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Strive Pharmacy leases 223,000-square-foot Mesa facility to boost production capacity

Strive COO Pat Schinzel: 'I can easily see doubling employment in 2026'



Image: Lee & Associates

Strive Pharmacy has signed a full-building industrial lease – at the building in foreground – at Hub @ Mesa.

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By [Paul Thompson](#) – Managing Editor, Phoenix Business Journal
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Story Highlights

- Strive Pharmacy leased a 223,442-square-foot Mesa headquarters facility
- The company will increase production from millions annually to monthly
- Strive expects to exceed 1,000 employees by end of 2025

Strive Pharmacy has scooped up a huge lease in Mesa for its new headquarters.

Strive, a compounding pharmacy founded in Gilbert in 2018, will take over a full building in the Hub @ 202 complex in Mesa. The 223,442-square-foot space will exponentially expand Strive's manufacturing capacity, while the company also plans to expand the building into a 350,000-square-foot headquarters facility that will also house office space for the firm's rapidly growing staff.

The Hub @ 202 complex is in the Mesa Gateway submarket, at 7236. E. Warner Road.

Strive is already “very profitable” and is “doing multiple nine figures” in revenue, said Strive CEO Nathan Hill. It now has nearly 1,000 total employees and nine locations, while being licensed in all 50 states. Strive is also self-funded; there is “no institutional money within the company,” Hill said.

“I can say with confidence that we’re the fastest-growing compound pharmacy,” Hill said. “I believe that we’re in the top two largest compound pharmacies in the country, and we’re also much newer than anyone around us.”



Strive Pharmacy CEO Nate Hill

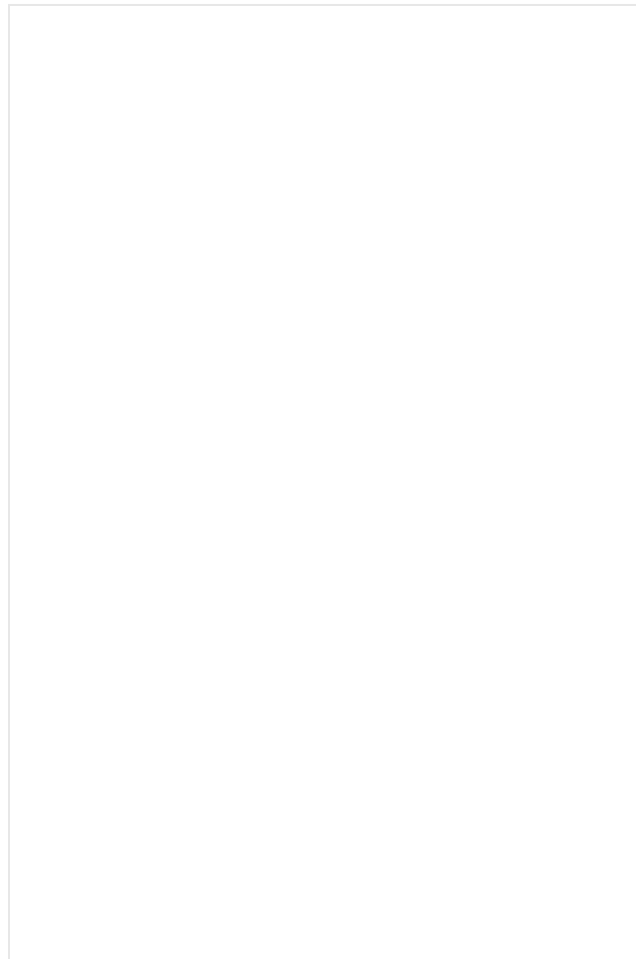
STRIVE COMPOUNDING PHARMACY

Everything about Strive’s latest move is exponential.

Between its new headquarters and its recent acquisition of a [state-of-the-art manufacturing facility in Florida](#), Strive will have over 700,000 square feet of real estate under its umbrella. That’s a far cry from the company’s founding in 2018, when it launched in a 2,000-square-foot retail space in Gilbert, at the intersection of Cooper and Baseline roads.

Beyond a huge jump in square footage, the new facility will allow Strive to produce more prescriptions than ever before.

“The new space is going to allow us to incorporate new technologies that are going to deeply enhance our productive output of finished goods,” said Chief Operating Officer Patrick Schinzel. “Right now we do millions of Rx’s annually; we’ll be able to shift into millions of Rx’s monthly at this thing.”



Strive Pharmacy COO Pat Schinzel

STRIVE COMPOUNDING PHARMACY

Strive's new Mesa facility currently has more than 220,000 square feet of production capacity, which Schinzel said will be running 24 hours a day once it is up and running. For context, Strive has 700 square feet of sterile production capacity at its current Gilbert facility, along with 700 square feet of nonsterile capacity.

Those numbers will balloon at the Mesa campus.

"Out of the chute, we'll have 24,000 square feet of sterile capacity, and we're going to start out with 16,000 square feet of nonsterile production capacity," Schinzel said. "The first phase will come online at the end of June. The second phase, we'll realize that in Q3, early Q4."

That first phase of the tenant buildout will add roughly 127,000 square feet "to serve more of the corporate office" and retail components of the business, including Strive's marketing, sales, support, human resources and processing divisions, Schinzel said.

Strive could have 1,000 employees by year-end

Also growing exponentially is the company's headcount. Strive started in 2018 with only three employees, before growing that to nine in 2019 and 27 in 2020. That figure leaped to 241 in 2023, and the company expects to have more than 1,000 employees before the end of 2025.

Schinzel estimated that, given the company's trajectory in Arizona and elsewhere, "I can easily see doubling employment in 2026."

Strive was represented in its Mesa headquarters deal by Clint Hardison of Ike Commercial Real Estate, who also recently helped SyberJet [scoop up a 130,000-square-foot site](#) in Chandler for its headquarters.

"Frankly, we did not have to pitch them very hard. They saw the value of Strive as a tenant really quickly," Hardison said of the lease negotiations with the landlord. "They loved the idea of how much value we're bringing to the property and the project. So it's kind of a landlord's dream."

The landlord, an entity affiliated with Wharton Equity Partners, was represented by Chris McClurg and his team at Lee & Associates. McClurg confirmed that Strive

is set to become the largest tenant at the 1.5-million-square-foot industrial park.

“It’s my understanding they are going to have a substantial amount of corporate office as well as manufacturing,” McClurg said. “It’s a win for the tenant and a win for the landlord, as well as a win for the city of Mesa.”



Strive Pharmacy has signed a 223,442-square-foot full-building lease (at front) at Hub @ Mesa.

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The Southeast Valley submarket, where both Strive and SyberJet leased space, had an **industrial vacancy rate of 14.8%** in the third quarter, according to data from CBRE. While that was higher than any other Phoenix submarket, as well as the metro average of 11%, the Southeast Valley also had more industrial buildings under construction (4,124,340 square feet) and delivered (708,302 square feet), CBRE found.

While McClurg agreed that the vacancy rate remains high in the Mesa Gateway area, he noted that 2025 "will go down as our busiest year ever" in that submarket. He doesn't see activity slowing down in 2026.

"There's been 11 transactions completed in 2025 over 200,000 square feet in the Mesa Gateway submarket," McClurg added.

Mesa has proven to be a development hot spot in recent months.

Semiconductor supplier [Fujifilm](#) and weapons component manufacturer [Hadrian](#) are among the companies planning growth in the East Valley city. Kitchell Development Co. is also planning to develop a [flexible, 32-acre industrial park](#) near Mesa Gateway Airport, while prominent retail developer and operator Vestar released plans in August for Legacy Park – a [multibillion-dollar mixed-use project](#) in the works on 200 acres in southeast Mesa.

Bioscience manufacturing in particular is a major growth sector in Arizona, as employment in the space increased 19% between 2019 and 2024, according to Lightcast, which pulled data from the [Bureau of Labor Statistics](#). The sector now employs nearly 18,000 people in the Grand Canyon State.

"Strive Pharmacy represents a standout Arizona success story. We're proud to support their expansion in Mesa and applaud their leadership in advancing Arizona's bioscience sector, one of the fastest growing in the nation," said Sandra Watson, President and CEO of the [Arizona Commerce Authority](#), in a statement to the Business Journal. "Strive's growth is a testament to the strength of our business ecosystem, and we're excited to keep building on this momentum."

The facility is likely eligible for incentives as conversations continue with the ACA and city of Mesa, an ACA spokesperson confirmed Nov. 24.

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