

REIAC breakfast series concludes with the importance of how we stay connected



During the course of the year, four crucial elements of Phoenix's infrastructure were presented to REIAC members as part of the 2017 Breakfast Series.

Each was presented in a way that highlighted their respective importance as they relate to commercial real estate:

- Aviation: Planes landing at Metro Phoenix airports means business is being conducted in the Valley. More business means the need to fill office, industrial, and retail space.
- Transportation: A modern transportation system helps us get to work, and helps drive business. It also gets employees from home to work, and back.
- Water: How big we grow depends on how much water we have. Development depends on this precious resource.

The final component of the infrastructure series, held at CoStar's conference room, put the spotlight on technology, focusing on connectivity and how we communicate in the commercial world from one floor to another and from one building to another.

Bin Jones, Sales Engineering Manager for Cox Business, discussed fiber/wireless deployment in the commercial building space.

"Some buildings already have infrastructure in mind, some others not so," he said. "There is a lot of technology going back and forth and the need exists to fully provide these services in a building."

Unlike past years, Cox is now willing to run service into speculative buildings before tenants have committed to lease space. Jones said that installing its connectivity on a speculative basis has paid off for Cox, especially in the Phoenix market.

Asked to look 15 years in the future, Jones stressed that infrastructure and a go-to system will still be relevant and important.

"Faster speeds are not there yet, but they will be with fifth or sixth generation of wireless connectivity," Jones said. "We are on the verge of a lot of big changes. Everybody is plugged in; everybody is connected."