




ZANJERO

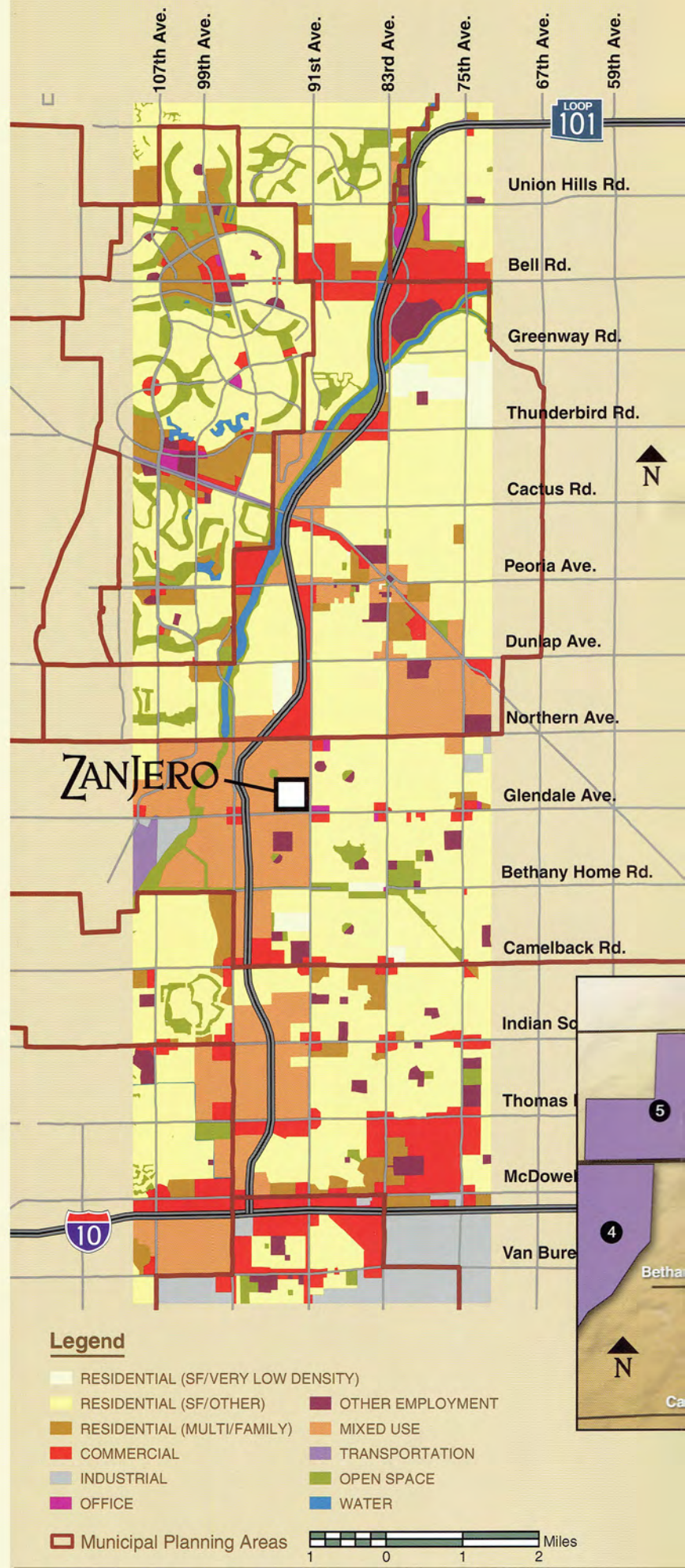
*An investment
in the future*

Trammell Crow Company


 undreds of years ago, the future growth of emerging communities scattered throughout the majestic Sonoran Desert rested in the able hands of the *zanjero*. It was the *zanjero* (pronounced *zahn-HAIR-oh*) who controlled the flow of life-giving water to the homes and farms that transformed the barren landscape into a fertile cradle of civilization. Riding on horseback along the dusty desert trails, the *zanjero* patrolled the network of canals that cut through arid valleys and mesas, ensuring that precious water was conserved and fairly allocated. Through his diligence and dedication, families prospered, commerce flourished and burgeoning communities arose from the desert floor.

Today, in one of the most dynamic metropolitan areas in the great American southwest, an urban oasis on the horizon pays tribute to the proud tradition of the ancient *zanjeros*. A unique planned area development christened *Zanjero* will soon rise in booming Glendale, Arizona, which ranks among the fastest growing cities in the United States. With 150 acres zoned for a flexible mixture of employment, retail and residential uses, *Zanjero* will create a distinctive urban village employment center. The site is strategically located adjacent to half a billion dollars in new, publicly funded facilities, including state-of-the-art stadiums for Arizona's NFL and NHL teams. Destined to become a vibrant hub of business, shopping, entertainment and family life for the greater Phoenix area, *Zanjero* is a landmark of unlimited potential.

West Loop 101 Corridor



Set in the heart of a rapidly evolving business corridor in one of the fastest-growing cities in the United States, Zanjero is strategically positioned to become a leading-edge commercial hub for decades to come. The 150-acre planned area development offers seemingly infinite possibilities through a flexible mixture of employment, retail and residential uses. Master planned, Zanjero will integrate all uses into an engaging urban village employment center.

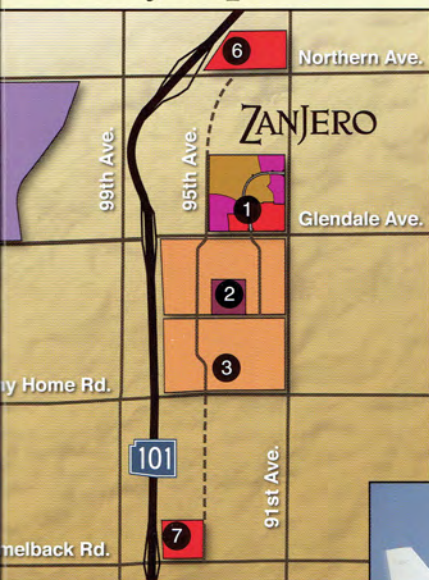
Zanjero occupies a prime location in an exciting, high-density area, alongside other new mixed-use developments that surround a pair of soon-to-debut sports/entertainment facilities. The area will become the centerpiece of steadily expanding Glendale, Arizona, and a preferred address for businesses, shops, restaurants and homes in the expansive western region of metropolitan Phoenix. With so much to offer, Zanjero is an investment in the future.

A Strong Base

The city of Glendale, Arizona, provides Zanjero with a dynamic foundation of excellent educational and medical institutions, diversified economy and highly efficient municipal services.

- ◆ Glendale is the fourth largest city in Arizona, with a population exceeding 230,000.
- ◆ A growth rate of 48 percent made it the 19th fastest-growing U.S. city from 1990-2000.
- ◆ A well-educated population is rising in affluence. The Arrowhead Ranch area in north Glendale has the highest estimated number of households in the state with a net worth of at least \$1 million.

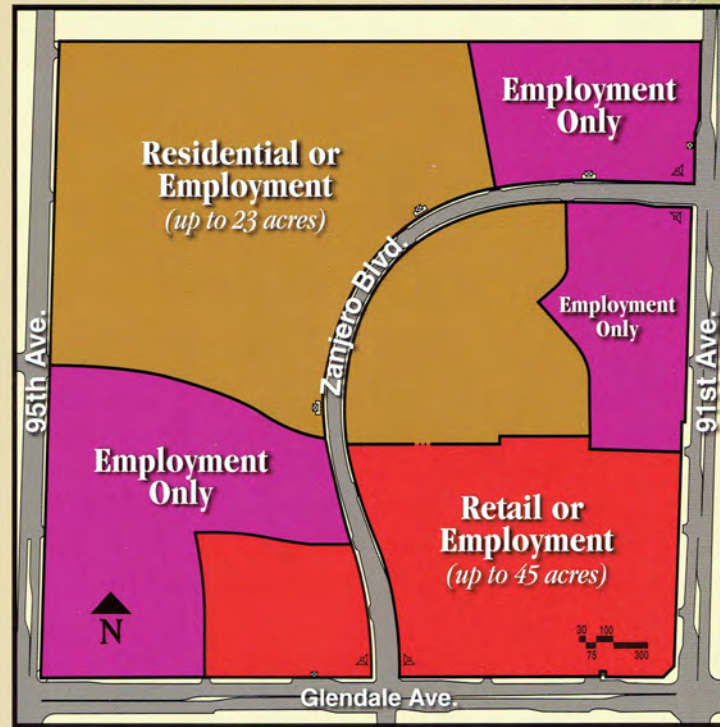
Vicinity Map



1. Zanjero Site Location
2. Phoenix Coyotes Arena
3. Arizona Cardinals Multi-Purpose Stadium
4. Glendale Municipal Airport
5. Glendale Airpark
6. Target
7. Wal-Mart



Zanjero Land Uses



"Future employment and commercial development, combined with two major league sports facility venues, will firmly establish western Glendale as a premiere business and entertainment destination in the Valley."

~ Mayor Elaine Scruggs





Flexible Land Use

With unique land-use entitlements in place, Zanjero is ready for immediate development. The entire 150 acres may be utilized by a single-employment user or by multiple users in a harmonious series of corporate campus environments. The established Planned Area Development (PAD) features Corporate Commerce Center zoning, a new and carefully crafted land-use classification created by the City of Glendale to accommodate a flexible mixture of employment, retail and residential uses:

- ◆ **Business:** The primary goal of Zanjero is to create quality employment, and all parcels are designated for employment-generating uses. A minimum of 55 percent of the PAD (± 82 acres) is dedicated for general or professional offices, research facilities, light manufacturing and other employment generating developments.
- ◆ **Retail:** Up to 30 percent of the PAD (± 45 acres) is targeted for community, neighborhood or specialty retail development.
- ◆ **Residential:** Up to 15 percent of the PAD (± 23 acres) may be developed as high-density residential housing.

Advantageous Location

Located in the center of the quickly emerging Loop 101 western corridor, Zanjero boasts an exceptionally favorable site. The development is adjacent to two new sports/entertainment venues being built through public funding of over half a billion dollars. The facilities will host several internationally recognized events. A wave of new construction of commercial facilities is also underway. It's easy to see why the area is anticipated to become a major destination attraction:

- ◆ Excellent freeway access to the Loop 101, with two full-diamond interchanges at Glendale and Northern Avenues.
- ◆ Glendale Arena, home of the Phoenix Coyotes of the NHL, will open in December 2003 directly south of Zanjero.
- ◆ A new, multi-purpose stadium that will be home to the Arizona Cardinals of the NFL, scheduled for completion in the fall of 2006, is 1/2 mile south of Zanjero.
- ◆ Close proximity to Glendale Municipal Airport.
- ◆ A highly developed infrastructure, with water, power and fiber optics in place.

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