



# AVIATION COMPANY RELOCATES HEADQUARTERS ACROSS STATE LINES

In 2022, KP Aviation announced the grand opening of its new headquarters location in Mesa, Arizona. Initially headquartered in Reno, Nevada, this relocation opportunity was monumental for KP Aviation and its future in the marketplace.

## Choosing a Location

As the Coronavirus pandemic took over the industry and workforce in 2019, KP Aviation took the opportunity to reflect on its goals for the next 20 years. With considerations around human capital, growth, efficiency, partnerships, product sourcing, and supply chains, KP Aviation decided that it was time to relocate out of Reno, Nevada—the only question was, “where to?”

Armed with commercial real estate insights and demographic data from their industrial real estate advisor, Ryan Steele, KP Aviation narrowed their search to some key “sunbelt” states, including front runners Florida and Arizona. Clocking over 300 days of sunshine per year, virtually no natural disasters, and a rapidly growing population, KP Aviation selected Arizona for its relocation.

## Data that Drive Decisions

Regarding challenges, the actual relocation and commercial real estate process weren’t listed as one of them. Moreover, KP Aviation proudly stated they avoided disrupting their business and found the relocation process quite manageable.

The biggest challenge for KP Aviation was convincing its board of advisors that the relocation strategy would protect and grow their investment and was the best plan to move forward. For KP Aviation to secure the board’s blessing, the board would need to understand the reason for the move, its effects on the company’s long-term growth plan, and how access to Arizona’s growing talent population would help the company scale. To achieve this three-pronged goal, KP Aviation needed to be armed with market insights, data, and demographics that would help them drive decisions.

Linn Shaw, KP Aviation’s Chief Financial Officer, stated, *“We looked at about four or five different cities and considered everything from human personnel, to cost of living, to real estate, to our customers and suppliers”.*

For KP Aviation, attracting the right talent was essential. Part of this meant being strategically located and easily accessible from the major freeway systems so they can draw human capital from other areas within the southeast valley of the Phoenix Metro. After an exhaustive search process and rounds of negotiations, Keyser was able to secure 64,564 SF of prime industrial space at 7943 E Ray Road, Mesa, AZ, in a brand new 7-building project commonly known as “Landing 3”. This site features easy freeway access, a reverse traffic commute for many employees, close proximity to an airport, and 20-minute access to talent in Chandler, Queen Creek, Gilbert, Mesa, Tempe, and San Tan Valley.

Shaw stated, “Ryan Steele did a spectacular job as our commercial real estate advisor. He provided us with different locations, an unbiased analysis of their strengths and weaknesses, helped us understand the true value of the commercial real estate, and a deep understanding of the market; where it is now, where it’s going, and how it compared to the Reno area.” As subject matter experts, Keyser’s knowledge, resources, and support were vital in helping KP Aviation’s leadership team educate and convince their board to approve the relocation.

**Tenant-Only Representation**

KP Aviation’s leadership team has previously worked with a few commercial real estate brokerages. To Linn Shaw, the main difference between working with Keyser versus their previous brokerages was “the response time and the feeling that he [Ryan Steele] was looking after our best interest. Some of the other agents out there only show you properties their brokerage has as listings rather than listening to what we were seeking. I feel like Ryan listened to our needs and preferences and had our company’s best interests at heart. He had great relationships with the listing brokers and was well informed on the properties, which made for a smooth experience when touring multiple properties. We found the process very informative, organized, and—I don’t want to say easy, but it mitigated some of our fears and concerns surrounding the time crunch we were under to make this transition”.



**About KP Aviation**

KP Aviation, LLC, is a leading supplier of aftermarket aviation assets, located in beautiful and booming Mesa, AZ. KP Aviation, LLC. (KPA) was established in 2001 with the purpose of providing high quality materials and services to the commercial aviation marketplace; principally to airlines, MRO’s (Maintenance, Repair, and Overhaul), investment and leasing companies, and aviation aftermarket suppliers. KPA has proven to be a preferred supplier and leading procurer of top-notch aftermarket components and assets, across a broad range of aircraft and engine platforms. Our goal is to continue to offer these high-caliber parts and services to our current and future customer base, while maintaining complete customer satisfaction. The growing markets for aircraft and aircraft turbine engines have made commercial aviation one of the largest industries in the world. KP is excited to be a part of it and is here to exceed our customers’ and the industries’ most demanding requirements.



**Opportunities at KP Aviation**

KP Aviation is growing rapidly. For career opportunities, please visit [kpaviation.net](http://kpaviation.net)

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