

# Steven Bankler, CPA, Ltd.

## Client Spotlight: Hat Trick Development, LLC

In hockey, a hat trick is that magical moment when a single player scores three goals in one game.

Rick Benson has been in pursuit of this type of excellence his entire life, beginning when, as a varsity hockey player, he became one of the first Harvard University athletes to be a 4-year varsity letterman.

Once his hockey days were over, he focused on the family business of developing real estate. His father spent 40 years in manufacturing before setting his sights on real estate, mostly within Florida. As time went on, Benson's father moved from condos to commercial properties to medical buildings specifically.

"The medical area is where I picked up a lot of my experience that now spans 25 years," Benson says.

Ten years ago, he and his wife Candy moved to Austin. The Great Recession was still in force, so it

was arguably a terrible time to be a developer. But he made it work based on what he calls a hat trick formula: hard work, teamwork, and partnership.

He and his Hat Trick Development, LLC, co-founder Eric Perardi—also a former hockey player—have developed and leased more than



320,000 square feet of medical office properties. They've worked with more than

100 physician partners, uniquely focusing on their needs, which often means supporting them in multiple phases of development: acquisition, financing and management.

Offering such a customized structure of services can be complicated, which is why Benson started working with Steven Bankler and his team.

"It's relatively easy for an accountant to do depreciation analyses and income statements for a property or two," Benson points out. "But once you get into multiple transactions and

you're not just buying and selling, but you're managing, too: That's where Steven stood outside the box and came up with unique solutions."

Thanks to Steven Banker, CPA, Ltd., Benson is more equipped to



handle what's next.

"There's competition everywhere. It shouldn't scare you if your product is good, it's priced fairly, you do good work, and you partner with the right people."

Learn more about Hat Trick Development, LLC at [hattrickdev.com](http://hattrickdev.com)

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