

## 20 to Know: These professionals keep KC's commercial real estate industry humming

Nov 19, 2021, 7:29am CST

*Welcome to a continuing feature in the Kansas City Business Journal introducing readers to people they should get to know in key industries and categories. In this installment, reporter Thomas Friestad Collins shares 20 commercial real estate professionals to know — each including a short explanation of why that person is on the list.*

*This is our final installment this year introducing you to 20 people you should know in various industries. We previously detailed 20 to Know in banking, engineering, insurance and innovation.*

*We designed this feature as a replacement for the Power 100 lists published in previous years. Although those lists had value chronicling top executives and officials, they were — as someone said — people you already know.*

*You'll see that each 20 to Know list is filled with powerful people. We expect that you'll already know a few of the people on each list. But pay extra attention to those you don't know to expand your market knowledge — and perhaps your network.*

— Brian Kaberline



KCBJ

Here are 20 people in commercial real estate you should know.



Bret Elliott

PLAZA STREET PARTNERS

## **Bret Elliott**

*President*

*Plaza Street Partners*

Elliott's process management company is a one-stop-shop for expanding brands. Founded in early 2017, Plaza Street Partners guides clients, such as fast food franchisees or other commercial businesses, from start to finish through each development step required to open locations in new markets – from site selection to metrics on labor, rent and material costs. The Prairie Village firm also helps brands remodel existing locations and acquire other franchisees, targeting revenue above \$100 million in 2021. In 2012, Elliott founded CapFusion LLC, a commercial lender in financial technology.