Learn more at
www.nationwiderealtyinvestors.com

MIXED-USE PROJECTS UNDER DEVELOPMENT RIVULON

Rivulon is a 250-acre development at the northeast corner of Loop 202 & Gilbert Road in Gilbert, Arizona. The premier business district will include approximately 3 million square feet of Class A office, 100,000 square feet of retail, and 2 hotels. Rivulon is being designed with a holistic view of the site, ensuring a cohesive flow, compatibility of uses and sensitivity to the sustainability of resources. The first phase coupled with LA Fitness, Sauce Pizza & Wine, Grabbagreen, Jersey Mike's, Yogi's Teriyaki, Wildflower and an Isagenix will-call; 3 luxury car dealerships and a Mountain America Credit Union call Rivulon home in addition to nearly 400,00 square feet of campus office space and ±170,000 square feet under development.

ARENA DISTRICT

The Arena District is a \$1 billion, 100-acre mixed-use development located in downtown Columbus. The Arena District is one of the country's premier office, sports, dining and entertainment destinations, with 1.5 million square feet of Class A office space, 300,000 square feet of retail, restaurants, world-class entertainment venues, and 1,100 residential units. Nationwide Arena, home of the NHL Columbus Blue Jackets and the 2015 NHL All-Star Game, 2018 NCAA Women's Final Four, Huntington Park, home of the Columbus Clippers AAA baseball team, the Express Live indoor/outdoor concert venue, the Greater Columbus Convention Center, multiple hotels, an athletic club, and bars and restaurants attract more than 63.6 million visitors annually.

GRANDVIEW YARD:

Located in Grandview Heights, Ohio, Grandview Yard encompasses more than 125 acres, and when complete, will include 1.5 – 2 million square feet of commercial space, restaurants, grocery and service retail, hospitality and more than ±1,500 residential (condo and apartment) units. New community parks and significant infrastructure improvements are also in development. Grandview Yard is the first development in the Midwest to be pre-certified as a LEED-ND silver community, making it the highest rated neighborhood by USGBC.



GRANDVIEW YARD



This 100-acre, mixed-use downtown development surrounds Nationwide Arena and features Class A office space, restaurants and entertainment venues. Multifamily residential units and public parks are integrated in the \$1 billion development.

- 1.5 million square feet of premier office, retail and entertainment space
- Home to the NHL's Columbus Blue Jackets and AAA baseball's Columbus Clippers
- Over 1,100 residential units located amongst parks, bike trails, dining and entertainment options



• Adjacent to the championship golf course, Gainey Ranch Golf Club located in prestigious Scottsdale, Arizona.

• This long-term development is home to industry-leading companies such as Sage Software and Shea Homes. More than 560,000 square feet of Class A office space over a 10-year period



Encompassing more than 125 acres, Grandview Yard will include 1.5 – 2 million square feet of commercial space, restaurants, grocery and service retail, hospitality and more than ±1,500 residential (condo and apartment) units.

* Compiled by: De Rito Partners, Inc.





GILBERT, ARIZONA BY THE NUMBERS

TOP 5

FASTEST GROWING COMMUNITIES IN THE NATION

Population = **247,542**

77% of population is under the age of **45***

Median
age of
32.7

Median household
income over
\$85,000

2nd
safest city
in the U.S.

(Low Street Media)

22nd
best places to
live in the U.S.

(CNN/Money Magazine)

{TOP PLACES TO LIVE AND LEARN}

Jobs = 1.1 MILLION

*Source: (2016) www.gilbertedi.com

Spec office buildings slated for big 250-acre Gilbert development

Mar 28, 2017, 1:40pm MST



NATIONWIDE REALTY INVESTORS

A rendering of the Gilbert spec project.

Nationwide Realty Investors has started construction on two new speculative office building at its 250-acre Rivulon development in Gilbert.

The two buildings are 60,000-square-feet and four stories each and are at Nationwide's Rivulon's project at Gilbert Road and Loop 202.

Speculative office and commercial building has been stunted in the Phoenix market since the last real estate downturn.

Nationwide Realty Investors President and COO [Brian Ellis](#) said the first building recently broke ground and will be done later this year. The second spec building is slated to start construction in the summer and being completed in early 2018.

[Fred Darche](#) and John Cerchiai of Lee & Associates are marketing the new building for lease.

Nationwide Realty Investors is also looking to bring a hotel to the project which also include a Mercedes-Benz dealership and a retail center that includes a Sauce Pizza & Wine and Grabbagreen.

Isagenix has moved its corporate headquarters to a 150,000-square-foot office building at the Gilbert development. There is also an LA Fitness at the development.

Nationwide Realty is an arm of Nationwide Mutual Insurance Co.

Mike Sunnucks
Senior Reporter
Phoenix Business Journal



Rivulon

DEVELOPING MORE THAN JUST A PROJECT

FAST FACTS:

Owner/Developer: Nationwide Realty Investors, Ltd.

Leasing firm: Lee & Associates, brokers Fred Darche & John Cerchiai

Retail leasing firm: De Rito Partners, brokers Marty De Rito & Paul Serafin

Architectural firm: Butler Design Group



Think Gilbert, Arizona is just another sleepy town on the outskirts of the Valley? Well, think again. /// Before you know it, this predominately single-family home community with a population of 235,000 will be a bustling city with commercial opportunities at every corner. Projects like the sizable 250+-acre Rivulon development have already taken hold of the reins to completely change the landscape of Gilbert. It's no surprise this city has been rated one of the top five fastest-growing communities in the nation. /// **WHAT IS RIVULON?** Located at the corner of Gilbert Road and the Loop 202, this premier business district will encompass three million square feet of Class A office, 500,000 SF of retail, 250 hotel rooms and potential for residential units. This will create opportunities specifically for both traditional and boutique retail with prime visibility thanks to ideal exterior signage options and landscaped views. Even more, Rivulon is designed to ensure a cohesive flow among its future projects while sustaining sensitivity to resources. /// The first phase of development is already underway with a LA Fitness now open and bringing in hundreds of consumers daily. Next on the menu are five projects, including a 150,000-RSF and a 125,000-RSF office building to be completed late 2015. /// "We felt the access was great, and that there was an opportunity to drastically reduce commute times because it will push Southeast Valley residents to change to a 'reverse commute.' Also, we've already seen significant interest from companies wanting to have a presence here for its sophisticated workforce," says Brian J. Ellis, President and COO at Nationwide Realty Investors, Ltd. (NRI). /// And with a portfolio of more than \$1 billion in developments and investments across 11 states under his name, Ellis knows exactly what he's talking about. Through the ever-changing real estate and economic climates, he has guided the company always in the right direction. /// Additionally, the Ohio-native serves on the committee of Experience Columbus, the city's convention and visitor's bureau, as well as chair of the Board of Commissioners for the Columbus Sports Commission. Ellis holds a business degree from Miami University in Ohio and an M.B.A. from Duke University. /// **ALL IN THE PLAN** NRI, the owner and developer behind this \$750 million investment, is a subsidiary of Nationwide, and has pinpointed exactly what steps to take in their strategic plan. One of the first tasks to capitalize on is infrastructure. /// NRI is seasoned in office, commercial, retail, hospitality and residential real estate markets and directly through joint ventures owns more than \$1.5 billion in real estate investments across the nation. Gainey Ranch



Corporate Center (Class A office space) in Scottsdale, Ariz. is also a product of NRI's long-term development and is home to industry-leading companies such as Scottsdale Insurance, Nationwide, Shea Homes and Sage Software. **///** Per the careful planning, the Gilbert Road improvements were completed in the first quarter of 2015. This included vital improvements for up-and-coming cities like Gilbert, such as road widening, walkways and landscape along the eastern side. Walkability is a key element that has been incorporated into the master plan. **///** Also within the development, Rivulon Boulevard was completed up until the roundabout in that same quarter, and Pecos Road had road widening and landscape improvements finished last June to encourage easy mobility for future tenants. Desert landscaping is a personal touch the Columbus, Ohio-based company proudly implemented. **///** "We've already made a lot of progress; a lot of dirt is moving everywhere. We have a tremendous amount of additional infrastructure underway to be completed late this year to early next year that will make a huge difference on the site," says Ellis, who has been with Nationwide since 1989. **/// A NEW COMMUNITY** The 45,000-SF LA Fitness officially opened its doors last April, being the first retailer in the new development. Following closely is the three-story Isagenix International Headquarters, with an address of 155 E. Rivulon Blvd. The 150,000-RSF building is anticipated to be completed this December. **///** "We're here [on

this site in Gilbert] because we really feel like it has enormous potential. It has great visibility with one mile of frontage off the 202," says Ellis. "Signage is available both on the buildings and pylon signs to maximize exposure for our tenants." **/// To NRI, this is developing much more than just a large-scale project with multiple buildings – it's inherently forming the platform for a new community.** **/// MISSION: POSSIBLE** This particular site will create 15,000-20,000 employment opportunities, a main priority for the elected officials and staff of Gilbert. It was important to NRI to be aligned with the economic goals of the community and its leaders. **///** "Our mission is to create a high-quality environment unlike anything that's been done in the Southeast Valley and arguably in all of metro Phoenix," says Ellis. **///** Next in line is the four-story speculative building east of Isagenix at 275 E. Rivulon Boulevard, and it is now leasing. With 125,000 RSF, this building will be open for business in September. And, NRI isn't stopping there! There are also plans for two two-story office buildings of 60,000 RSF each as well as a 17,000-SF retail center, now leasing. **///** "Rivulon, to us, is really the building and maintaining of a timeless, high-quality real estate investment and we want to remain owners for the long term," Ellis says. "With all of our projects, it's really important that our buildings withstand the test of time." ■



Rivulon Takes Shape

Creating a critical mass of commercial space for growing Gilbert, Arizona, is Rivulon, a more than 3.5 million-square-foot development that features retail, office and hotel space.

Randall Shearin

The town of Gilbert, Arizona, is one of the fastest growing communities in the nation. And with a population of more than 240,000 residents, Gilbert is also the most populous incorporated town in the United States. Surprisingly, however, Gilbert lacks the critical mass of commercial space one might expect in one of the largest and most popular communities in the greater Phoenix metropolitan area.

That is about to change, however, as the first components of Rivulon are nearing completion. A 250-acre mixed-use development located at the corner of Gilbert Road and AZ 202, Rivulon is a \$750 million business district that will feature approximately 3 million square feet of Class A office space, 500,000 square feet of retail and a 250-key hotel.

Rivulon's owner and developer, Columbus, Ohio-based Nationwide Realty Investors, recently announced that it has nearly all of the space committed for the project's first multi-tenant retail building. The 17,000-square-foot space is on schedule to open in spring 2016 with a combination of restaurant and retail uses. In addition, health and wellness leader Isagenix International, which previously announced plans to relocate its world headquarters to a 150,000-square-foot single-tenant building at Rivulon, is on track to take occupancy in early 2016. The three-story Isagenix Building will be completed this month. Isagenix will be joining the already opened LA Fitness — which opened in a new 45,000-square-foot space in April 2015.

"We have great momentum," said Nationwide Realty Investors President and COO Brian J. Ellis. "The market recognizes that there is no other project like Rivulon in the East Valley and we are taking full advantage of that opportunity with both



Rivulon will contain more than 3 million square feet of office space. The project is anchored by a 250-acre mixed-use development.



Rivulon is one of a number of large scale mixed-use developments created by Columbus, Ohio-based Nationwide Realty Investors.

our development and leasing efforts."

Kevin Adams, chief executive officer of Isagenix, says that "Isagenix is extremely excited about the future new home for our worldwide headquarters. Gilbert is a wonderful, thriving community within

the greater Phoenix area and is a great location for us to further our mission. Additionally, as our company has grown significantly over the past few years, this new facility will ensure adequate space to meet our current growth needs while

FUTURE CENTER



LA Fitness opened a new, 45,000-square-foot location at Rivulon in April 2015.

helping us to plan for our future.”

Adams added, “Our build-out is not only strategic, it’s creative, with an eye toward providing amenities that attract and retain best-in-class employees. The property is ‘tour friendly’ so that guests — whether they are prospective customers or business associates — can quickly capture who Isagenix is and what Isagenix does.”

Rivulon’s impact on Gilbert is expected to be dramatic. The project’s office component alone will nearly double Gilbert’s 3.3 million square feet of existing office space, and will introduce the first inventory of Class A office to the market.

Gilbert Town Manager Patrick Banger says that the project has the potential to fundamentally alter the economic dynamics of the town. “At 72 square miles, Gilbert is a relatively compact town,” he explains. “The space we’ve set aside for commercial activity is fairly modest, so civic leaders here are very conscious of the fact that we have to make the most of it — to make sure that the decisions we make today set us up for long-term sustainability in the future. Rivulon is an ideal fit for us, and is a critical piece of that strategy.”

Other components of the project’s first phase include a four-story, 125,000-square-foot Class A speculative office building located east of the Isagenix building on AZ 202. That building is under construction and will be completed this year. Two additional two-story, 60,000-square-foot of-

fice buildings located on Rivulon Boulevard near the corner of Gilbert Road and AZ 202 are in pre-development. Nationwide Realty Investors expects to make announcements regarding restaurant, retail and other out-parcel tenants along Rivulon Boulevard in the coming months.

Infrastructure in and around the Rivulon site has been substantially upgraded. A signature roundabout and grand entry feature are currently under construction, and the project has spurred significant roadway and utilities upgrades, the addition of new pedestrian walkways and dramatic landscaping improvements. A notable Southwestern aesthetic comes through in the landscaping, with rocks and native plantings featured prominently. An eye-catching water feature recirculates water to contribute to an ‘oasis’ feel without wasting a precious natural resource.

Accessibility and visibility have always been a big part of the Rivulon value proposition and remain key selling points. The project is located just eight miles southeast of metro Phoenix and 12 miles from Phoenix Sky Harbor International Airport, and prime visibility along AZ 202 grants exceptional sightlines ideal for high-impact signage. The project includes multiple entry points and easy access off of the 202.

While Rivulon is an ambitious undertaking, projects of this size and complexity are nothing new for Nationwide Realty

Investors, the real estate development affiliate of Nationwide. Nationwide Realty Investors specializes in large, complex mixed-use projects such as the Arena District in Columbus, Ohio, and the Gainey Ranch Corporate Center in Scottsdale, Arizona. Directly and through joint ventures, Nationwide Realty Investors controls more than \$1.6 billion in real estate investments across the country.

Banger pointed out that Gilbert viewed Nationwide Realty Investors as a great fit for a number of important reasons. “The advantage of working with Nationwide is that they are very conscious of their brand,” he says. “Because they own and maintain their projects, they are in it for the long haul — they are literally and figuratively invested in not just the project, but also the community.”

Gilbert Mayor John Lewis expects Rivulon to have a “significant economic and social impact in Gilbert.” He says that, “with 63,000 commuters and our 90,000 residents in the workforce, the economic impact of creating more jobs and generating more tax revenues here in the community is enormous.”

Ellis agrees. He says that Nationwide Realty Investors will continue to pursue a “strategic, opportunistic and market-driven” approach to Rivulon, bringing new components of this master-planned destination online in a manner that builds on a solid and sustainable economic foundation and positions the project for sustainable long-term success. While Rivulon and Nationwide Realty Investors might be in it for the long haul, it seems clear that momentum is building quickly, and that the project is already making a significant positive impact on both the Town of Gilbert and the entire East Valley. **SCB**

Gilbert's 1st Mercedes-Benz dealership to open in 2016



Parker Leavitt, The Republic | azcentral.com

9:35 a.m. MST November 11, 2015



(Photo: Gilbert Design Review Board)

A \$15 million piece of eye candy is set to arrive in Gilbert early next year.

The town's first Mercedes-Benz dealership -- stocked with luxury sedans, coupes and SUVs -- plans to open by spring within Gilbert's massive Rivulon mixed-use project near Loop 202's Santan Freeway and Gilbert Road.

Plans include a two-story, 67,000-square-foot building with a showroom, boutique, cafe and customer lounge in what will be the fifth Mercedes-Benz dealership in metro Phoenix. Other locations are in Phoenix, Scottsdale, Chandler and Peoria.

The dealership is the latest Rivulon project revealed by Nationwide Realty Investors, the Ohio-based real-estate arm of the well-known insurance company. Rivulon covers about 250 acres in Gilbert's central business district, where Nationwide plans an urban-style mix of offices, shops and hotels. Nationwide is selling 7 acres to another party, who will build and operate the dealership.

With Rivulon's first two office towers nearly finished and a retail center not far behind, a fleet of new Mercedes will give hundreds of workers, diners and shoppers something to ogle as they meander by.

Nationwide is still pursuing architectural approval from Gilbert's Design Review Board but said construction could start before the end of the year. The project is scheduled for possible Design Review Board approval on Dec. 10.

Rivulon currently includes an LA Fitness gym and will soon welcome its first major office tenant -- the international headquarters for Isagenix, a network-marketing company that sells various health products.

Demand rising for luxury cars

The project comes at a time of renewed demand for high-priced vehicles, and this new location will tap into some of the Valley's most affluent demographics. Gilbert boasts the highest median income among major Phoenix-area communities.

Across the street from Rivulon, on the Chandler side of Gilbert Road, construction is moving forward on a Porsche dealership, with a projected opening this spring. A Maserati dealership opened at Gilbert's SanTan Motorplex -- two miles to the east -- last fall.

National sales figures show a spike for several luxury brands in America. Mercedes-Benz sold about 302,000 vehicles through the first 10 months of 2015 -- a 7.2 percent jump from the same period in 2014, according to data from autonews.com. Porsche enjoyed an 11 percent increase, and Audi sales climbed 13 percent.

A boost for Gilbert's business district

The Mercedes-Benz dealership could create about 150 new jobs and \$15 million in capital investment for Gilbert's rapidly growing central business district, according to Dan Henderson, the town's economic-development director.

Rivulon is a key piece of the business district, which stretches along Loop 202 from Gilbert Road on the west to Ray Road on the east. More than 13,000 employees work in the area each day, Henderson said.

During a three-year span from July 2012 to June 2015, Gilbert's central business district attracted \$293 million in private investment and 2.9 million square feet of development, Henderson said.

More progress coming for Rivulon

As Nationwide Realty Investors prepares to finish the Isagenix building at Rivulon by early December, the developer has also signed its first tenant to a second office building, which has 125,000 square feet on four stories, company President Brian Ellis said.

Plans for the development's first hotel could come forward as soon as next year, and the company expects to announce multiple restaurants in the coming months, Ellis said.

Why Gilbert?

Nationwide Realty Investors has cited two major contributions from Gilbert and the state that helped make the Rivulon project possible -- the opening of Loop 202 in 2006 and the Town Council's approval of a \$35 million tax incentive in December 2012.

Gilbert agreed to refund half of the general sales tax and all of the construction sales tax generated by the Rivulon development over the next 20 years, with a \$35 million cap.

The sales-tax rebates are intended to reimburse Nationwide for improving roads adjacent to and in the development. The deal is structured to include more rapid payouts if the company builds denser, vertical buildings and penalizes Nationwide if it builds too much retail.

Eventually, Rivulon could be home to as many as 15,000 employees, Ellis has said.

Nationwide's Gilbert development lands Blackstone firm, Bank of America's Merrill Lynch, Mercedes-Benz

Feb 8, 2016, 11:42am MST

Mike Sunnucks
Senior Reporter
Phoenix Business Journal

Nationwide Realty Investors — an arm of Nationwide Insurance — plans on building a third commercial building at its Rivulon development in Gilbert.

The planned \$750 million development sits on 250 acres at Gilbert Road and Loop 202 in the East Valley.



NATIONWIDE REALTY INVESTORS
Nationwide's Rivulon development

Nationwide could build as much as 3 million square feet at the Gilbert project.

Bank of America-owned Merrill Lynch, Blackstone-owned Finance of America Mortgage and Thomas Title & Escrow have leased a combined 31,000 square feet at the Rivulon development.

They are taking space in a new 125,000-square-foot building at the property.

There is already a 150,000-square-foot building at Rivulon for Isagenix's new corporate headquarters.

A new Mercedes-Benz dealership is also slated to open at Rivulon this summer.

An LA Fitness center opened there last year.

Nationwide Realty Investor's President and COO Brian Ellis said the next step is a 60,000-square-foot speculative building.

"We don't want to be without product," Ellis said.

Finance of America Mortgage Branch Manager Ron Crawford said the location and expected amenities at the Gilbert development will help his Philadelphia-based firm widen its footprint in the eastern suburbs of Phoenix.

Gilbert deal for Deloitte operationscenter will bring 2,500 tech jobs



BY KTAR.COM | JUNE 8, 2018 AT 12:12 PM
UPDATED: JUNE 21, 2018 AT 2:18 PM

PHOENIX — A major professional services company's expansion into Gilbert will put an emphasis on tech-focused jobs, nearly 2,500 of them, town leaders said Friday.

New York-based Deloitte planned to open a delivery center near Gilbert Road and Loop 202. Gilbert's town council approved the development agreement at Thursday's meeting.

"We're incredibly excited," Jonas McCormick, managing partner for Deloitte in Phoenix, told KTAR News 92.3 FM. "... It's a great place to locate the center."

The jobs will be filled over as many as three phases and eventually some yearly salaries will be as high as \$95,000.

The project will get underway with a \$34 million investment from Deloitte.

"This will not just benefit those in Gilbert but all of the Phoenix metro area," Mayor Jenn Daniels said in a statement.

Dan Henderson, Gilbert's director of economic development, told AZ Big Media the company will be in its permanent space within the Commons at Rivulon "creative neighborhood" by December.

"Arizona has become a hub for technology and innovation," Sandra Watson, president and CEO of the Arizona Commerce Authority, said.

The Phoenix Business Journal reported that Deloitte will get \$2.1 million in incentives for the first 1,500 jobs and about half that for the 1,000 jobs that follow.

"Our recruitment efforts have already started," McCormick said.

"There's a large, well-educated talent pool to draw from. That certainly drew us to this area."

Deloitte employs 285,000 around the world, 85,000 in the United States.

The company has an office in Phoenix.