



ROGER MASON

Partner

Roger Mason began his career with Fishman Commercial in 1995. Although previously licensed in commercial real estate in both Kansas and Missouri in 1977, Roger has worked primarily in the manufacturing and industrial industries, an experience which has provided a solid base for the understanding of the various methods of corporate financing (e.g., industrial revenue bonds, private vs. public financing, private vs. public debentures, acquisitions funded with the use of stock options, TIF, etc.). This in-depth exposure to the industrial and manufacturing side of commercial real estate has provided Roger with a strong level of sensitivity to the intricacies for determining site, such as environmental cleanup, environment mediation, EPA mandates and requirements, and other related issues. As an operations-oriented person Roger has a good feel for industrial real estate and is able to think like an owner and a tenant because he has been both. Roger prides himself on the ability to think outside the box and has what he calls street-wise intuition, a skill he feels is the direct result of his previous hands-on involvement in operations. He also prides himself on being able to work well with all types of clients ranging from owners of sole proprietorships to publicly-held companies with a strong nationwide presence, from industrial to retail. With the capability to handle all aspects of commercial real estate, Roger has been actively involved in a number of transactions that have resulted in the success of various projects. One such project is the 250,000 SF Aldi Distribution Center located on 40-acres in Olathe, Kansas. He also successfully handled negotiations which led to the acquisition of a 53-acre, 150,000 SF industrial tract located in Wyandotte County, where project responsibilities included site acquisition, planning, and zoning. Roger has also been involved in negotiations for a raw ground development consisting of an 80-acre site designated for the construction of a new school campus and a major new site for retail development. Although Fishman Commercial has a solid reputation and notable experience in all aspects of the commercial real estate industry, he is particularly pleased with the company's reputation as the go-to guys for land development. Roger, as well as the company in general, prides himself on the ability to identify and initiate infill project opportunities which are so often overlooked. That, coupled with Fishman's active involvement in city planning, provides a good base for helping clients make good decisions.

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