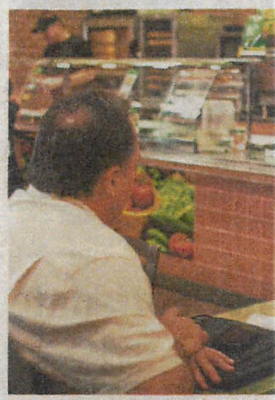


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**INSIDE**  
Mesa shop offers exotic toys, art  
A new Mesa store features colorful items not widely available.

THURSDAY, FEBRUARY 16, 2012



Scott Hanson (right), owner of HMA Public Relations and owner of the Subway shop in the Arizona Center.

**Small firm pro**

HMA Public Relations stays afloat

By Georgann Yara  
Special for the ABG | azcentral.com

Journalism may have been Phoenix business owner Scott Hanson's first love, but public relations proved to be the lasting passion for the president of HMA Public Relations. And since Hanson took over the firm in 1991, the company has managed to maintain success, outlive other companies in the industry, weather economic conditions and navigate trends.

REAL ESTATE

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The Arizona Business Gazette is published by Phoenix Newspapers Inc., John Zidich, President and publisher.

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ARIZONA BUSINESS GAZETTE (ISSN 0273-6950), published weekly, every Thursday, for \$1 per copy, by Phoenix Newspapers Inc., 200 E. Van Buren St., Phoenix, AZ 85004. \$27 for 26 weeks; \$45 one year, \$70 two years. Periodicals postage paid at Phoenix, AZ. Arizona Business Gazette is a registered trademark of Media West - used under license by The Arizona Republic, a Gannett Newspaper.

POSTMASTER: Send address changes to: Arizona Business Gazette

**REAL-ESTATE NEWS**

**Coldwater Springs Promenade sold**

Labrusca Holdings Corp. of Phoenix has sold Coldwater Springs Promenade, a lender-owned retail development on 10.9 acres at the southwestern corner of Van Buren Street and Avondale Boulevard in Avondale, to Reddy Development of Scottsdale for \$7.75 million.

Mindy Korth, Barry Gabel, Cam Stanton, Philip Voorhees, Patrick Toomey and Megan Read of CBRE represented the seller.

Bruce Francis and Dana Summer of CBRE represented the buyer, who plans to complete the retail project, marketing the 11,500 square feet of available shop space and the five undeveloped retail pads.

**Major deals**

Gregg Williams of Trident Pacific Real Estate in Phoenix, as court-appointed receiver, has sold Central & Thomas Shopping Center at 2801-2845 N. Central Ave. in Phoenix to GM

Central LLC, an affiliate of Lawrence & Geyser Development of Tempe for \$1.4 million. Cam Stanton, Glenn Smigiel and Bob Young of CBRE in Phoenix represented the seller.

The buyer of this 28,900-square-foot neighborhood center, which was 29 percent occupied at the time of sale, was self-represented.

The Corporation of the Presiding Bishop of the Church of Jesus Christ of Latter-day Saints has paid \$650,000 for a 3.91-acre parcel from Jerry Lee Newsome Revocable Living Trust and \$400,000 for a 2.81-acre parcel from Robert Newsome Revocable Living Trust at 2411-2414 N. Old Gilbert Road in Mesa.

Mark Wilcke represented the buyer, and Stephan R. Hale represented the sellers. Both are from NAI Horizon in Phoenix.

Zion's Bank of Salt Lake City has sold a 17,021-square-foot industrial building at 4725 E. Ivy

St. in Mesa to RBS Investments LLC for \$900,000. Jeff Hays and Chad Neppi of NAI Horizon represented the seller, and Ken Hansen with Cassidy Turley represented the buyer.

Los Reyes de la Torta No. 2 has signed a five-year lease for 5,100 square feet of retail space in Southern Palms Plaza at 1522 E. Southern Ave. in Tempe with CP6SP LLC. Chris Gerow, Shelby Tworek and Gabe Ortega of NAI Horizon negotiated the transaction.

Exact financial terms were not disclosed.

Airpark Consignment has signed a three-year lease for 6,350 square feet of industrial space in Redfield Center at 7848 E. Redfield Road in Scottsdale with 7848 Cimarron LLC.

Stacie Harrison and George Long of NAI Horizon represented the tenant, and Randy Shell of Shell Commercial represented the landlord.

Exact financial terms were not disclosed.

**Promotions and hires**

Bryan Babits has joined Weingarten Realty in Phoenix as leasing executive for the mountain region.

Pamela Barnhill has been promoted to president and chief operating officer of InnSuites Hospitality Trust in Phoenix.

She has been with InnSuites since 2002, beginning as general manager, and held roles in revenue management, operations, sales and trademark licensing.

Barnhill received her MBA from Carnegie Mellon University and her bachelor's degree cum laude from the University of Arizona.

**Awards and honors**

Tanner Luster, president of Luster Custom Homes, has been named to the National Association of Home Builders 20 Club, a board of homebuilders from across the nation.

**Blue Sky project advances in Scottsdale**

By Edward Gately

Arizona Business Gazette | azcentral.com

The Scottsdale City Council this month narrowly approved a design-review application for Blue Sky, a \$135 million, 13-story apartment complex to be built east of Scottsdale Fashion Square.

Last April, the council approved amended development standards and a site plan to allow Gray Development Group to develop the three-building complex near the northeastern corner of Scottsdale and Cam-

stipulations pertaining to the location of stone and paint colors on the exterior, as well as the addition of a canopy on the north side of the north building.

Brian Kearney, Gray's chief operating officer, said the site plan is identical to the one approved by the council, which included a maximum building height of 128 feet.

It will include 749 apartment units and about 69,000 square feet of commercial and retail space. It also will include more than 1,400 underground parking spaces.

"We've stuck to every commitment we made," he said.

Gray will install canal-frontage improvements from the Blue Sky property line to the intersection of Scottsdale and Camelback roads, according to the design plan.

The complex will be built in two phases, with the first phase to include two buildings along Scottsdale Road, landscaping

along the canal and all underground parking; the second phase will include the building closest to the canal and ground-level pool.

Kearney said plans call for multiple setbacks and building heights. Also, the complex now includes new public spaces.

Councilman Dennis Robbins said the complex looks "a lot better than before."

McCullagh didn't like how the building setback has been reduced near the canal, and questioned Gray's commitment to a public-art benefit in exchange for amended development standards.

"You have an attractive architectural project; I just happen to think it's in the wrong place," he said.

Also during the meeting, the council discussed but took no action regarding citizens' requests to address parking problems involving downtown's Galleria Corporate Centre.

The council is expected to negotiate an amended parking agreement with JEMB Realty Corp., the Galleria's owner, at some point.

In the meantime, JEMB is taking "immediate, concrete steps" to address nighttime and daytime parking problems in the area, said Lynne Lagarde, the company's attorney.

JEMB will be freeing up more on-site parking spaces for Galleria tenants to prevent them from using unrestricted parking spaces in the surrounding area, she said.

It is constructing a 107-space parking lot north of the main building to be used by Galleria tenants during the day, and by the public on Thursday through Saturday nights at no charge.

It also will be working with tenants to provide access to 90 underused parking spaces on the upper level of the garage for contract employees.

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